



Evolving our benefits offerings for partners

Effective August 6, 2024



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Overview of benefits evolution

Benefits offerings designed for you

Microsoft is evolving our benefits offerings to provide you with the tools and support you need to continue to lead the way in the shifting tech landscape. This includes adding [more than 20 benefits](#) across several Microsoft AI Cloud Partner Program offerings starting January 22, 2025. These benefits include Microsoft Copilot products, Microsoft GitHub, and Microsoft Defender for Endpoint.

[As part of this evolution, we are giving advance notice that Microsoft will no longer sell Microsoft Action Pack, Microsoft Learning Action Pack, or legacy silver/gold benefits starting January 22, 2025.](#) Instead, you can continue to access product, support, and advisory benefits through differentiated offerings that provide you with more choice when tapping into benefits that meet your business goals.

Explore how you can drive purpose-built growth with offerings like [partner benefits packages](#), [Solutions Partner designations for solutions areas](#), [Solutions Partner* with certified software** designations](#), and [ISV Success](#).

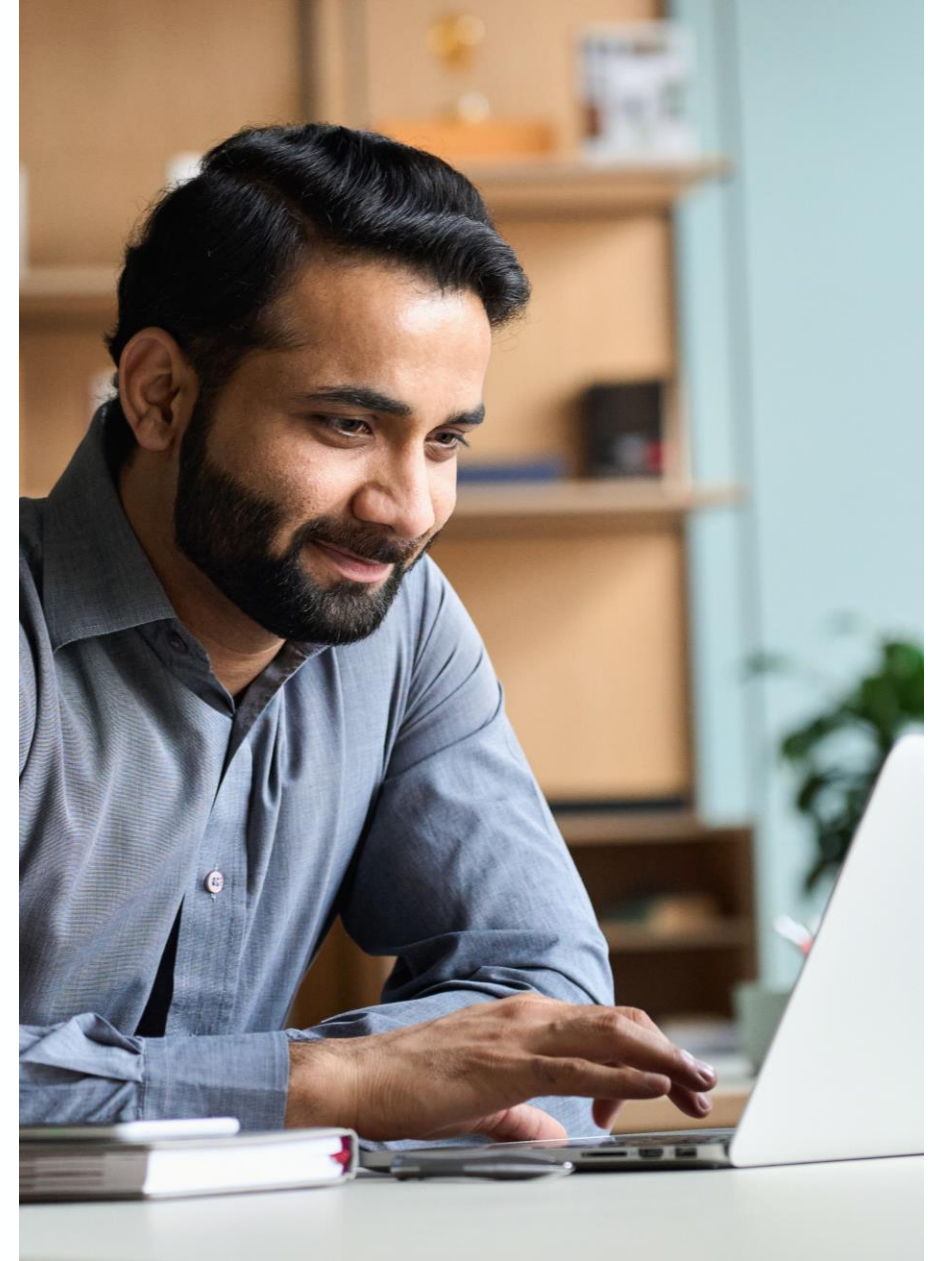
Partners with an eligible active legacy silver/gold purchase status as of January 21, 2025, will be eligible for the remainder of the FY25 CSP incentive term (January 22, 2025, to September 30, 2025).



