



## **SAP on Microsoft Azure Specialization**

**Program overview, audit checklist and FAQ**

**V1.5 Checklist**

**Valid Aug 12 – Dec 31, 2024**

# Program updates and announcements

## Module B- Aug 12, 2024

**No changes to the V1.5 checklist have been made. This checklist is active and required until December 31, 2024**

## Module A – Aug 12, 2024

**The new Module A checklist is available for preview and will be required August 12, 2024. These are the changes made to the controls:**

- Control 1.1 Cloud Adoption Business Strategy now refers to FinOps rather than Economics and has provided an updated template link for a FinOps Assessment
- Control 2.1 Cloud Adoption Plan has provided updated evidence clarification
- Control 3.1 Repeatable Deployment has provided updated control clarification and provided updated links to templates mentioned
- Control 3.1 Repeatable Deployment – A special Evidence Note for Analytics on Azure specialization deployments and Data Warehouse Migration to Azure specialization deployments only. If no Identity or Networking components are deployed in the Azure Landing Zone, a documented focus on Resource organization attributes is sufficient to pass this control
- Control 4.1 Governance Tooling has provided an updated link to current Governance tools
- Control 5.1 Operations Management Tooling for Analytics on Azure specialization deployments and Data Warehouse Migration to Azure specialization deployments only: If no Operations Management Tooling is deployed, this control may be skipped for both specializations

**Please note the price list update July 1, 2024**

## Module B- April 17, 2024

### **V1.41 Control 1.1, Third Party Certifications update**

Along with the partner being active in at least one (1) SAP partner programs, partners are now required to have at least **two (2)** full-time employees (FTEs) who have achieved **one (1)** of the following certifications:

- Microsoft will accept SAP Certified Technology Associate - SAP S/4HANA System Administration (C\_TADM\_23) or later. A previous version of this certification qualifies if passed within the previous twelve (12) months.
- Microsoft will accept SAP Certified Technology Associate - OS/database(DB)Migration for SAP NetWeaver 7.52 or later until March 31, 2025. This certification is not required for new onboarding partners. A previous version of this certification qualifies if passed within the previous twelve (12) months.

## Module B - Dec 1, 2023

**No changes to the V1.4 checklist have been made. This checklist is active until June 30, 2024**

## Module A - October 1, 2023

**Azure Active Directory has been renamed Microsoft Entra ID**

## August 28, 2023

**The Microsoft Cloud Partner Program has changed its name to the Microsoft AI Cloud Partner Program effective immediately**

## Module B - July 5, 2023

**V1.4 SAP on Microsoft Azure Specialization checklist is published.** This checklist version is required for audits July 5, 2023- Jan 2, 2024. No control changes have been made in V1.4 from the V1.3 checklist

### Module B - July 5, 2023

The AMMP Program has been renamed Azure Migrate and Modernize for FY24

### Module B - Mar 31, 2023

V1.3 is published and required as of March 31, 2023, with these checklist changes:

- **V1.3 unilaterally allows both SAP Native and SAP RISE implementations on Azure to qualify for control evidence and ACR**
- **V1.3 Customer Evidence change:** Unless otherwise stated, the partner must show at least **three (3)** unique customers with deployments completed within the last **twelve (12)** months. This is a change from the previous V1.2 checklist that required deployments completed within the last **24** twenty-four months
- **V1.3 Module B Control 1.1 Third Party Certifications update:** Microsoft will accept SAP Certified Technology Associate - SAP S/4HANA System Administration (C\_TADM\_22) or later. This is an update from C\_TADM\_21 which qualifies as a certification if passed within the previous twelve (12) months

### Module B - Feb 23, 2023

The V1.3 Module B Preview for SAP on Azure Specialization checklist was made available for partners to review

### Module B - Jan 2, 2023

V1.2 SAP on Azure Specialization audit checklist is published. This checklist version is required Jan 2, 2023 - June 30, 2023

### Module B- Dec 5, 2022

The PREVIEW for V1.2 SAP on Microsoft Azure Specialization was made available for partners

This checklist version will be required Jan 2, 2023

- There are no new Module A or B Control updates
- Updates to Module B include adding the new resource in Module B 2.1 Control Workload Assessment of the SAP workload best practices documentation as reference
- FAQ updates include the clarification that a "No Pass" results when a partner fails or withdraws from the audit that resets from "Audit Failed" within one week to "Not Enrolled"

### Module B - Oct 3, 2022

**Microsoft retired Gold Cloud partner competency, new Solutions partner designation required.** Gold & Silver competencies were replaced with [Solutions Partner](#) designations. Azure specialization requirements are now associated with your achievement of a required Solutions Partner designation. For this specialization, your organization must have an active Solutions Partner for Infrastructure (Azure) designation

### Module A - July 1, 2022

Checklist updates published May 2, 2022, in preview for Module A audit checklist are now required.

