Microsoft

Accelerate growth with partner benefits packages

March 2024

Maximize your partnership with key benefits

- Partner benefits packages contain refreshed **product, support, and advisory benefits** to help you drive success. These benefits packages complement the Solutions Partner and ISV Success Core and Expanded Packages already available for partners.

- To browse benefits and pricing for both partner benefits packages and ISV Success, go to the [compare offerings](#) page and the [Microsoft AI Cloud Partner Program Benefits Guide](#).

- Packages can be purchased by your organization's Partner Admin via the [membership offers page](#) in Partner Center. Partners can purchase up to one of each package.

Explore the value of each package:

Partner Launch Benefits

Kickstart your growth as a Microsoft partner with Partner Launch Benefits. This offer empowers you to discover, use, and test Microsoft products.

Partner Success Core Benefits

Strengthen your cloud and AI practice with Partner Success Core Benefits. Tap into a strong foundation of product, support, and advisory benefits to create and expand your offerings.

Partner Success Expanded Benefits

Scale your business with Partner Success Expanded Benefits. This comprehensive package contains in-demand benefits and tools for organizations that are ready to expand even further and deepen their partnership with Microsoft.

Benefits built for your business

Partner benefits packages provide the offerings you need to strengthen your cloud and AI practice through expanded benefits and support. With partner benefits packages, you can:
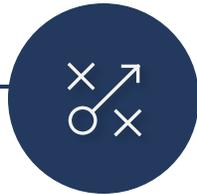
Strengthen your solutions for customers through benefits that build your cloud and AI practice.

Tap into exclusive product, support, and advisory benefits to drive success for your business. Partner benefits packages offer the in-demand licenses, Azure credits, and support you need to collaborate, develop offerings, and deliver high-performing solutions for your customers.

Scale your business with cost-saving packages designed to help you achieve more.

Each partner benefits package provides you with a portfolio of key Microsoft products and support services at a significant discount. Partner benefits packages are a cost-efficient way to access the tools you need to grow your business.

Deepen your partnership with Microsoft and drive long-term profitability.

No matter your stage of growth, there is a partner benefits package for you. With several increasingly robust options to choose from, you can select the package that best serves your current needs, then expand your benefits as you continue to grow with Microsoft.

Cost-saving benefits designed to drive success

According to IDC, the value of partner benefits packages far exceeds their cost—and this value expands as partners move from one package to the next. The increasing value comes from empowering partners to run better customer-facing businesses, improve operational efficiency, and drive positive customer outcomes.[1]

	Partner Launch $345	Partner Success: Core $895	Partner Success: Expanded $3,995
Microsoft software			
Examples include M365, D365, Visual Studio Pro	Up to 5 users across 8 software products $13,092	Up to 25 users across 19 software products $57,468+	Up to 35 users across 37 software products $381,684+
Azure credits for production			
	$700	$2,400	$4,000
Support services			
Technical pre-sales and deployment	-	Deduct hours -	Unlimited hours $+
Technical support and consultation	-	5 hours $1,000	10 hours $2,000
Signature Cloud Support	-	2 incidents $1,200	5 incidents $3,000
Total retail value*	**$13,792**	**$62,068+**	**$390,684+**

* Retail value is based on Microsoft list pricing and reflects the potential fees for access to Microsoft software and services.
+ Represents areas with additional value potential where Microsoft pricing cannot be reliably measured (e.g., unlimited pre-sales support services).
Source: Microsoft, IDC summation and validation on retail value, 2024
1.   IDC: "New Changes Bring New Opportunities: Evaluating Microsoft's Partner Benefits Packages." Paul Edwards, Brendan Rouse, and Steve White. February 2024.

Journey for partners providing services

New members	Partner Launch Benefits	Partner Success Core Benefits	Partner Success Expanded Benefits	Solutions Partner designations	Specializations

After joining the Microsoft AI Cloud Partner Program, we encourage you to explore the benefits packages that can best help you achieve your goals—no matter your size or stage of growth.

- *Partner Launch Benefits* are designed to start building high-performing solutions and kickstart your business growth.
- *Partner Success Core Benefits* are designed to help you create, build, and expand a strong AI and cloud practice.
- *Partner Success Expanded Benefits* are designed to help you scale your reach further and deepen your partnership with Microsoft.

After meeting specific criteria for performance, skilling, and customer success, you may also qualify for opportunities to differentiate your business and gain more benefits.

- *Solutions Partner designations* are aligned to Microsoft solution areas and can help you differentiate your unique capabilities and proven success with customers.
- *Specializations* go further to help you demonstrate your deep technical knowledge in a specific area to customers.

Journey for partners providing software solutions

New members	Microsoft for Startups Founders Hub	ISV Success	Partner benefits packages	Solutions Partner with certified software

As a partner in the Microsoft AI Cloud Partner Program, you can access offerings to help you create high-performing software solutions and achieve your business goals.

- *Microsoft for Startups Founders Hub* is designed to help you accelerate innovation and growth for your startup no matter your background, location, or progress. Access tools, networking opportunities, and essential business guidance to ideate, develop, grow, and scale your software solutions with Microsoft.

- *ISV Success* enrollment allows you to access a set of technical tools and resources that help you build, publish, and grow your well-architected cloud solutions on the Microsoft commercial marketplace.

- *Partner benefits packages* are available to help you to kickstart your growth, build a strong cloud and AI practice, and scale your reach. You can choose one or more of these benefits packages depending on your business needs.

- *Solutions Partner** with certified software*** designations* are designed to help you differentiate and validate your solution's capabilities and proven track record of success in areas of high customer demand. When you become a Solutions Partner with certified software, you unlock exclusive badging, marketing tools and resources, and more to help you showcase your solution to customers.

Frequently asked questions

Q. **Where can I purchase a partner benefits package?**

A. Your organization's Partner Admin can purchase a package via the membership offers page in Partner Center.

Q. **Can I purchase more than one package?**

A. Yes. Each partner can purchase one of each of the three packages.

Q. **Will purchasing a partner benefits package impact my current benefits?**

A. No. If you have an existing set of benefits (such as an Action Pack, legacy silver or legacy gold benefits, a solution area Solutions Partner designation, or a specialization) and want to purchase a partner benefits package, you can purchase the new offering on top of your current benefits and receive the benefits for both offers. You also do not need to wait for your current benefits' renewal period—you can get the new packages today. For more information, please visit the Microsoft AI Cloud Partner Program frequently asked questions (FAQ).

Q. **Where can I find local pricing for each of the offerings?**

A. You can find your local price for all Microsoft AI Cloud Partner Program offerings in the Partner Center purchase experience. Microsoft will assess pricing in local currency as part of a regular twice-a-year cadence, taking into consideration currency fluctuations relative to the USD.

Thank you

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