Timetable of events

- **August 6, 2024:** Advance notice of transition plan for legacy benefits and details on the benefits additions to current benefits offerings***
 - Microsoft will release a [blog post](#) and supporting [FAQ](#) that details the transition of the legacy benefits (Microsoft Action Pack, Learning Action Pack, and legacy silver/gold benefits) and the benefits being added to the partner benefits packages, Solutions Partner designations, and specializations.
- **January 21, 2025:** Last day to purchase/renew legacy benefits offerings
 - On January 22, 2025, partners with Microsoft Action Pack, Learning Action Pack, or legacy silver/gold benefits will no longer be able to purchase or renew these offerings.
 - Benefits renewed on or before January 21, 2025, will be active for 12 months after their renewal date. These benefits will no longer be available for purchase or renewal after this time.
- **January 22, 2025:** General availability of new benefits in select offerings***
 - On January 22, 2025, partners will gain access to the added benefits (including Microsoft Copilot for select offerings) to applicable partner benefits packages, Solutions Partner designations, and specializations.

For full details on the evolution of benefits—including the new benefits being added to offerings and the transition of legacy benefits—please go to the [blog](#) and [FAQ](#).



Benefit changes overview

As part of our benefits evolution, Microsoft is making changes across many of the offerings available to partners. Below is a snapshot of the benefits changes that will take place this fiscal year. Partners with an eligible active legacy silver/gold purchase status as of January 21, 2025, will be eligible for the remainder of the FY25 CSP incentive term (January 22, 2025, to September 30, 2025).

	From (FY24)	To (FY25)
Legacy silver and gold benefits	Previous benefits	End of ability to renew benefits in January 2025
Microsoft Action Pack	Previous benefits	End of ability to renew or purchase offering in January 2025
Learning Action Pack	Previous benefits	End of ability to renew or purchase offering in January 2025
Partner Launch Benefits	Current benefits introduced in January 2024	New benefits added in January 2025
Partner Success Core Benefits	Current benefits introduced in January 2024	New benefits added in January 2025
Partner Success Expanded Benefits	Current benefits introduced in January 2024	New benefits including limited Copilot added in January 2025
Solutions Partner designations¹	Current benefits, incentives eligibility	New benefits including limited Copilot added in January 2025 ²
Specializations	Current benefits, incentives eligibility	New benefits including limited Copilot added in January 2025

1. Includes updates to Solutions Partner designations for solution areas and Training Services. No changes planned for Solutions Partner with certified software.

2. Some partners who attained Solutions Partner designations opted to keep legacy silver/gold benefits instead of accessing the designation benefits. These legacy benefit portfolios will not receive the updates and will no longer be sold after January 21, 2025.

Planned updates to partner benefits packages¹

Starting January 22, 2025, Microsoft is adding 20+ new benefits—including multiple Copilot products—across various benefit offerings.