- InControl 2.2, a new required Skilling Plan has been added to the checklist

### Module B - May 2, 2022

- **Guidance for the definition of Proof of Concept and Pilots added to the FAQ**
- **Preview updates in Module A made available in Module B, will be required July 1, 2022**

## **Module B - Feb 23, 2022**

### **Module B Control 1.1, Third Party Certifications update**

- Microsoft will accept SAP Certified Technology Associate - OS/database (DB) Migration for SAP NetWeaver 7.52 or later. A previous version of this certification qualifies if passed within the previous twelve (12) months
- Microsoft will accept SAP Certified Technology Associate - SAP S/4HANA System Administration (C\_TADM\_21) or later. A previous version of this certification qualifies if passed within the previous twelve (12) months

## **Jan 1, 2022**

### **Guidance and FAQ updates were made to all Azure Partner specializations**

## **Module B- Aug 26, 2021**

### **Introduction of the SAP on Microsoft Azure Specialization Module B Audit**

Requirements reflect the evolving industry, partner ecosystem, and Microsoft certifications. Partners applying to the SAP on Azure specialization need to meet the requirements in Partner Center and pass a Module A and a Module B audit

## Contents

SAP on Microsoft Azure Specialization Program Overview .....	6
How to apply .....	6
NDA for the audit .....	7
Payment terms and conditions.....	7
Audit Blueprint.....	7
Audit Roles .....	8
Audit Process: High-level overview .....	8
Audit Process: Details.....	9
Audit Preparation.....	11
Audit Checklists.....	12
Partner FAQ.....	24

## SAP on Microsoft Azure Specialization Program Overview

This document defines the requirements to earn the SAP on Microsoft Azure specialization. It also provides further requirements, guidelines, and audit checklists for the associated audits required to earn this Azure specialization.

The SAP on Microsoft Azure specialization is designed for partners to demonstrate their deep knowledge, extensive experience, and proven success in planning and deploying SAP on Azure cloud for their customers. Such partners empower their customers to use Azure to realize the full breadth of SAP to build transformative, secure solutions at enterprise scale.

The SAP on Microsoft Azure specialization allows partners with an active [Solutions Partner](#) designation to further differentiate their organizations, demonstrate their capabilities, and build stronger connections with customers. For this specialization, an active Solutions Partner for Infrastructure (Azure) designation is required.

Partners will receive a Pass or No Pass result upon completion of the audit process. A Pass result satisfies the audit requirement for this Azure specialization for two (2) years. See the [Partner FAQ](#) for renewal information.

Partners who meet the comprehensive requirements to earn an Azure specialization, receive a customer-facing label they can display and a prioritized business profile in [Microsoft AppSource partner gallery](#). See the FAQ for more benefit information.

**Please note:** This specialization requires 3<sup>rd</sup> party certifications to proceed to audit. These are found in Module B Control 1.1.

### How to apply

Partners with the appropriate role and access permissions can apply. Only a Microsoft AI Cloud Partner Program Account Administrator or a Global Administrator of an organization's Microsoft partner account can submit an application for the Azure specialization on behalf of the organization.

To do so, they sign into their [Partner Center account](#). On the left pane, select Azure under the **Specialization section**, toggle to the specialization that you wish to apply for by using the drop-down menu at the top of the page.

## NDA for the audit

Auditors comply with requests from partners to sign a direct NDA. All ISSI auditors are under a nondisclosure agreement (NDA) with Microsoft. If a partner would like an NDA to be signed directly between ISSI and the partner organization for purposes of the audit, one can be provided by the partner during the audit scheduling process to ISSI. ISSI will sign and return it.

## Payment terms and conditions

### Pricing schedule July 1, 2024

Module B Audit: \$2, 400 USD

Module A+B Audits: \$3, 600 USD

A Gap Review Meeting is included with each Module audit.

### Payment terms

The cost of the audit is payable in full to the audit company and must be settled before the audit begins. Failure to pay will result in cancellation of the audit.

### Program status term

When a partner meets all prerequisite requirements shown in Partner Center and Microsoft receives a valid Pass Report from the third-party audit company, the partner will be awarded the SAP on Azure specialization for one (1) calendar year.