Partner Launch Benefits

- M365 Business Premium (no Teams)
- Teams Enterprise
- Entra ID P2
- Microsoft Defender for Endpoint P2
- Power Apps Premium
- Power Automate Premium

Partner Success Core Benefits

- M365 Business Premium (no Teams)
- Teams Enterprise
- Entra ID P2
- Microsoft Defender for Endpoint P2
- Concierge
- Power Apps Premium
- Power Automate Premium
- Windows Server Standard - per core (2025)
- Windows Server CALs (2025)
- Windows Server Remote
- Desktop Services (RDS) CALs (2025)
- Windows Server Datacenter - per core (2025)

Partner Success Expanded Benefits

- **Copilot for M365**
- **Copilot for Sales**
- **Copilot for Finance**
- **Copilot for Service**
- M365 Business Premium (no Teams)
- Teams Enterprise
- Entra ID P2
- Microsoft Defender for Endpoint P2
- Teams Rooms Pro
- Teams Premium
- Microsoft Syntex/SharePoint Premium
- D365 Team Members
- Concierge
- D365 Finance Premium
- Power Apps Premium
- Power Automate Premium
- Power Automate Process
- Windows Server Standard - per core (2025)
- Windows Server CALs (2025)
- Windows Server Remote Desktop Services (RDS) CALs (2025)
- Windows Server Datacenter - per core (2025)

1. For a comprehensive list of new benefits being added on January 22, 2025, go to the updated [Benefits Guide](#) document

Planned updates to Solutions Partner designations and specializations¹

Starting January 22, 2025, Microsoft is adding 20+ new benefits—including multiple Copilot products—across various benefit offerings.

Solutions Partner designations²

- Copilot for Sales
- Copilot for Finance
- Copilot for Service
- Copilot for M365
- Concierge
- Entra ID P2
- Microsoft Defender for Endpoint P2
- D365 Team Members
- D365 Finance Premium
- Power Apps Premium, Power Automate Premium
- Windows Server Standard - per core (2025)
- Windows Server CALs (2025)
- Windows Server Remote Desktop Services (RDS) CALs (2025)
- Windows Server Datacenter - per core (2025)
- Power Automate Process
- Teams Enterprise
- M365 E3 (no Teams)
- Teams Rooms Pro
- Teams Premium
- Microsoft Syntex/SharePoint Premium
- M365 Business Premium (no Teams)
- M365 E5 (no Teams)

Specializations³

- Copilot for Sales
- Copilot for Finance
- Copilot for Service
- Copilot for M365
- Copilot for Security (via Azure Credits)
- GitHub Copilot Enterprise (via Azure Credits)
- GitHub Enterprise Metered (via Azure Credits)
- Entra ID P2
- Microsoft Defender for Endpoint P2
- Partner Marketing as a Service
- Teams Enterprise
- M365 E3 (no Teams)
- D365 Team Members
- Increase Biz Apps Specialization Cap to 3
- D365 Finance Premium
- Power Apps Premium
- Power Automate Premium
- Power Automate Process
- Teams Rooms Pro

1. For a comprehensive list of new benefits being added on January 22, 2025, review the updated [Benefits Guide](#).

2. Includes all possible updates to all Solutions Partner designations for solution areas and Training Services. No changes planned for Solutions Partner with certified software designations. For a full breakdown of which benefits align to which designations, review the [Benefits Guide](#).

3. Includes all possible updates to all specializations. For a full breakdown of which benefits align to which specializations, review the [Benefits Guide](#).

Recommended actions for partners with legacy benefits offerings

Partners with Action Pack

For partners with an existing Action Pack or Learning Action Pack, we recommend the [Partner Success Core Benefits and Partner Success Expanded Benefits](#) packages, depending on the size and needs of your organization. These benefits are designed to enhance your cloud and AI capabilities and help you grow your business. Purchase a package now and, starting January 22, 2025, gain access to key product licenses which may include Microsoft Copilot products, Microsoft GitHub, or Microsoft Defender for Endpoint.

In addition to partner benefits packages, partners who develop software are encouraged to explore [ISV Success](#), which provides additional benefits designed to expand development capabilities and accelerate your time to market.

Partners may purchase or renew Action Packs until January 22, 2025, and keep those benefits until they expire one year later. Note that, while legacy benefits offerings will not provide access to updated benefits, our supported offerings empower you to do more, with more than 20 products that represent the latest innovations.

For more specific details, including steps learning partners should take as a result of these changes, review the [FAQ](#).



Partners with legacy silver benefits

For partners with legacy silver benefits, we recommend [Partner Success Expanded Benefits](#), a comprehensive package designed for organizations that are ready to expand even further and deepen their partnership with Microsoft. Purchase a package now and, starting January 22, 2025, gain access to key product licenses which may include Microsoft Copilot products, Microsoft GitHub, or Microsoft Defender for Endpoint.

In addition to partner benefits packages, partners who develop software are encouraged to explore [ISV Success](#), which provides additional benefits designed to expand your development capabilities and accelerate your time to market.

Depending on your business growth and goals, you may also choose to pursue a Solutions Partner designation. Attaining a designation provides you with a portfolio of tailored benefits and helps you stand out to customers in the marketplace.

You may renew your legacy silver benefits until January 22, 2025. Note that, while legacy benefits offerings will not provide access to updated benefits, our supported offerings empower you to do more, with more than 20 products that represent the latest innovations.

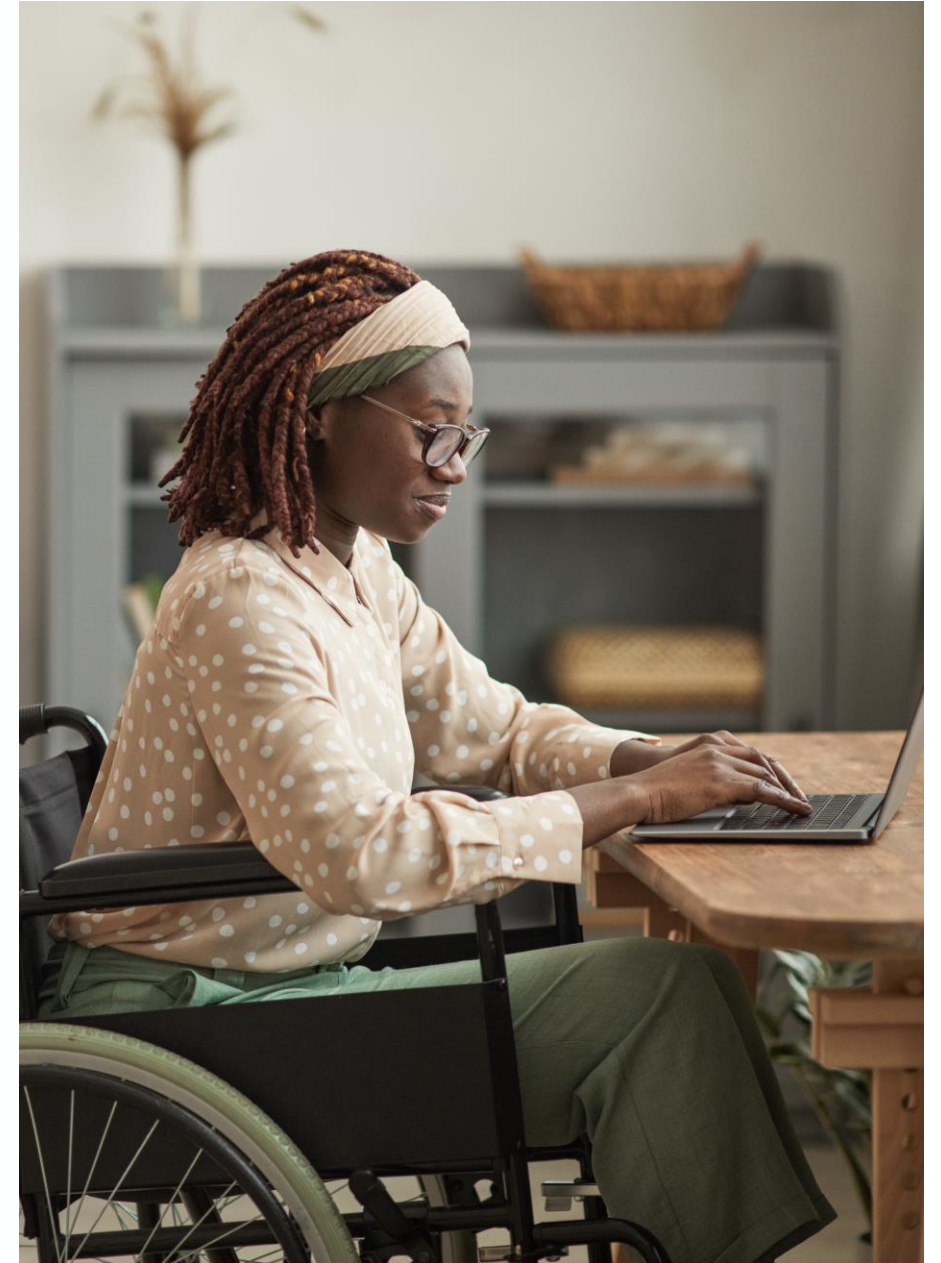
Partners with an eligible active legacy silver/gold purchase status as of January 21, 2025 will be eligible for the remaining duration of the FY25 CSP incentive term (January 22, 2025-September 30, 2025).