The status and the SAP on Microsoft Azure specialization label can be used only by the organization (determined by Partner Center MPN PGA ID account) and any associated locations (determined by MPN PLA ID) that met all requirements and passed the audit. Any subsidiary or affiliated organizations represented by separate Partner Center accounts (MPN PGA ID) may not advertise the status or display the associated label.

## Audit blueprint

Audits are evidence-based. During the audit, partners will be expected to present evidence they have met the specific requirements on the checklist. This involves providing the auditor with access to live demonstrations, documents, and SME personnel to demonstrate compliance with checklist requirements. The audit checklist will be updated to stay current with technology and market changes, and the audit is conducted by an independent, third-party auditor. The following is included in the audit blueprint:

1. Audit Roles
2. Audit Process: High level overview
3. Audit Process: Details
4. Audit Best practices and resources

## Audit roles

### Role of the auditor

The auditor reviews submitted evidence and objectively assesses whether the evidence provided by the partner satisfies the audit checklist requirements.

The auditor selects and evaluates evidence, based on samples of the information available from live systems. The appropriate use of such sampling is closely related to the confidence that can be placed in the audit conclusions. All ISSI auditors are under a non-disclosure agreement (NDA) with Microsoft. Auditors will also comply with requests from partners to sign a direct NDA.

### Role of the partner

The partner must provide objective evidence that satisfies the auditor for all checklist items. It is the responsibility of the partner to have reviewed all check-list items prior to the audit, to have collected all necessary documentation and evidence, and to have ensured that the right subject matter experts are available to discuss and show systems, as appropriate. All audit evidence must be reproducible and verifiable.

### Role of the Microsoft Partner Development Manager

For partners that have an assigned Microsoft Partner Development Manager (PDM), the PDM is responsible for ensuring that the partner fully understands the requirements prior to applying for the audit. The PDM may attend the optional consulting engagements that ISSI offers, but the PDM and other Microsoft FTEs may not attend the audit.

## Audit Process: High-level overview

Step	Action	Responsibility
1	<b>Review:</b> specialization requirements in Partner Center. Review audit checklists in the specialization and begin to prepare needed evidence with personnel for an evidence-based audit. <b>Recommended:</b> Before you apply, review the specific audit checklist thoroughly and confirm SME personnel.	Partner
2	<b>Meet the prerequisites and apply for the audit:</b> In the initial application phase, applications are submitted in two (2) stages: 1. Prerequisite requirements (see Partner Center for details) 2. Audit <u>Do not start the application process unless you are ready to undertake the audit.</u> Assess your firm's ability to complete the audit, including considerations for readiness, employee availability, and holidays.	Partner
3	<b>Validate:</b> The partner meets all requirements prior to audit.	Microsoft
4	<b>Confirmed by Microsoft:</b> Microsoft confirms to the third-party audit company that the partner is eligible for audit.	Microsoft
5	<b>Schedule with partner:</b> The auditor will schedule within two (2) business days.	Auditor (with partner)



6	<b>Conduct the audit:</b> Within thirty(30) calendar days of the approval for the audit.	Auditor
7	<b>Provide a Gap Report:</b> If applicable, to the partner within two (2) business days of the completed audit, listing any Open Action Items. *	Auditor
8	<b>Acknowledge Gap Report receipt and schedule meeting:</b> Within two (2) business days of receiving the Gap Report, the partner acknowledges receipt of the report and schedules a Gap Review Meeting. Partners can begin immediate remediation of open items.	Partner
9	<b>Complete the meeting:</b> Within fifteen (15) calendar days of receiving the Gap Report, the partner schedules and completes the Gap Review Meeting with the auditor to provide evidence and address any Open Action Items. *	Auditor (with partner)
10	<b>Issue Final Report:</b> To the partner within five (5) business days. Notify Microsoft of audit Pass or No Pass result.	Auditor
11	<b>Notify the partner:</b> About program status within two (2) business days.	Microsoft

*\*These steps will be skipped if the partner has no Open Action Items after the audit.*

## Audit Process: Details

Microsoft uses an independent third-party audit company, Information Security Systems International, LLC (ISSI), to schedule and conduct Azure specialization audits. After the audit date has been confirmed, ISSI will provide an agenda to the partner. The duration of an audit is four (4) hours for Module B workloads and eight (8) hours for Module A+B audits combined, depending upon the scope of the audit.

During the audit, the partner must provide access to the appropriate personnel who can discuss and disclose evidence that demonstrates compliance with program requirements. We highly recommend that subject matter experts for each section attend as well as a person who is familiar with the entire audit.