Partners with legacy gold benefits

Partners with legacy gold benefits can access purpose-built benefits and stand out in the marketplace with a Solutions Partner designation. Solutions Partner designations can help distinguish your organization's broad technical capabilities and experience delivering customer success, and you can [work toward attaining one](#) today. When you become a Solutions Partner for solution areas, you'll receive a portfolio of benefits specific to your solution area, a customer-facing badge to display in your marketing assets, and resources to help promote your record of customer success.

To supplement your Solutions Partner designation benefits—or to access the benefits you need while you work to qualify for a designation—you can also purchase one or more [partner benefits packages](#). For partners with legacy gold benefits, we recommend [Partner Success Expanded Benefits](#), a comprehensive package designed for organizations that are ready to expand even further and deepen their partnership with Microsoft. Purchase a package now and, starting January 22, 2025, gain access to key product licenses which may include Microsoft Copilot products, Microsoft GitHub, or Microsoft Defender for Endpoint.



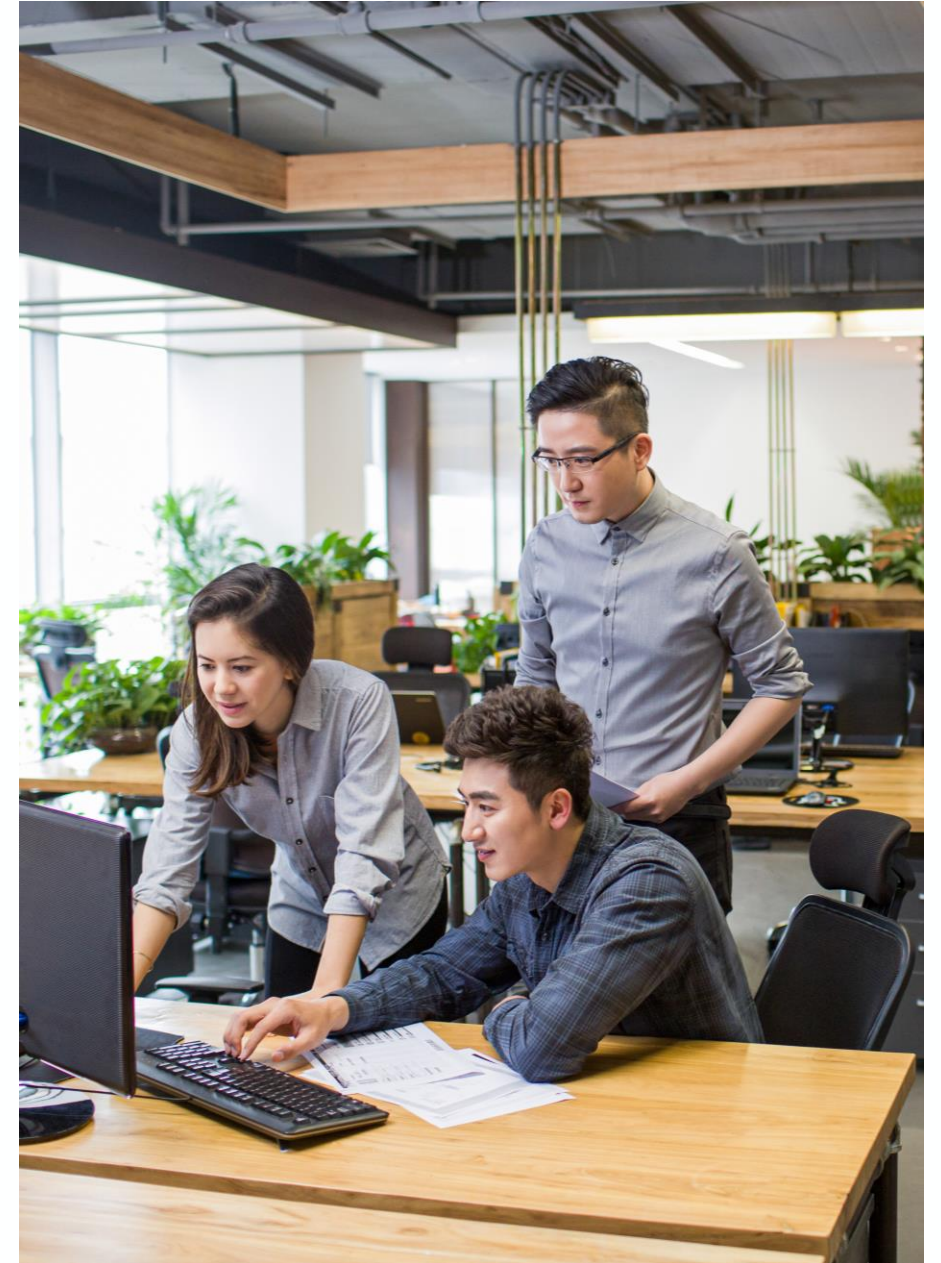
Partners with legacy gold benefits (continued)