On the day of the audit, the partner must be prepared to provide the auditor with access to live demonstrations, documents, and personnel, as necessary to demonstrate compliance with the requirements. During the audit, the auditor will seek to verify that the partner's evidence has addressed all required audit checklist items satisfactorily.

A note on audit checklist effective dates: Partners are audited against the checklist items that are active on the date of their remote audit, not the date they apply. Audits are updated twice annually. The partner application or renewal date has no bearing on the version of the checklist that is used for the audit.

The audit can produce either of two(2) outcomes:

1. The partner passes the audit.
  - The auditor will present a brief synopsis of the audit. This will include identifying observed strengths and opportunities for improvement.
  - The auditor will provide a Final Report to the partner.
  - The auditor will notify Microsoft.
2. The partner does not satisfy all checklist items during the audit.
  - The auditor will present a brief synopsis of the audit at the end of the day, including observed strengths and Open Action Items, as outlined in the Gap Report, within two (2) business days.
  - The partner will acknowledge receipt of the Gap Report within two(2) business days.
  - The partner will move into the Gap Review phase and schedule their Gap Review Meeting within fifteen (15) calendar days.

## The Gap Review

If the partner does not, to the auditor's satisfaction, provide evidence that meets the required scores across all audit categories during the audit, the partner will move into a Gap Review. A Gap Review is part of the audit and completes the process.

Within two (2) business days after the audit, the partner will receive a Gap Report, which details any Open Action Items and the outstanding required evidence. It is suggested to begin remediation on any open action items as soon as possible following the audit.

The partner then has two (2) business days to acknowledge receipt of the Gap Report and schedule a Gap Review Meeting. The Gap Review Meeting is conducted with the auditor over the partner's virtual conference platform of choice. The meeting must take place within fifteen (15) calendar days of when the Gap Report was sent, and it may last no longer than one (1) hour. During the Gap Review Meeting the partner must present evidence that addresses any and all Open Action Items.

The Gap Review Meeting can produce either of two (2) outcomes:

1. The partner resolves all Open Action Items.
  - The auditor confirms that the partner has provided the required evidence.
  - The auditor provides a Final Report to the partner.
  - The auditor notifies Microsoft about the outcome (subject to Auditor Terms and Conditions).
2. The partner does not resolve all Open Action Items.
  - The auditor presents a brief summary of the audit, including the missed items.
  - The partner receives a Final Report that details the missed items.
  - The auditor notifies Microsoft about the outcome (subject to Auditor Terms and Conditions).

If the partner is still unable to provide satisfactory evidence to the auditor during their Gap Review Meeting, the partner will be deemed to have failed the audit. Partners that still want to earn this Azure specialization will need to begin the application process again.

## Completion of the audit

The audit process concludes when ISSI issues the Final Report after the audit or after the Gap Review. Partners will be awarded a Pass or No Pass result upon completion of the audit process, including if they withdraw from the audit process. At the conclusion of the audit process, the auditor will issue a Final Report to the partner and notify Microsoft of the pass or no pass result. A Pass result satisfies the audit requirement for this Azure specialization for two (2) years. A "No Pass" result is generated when a partner fails or withdraws from the audit. When a No Pass result is entered into Partner Center, you will see your status as "Audit Failed" in your dashboard. This status will reset within one week to "Not Enrolled," allowing you to reapply. Contact [Partner Center Support](#) if needed.

## Audit preparation best practices and resources

### ***Partners should ensure that the audit checklist has been thoroughly read in advance of the audit***

- Partners should ensure that all partner stakeholders involved have a copy of the audit checklist and that a stakeholder who knows the entire process is available for the duration of the audit
- Partners should confirm that they have live access granted, and files and tools are readily available during the audit exhibits

### ***Stakeholder SME attendance in the audit***

Stakeholders who can best address the relevant sections should be available for the audit. However, please make sure that a stakeholder who knows the entire process is available for the duration of the audit.

### ***Auditors often probe for more information***

The auditor probes for more information to ensure that mature and repeatable processes are in place with the partner and that they are established, effective, and efficient. The auditor is looking to see how a document was created, where it is located, and what source materials were used to create the document. By probing for more information, the auditor evaluates and validates that the partner is operating at an advanced level. This can only be done by questioning during the audit. This approach is explained to the partner during the opening meeting.

### ***Acceptable evidence: Excerpts, exhibit file formats and use of PowerPoints***

PowerPoints are a common and accepted format for presenting a high-level overview of a partner's systems. However, please also be prepared to present live demonstrations from source files so that the auditor may confirm that the systems in place are mature and effective. Excerpts can be used to communicate the high-level overview but are not acceptable evidence, source documents must be presented.