Partners who develop software can attain [Solutions Partner with certified software designations](#) to validate the quality, reliability, and interoperability of their individual software solutions. When you attain a certified software designation, you'll receive benefits designed for developers and a badge that showcases your solution to customers.

In addition to purchasing packages and attaining designations, partners who develop software are also encouraged to explore [ISV Success](#), which provides benefits designed to expand your development capabilities and accelerate your time to market. You can activate all three of these offerings—ISV Success, certified software designations, and partner benefits packages—if that's the right choice for your business.

You may renew your legacy gold benefits until January 22, 2025, and keep those benefits until they expire one year later. Note that, while legacy benefits offerings will not provide access to updated benefits, our supported offerings empower you to do more, with more than 20 products that represent the latest innovations.

Partners with an eligible active legacy silver/gold purchase status as of January 21, 2025, will be eligible for the remainder of the FY25 CSP incentive term (January 22, 2025, to September 30, 2025).



Evolved benefits journey

Journey for all partners



New members



**Partner Launch
Benefits**



**Partner Success
Core Benefits**



**Partner
Success Expanded
Benefits**

Options for partners who provide services



**Solutions
Partner
designations**



Specializations

Options for partners who develop software



**Microsoft for
Startups
Founders Hub**



ISV Success



**Certified
software
designations**

Partner benefits packages

[Partner benefits packages](#) follow partners through every element of the partner journey: from creating their solutions, to going to market, to differentiating their organization in the marketplace.

The three packages—**Partner Launch Benefits**, **Partner Success Core Benefits**, and **Partner Success Expanded Benefits**—contain progressively robust portfolios of benefits, so partners can choose the best fit for their business.

When partners purchase one or more partner benefits packages, they unlock an array of benefits, including Microsoft Copilot, Microsoft 365 Business Premium seats, Azure credits, Dynamics 365 Sales Enterprise seats, Dynamics 365 Business Central seats, marketing benefits, and support services.

Partner benefits packages are available for purchase to all Microsoft partners, and they can buy as many as one of each package. Plus, the purchase price of the packages is far less than their retail value—so partners can save on cost and help scale their businesses. Your organization's partner admin can complete the purchase in [Partner Center](#).



Partner benefits packages unlock:

- Microsoft Copilot (*Partner Success Expanded Benefits only*)
- Microsoft Business Premium seats
- Dynamics 365 Sales Enterprise seats
- Dynamics 365 Business Central seats
- Azure credits
- Marketing benefits
- Support services

Key action:

- Unlock growth with [partner benefits packages](#).

Solutions Partner designations for solution areas

Solutions Partner designations for solution areas help showcase your broad technical capabilities, set organizations apart from the competition, and make it easier for customers to confidently identify partner skills and experience.

When a partner attains a [Solutions Partner designation](#), they gain a standard set of key benefits, including a customer-facing badge, go-to-market toolbox, geo expansion readiness assessment, and technical presales and deployment services.

In addition to these core benefits, each individual designation comes with a unique portfolio of benefits specific to that solution area. These benefits are designed to strengthen partners' cloud and AI practices and expand their reach.



A Solutions Partner designation unlocks:

- Microsoft Copilot (Select designations)
- Customer-facing badging
- Eligibility for co-sell for partner providing services
- Product benefits
- Go-to-market services
- Skilling and sales enablement resources

Key actions:

- Learn more about [Solutions Partner designations](#).
- Review the [Benefits Guide for Solutions Partners](#) to discover the benefits available to you when you attain a Solutions Partner designation.
- Go to your [incentives offering details](#) to view your current incentive offerings, enrollment statuses, and payment information.

Specializations

In addition to unlocking the benefits that come with a [Solutions Partner designation](#), including a customer-facing badge, partners who attain a [specialization](#) access additional benefits to increase their impact in a given solution area.

The benefits are unique to each specialization, but can include Dynamics 365 seats, Azure bulk credits, and Visual Studio Enterprise subscriptions.



A specialization unlocks:

- Microsoft Copilot (select specializations)
- Greater co-sell opportunities
- Exclusive badging
- Increased customer confidence
- Expanded customer reach
- Opportunities such as Fast Track and Azure Migrate & Modernize

Key actions:

- Showcase your expertise with [specializations](#).
- Explore the specialization [offering details](#).
- Review the [Benefits Guide for Solutions Partners](#) to discover the benefits available to you when you earn a specialization.

ISV Success

Eligible partners who provide software can tap into [ISV Success benefits](#), which include powerful tools, 1:1 consultations, and training resources to help partners build their solutions, go to market faster, reach more customers on the Microsoft Cloud, and publish through the commercial marketplace to sell with Microsoft.

Both ISV Success Core and Expanded Packages benefits include Azure credits, 1:1 app architecture design sessions (ADS), seats for Dynamics 365 Sales, Field and Customer Service Partner Sandbox, GitHub Enterprise Cloud subscription, and more. Partners who purchase the ISV Success Expanded Package gain access to increased Azure credits and support.



ISV Success unlocks:

- Developer tools
- Software licenses
- Expert support
- Azure credits
- AI services

Key action:

- Help transform your development experience and get to market faster with [ISV Success](#).

Solutions Partner with certified software designations

Partners who attain a certified software designation for their solution receive benefits designed to help propel their growth and fuel greater demand for their solutions, including a dedicated engagement manager, customer-facing badging, Microsoft solution play cards, customer-facing solution briefs, and nurture assets, emails, and call scripts.

Also, because the marketplace is the essential platform for co-selling, becoming a Solutions Partner with certified software helps Microsoft customers and sellers more quickly and confidently identify your solution for co-sell opportunities.



A Solutions Partner with certified software designation unlocks:

- Customer-facing badging
- Co-sell eligibility
- Product benefits
- Go-to-market services
- Skilling and sales enablement resources

Key actions:

- Learn more about [Solutions Partner designations](#).
- Go to your [incentives offering details](#) to view your current incentive offerings, enrollment statuses, and payment information.

Key resources

Resources

Partner resources

- [Announcement Blog](#)
- [FAQ](#)
- [Benefits Guide](#)

Thank you

Disclaimers

*“Solutions Partner” refers to a company that is a member of the Microsoft AI Cloud Partner Program and may offer software, services, and/or solutions to customers. Reference to “Solutions Partner” in any content, materials, resources, web properties, etc. and any associated designation should not be interpreted as an offer, endorsement, guarantee, proof of effectiveness or functionality, a commitment or any other type of representation or warranty on the part of Microsoft. All decisions pertaining and related to your business needs including but not limited to strategies, solutions, partner selection, implementation, etc., rests solely with your business.

**A certification is (1) specific to the solution’s interoperability with Microsoft products and (2) based on self-attestation by the solution owner. Solutions are only certified as of the date the solution is reviewed. Solution functionality and capability are controlled by the solution owner and may be subject to change. The inclusion of a solution in marketplace and any such designations should not be interpreted as an offer, endorsement, guarantee, proof of effectiveness or functionality, a commitment or any other type of representation or warranty on the part of Microsoft. All decisions pertaining and related to your business needs including but not limited to strategies, solutions, partner selection, implementation, etc., rests solely with your business.

***New benefits (such as Microsoft Copilot) are set to be added to various partner benefits packages, Solutions Partner designations, and specializations. The new benefits will be added on January 22, 2025. Action Pack and legacy silver/gold benefits will no longer be available for renewal starting January 22, 2025.