### ***Additional resources: Two optional audit preparation offers from the auditing firm***

To ensure objectivity, consulting auditors and auditors conducting the actual audits are different ISSI auditors.

1. Partners can participate in an optional, one (1)-hour, live Audit Process & Controls Overview session provided by ISSI. This session provides a high-level overview of key aspects of the Azure specialization audit process. The session includes a discussion of the checklist requirements along with best practices to help partners prepare for the audit. Partners work directly with ISSI to schedule this remote session (via online web conference). For more information about this session, see [Azure Specialization - Audit Process and Controls Overview](#)
2. ISSI also provides optional extensive, in-depth consulting engagements to help partners prepare for their Azure specialization audit. Partners work directly with ISSI to schedule this remote session (via online web conference). For more information about this type of in-depth engagement, see Azure Specialization Consulting Offer <https://issi-inc.com/az-advspeconsulting/>

*\* Please note that there is a cost associated with the consulting and audit preparations services. See Payment Terms and Conditions.*

## **Audit checklists**

The SAP on Azure specialization audit checklist contains two (2) modules, **Module A**: Cloud Foundation and **Module B**: SAP on Microsoft Azure Specialization workload.

**Module A**, The Cloud Foundation module, evaluates the use of a consistent methodology and process for Azure adoption that is aligned with customers' expected outcomes, spanning the entire cloud adoption lifecycle. **Module B**, The SAP on Microsoft Azure Specialization workload, validates that the partner has adopted robust processes to ensure customer success across all phases of deploying SAP Native OR SAP RISE on Azure solutions, from the assessment phase to design, pilot, implementation, and post-implementation phases.

Review the following audit checklist tables for more details about each control phase and to learn how the partner will be evaluated for an audit. The same customers may be used for Module A & B. The estimated length of both modules together is eight (8) hours.

### **Module A: Cloud Foundation**

- 1 Strategy
- 2 Plan
- 3 Environment readiness and Azure landing zone
- 4 Governance
- 5 Manage

### **Module B: SAP on Azure to Microsoft Azure workload**

- 1 Third-party certifications
- 2 Assess
- 3 Design
- 4 Deployment
- 5 Review and release for operations

To pass the audit, the partner must complete all audit checklist items.

**Module A: The Cloud Foundation** evaluates the use of a consistent methodology and process for Azure adoption that is aligned with customers' expected outcomes, spanning the entire cloud adoption lifecycle. Module A is part of the Module B specialization audit package, and as a requirement must be renewed by audit for all Azure specializations.

To complete or renew Module A, the partner needs to pass all controls in Module A by providing the specified evidence or provide evidence of a recent (within two years) Module A+B Pass result. The relevant date for each partner is the Module B Anniversary Date (AD) shown in Partner Center.

To waiver out of Module A, the partner must provide evidence of a recent (within two years) Pass result for an applicable A+B audit or a Pass result for the AEMSP Control 3.A within the last year.

#### **Module A waivers:**

**All Azure Specializations:** When applying to renew subsequent Azure specializations, a previous Module A +B audit Pass result will satisfy the requirements for Module A if the result has been within two (2) years and is on the same Module A version. (Module A updates every two years in July). Partners who have passed an A+B Azure specialization audit within the last two years have satisfied the requirements for Module A in all Module A+B Azure specialization audits, unless otherwise noted. The relevant Module B Anniversary Date (AD) is shown in Partner Center.

**Special note:** Partners who have passed a Module B Azure specialization audit before July 1, 2021, and specifically for the Analytics on Microsoft Azure specialization before Oct 1, 2021, have likely not passed the Module A audit and will need to do so to qualify for an Azure Module B specialization audit.

**AEMSP:** Partners who have passed Azure Expert MSP V1.9 and later Module 3.0 (in Full and Progress audits) have satisfied the requirements for Module A in all Module A+B Azure specialization audits, unless

otherwise noted. AEMSP Partners audit yearly to stay enrolled, and Module 3.A Cloud Adoption Framework is a yearly control requirement.

**Special note:** Partners who sequentially waiver out of Module A in multiple Module A+B audits and then subsequently waiver out of AEMSP Module 3.A within a two-year timeline will likely be required to take a Module A audit at Module A+B renewal.

If there are questions regarding a potential waiver for Module A, reach out to the Azure Partner Specializations <[azureAS@microsoft.com](mailto:azureAS@microsoft.com)>

**Module B:** SAP on Microsoft Azure specialization workload. Each control has one (1) or more requirements and required evidence the partner must provide for the auditor. Both the requirements and the required evidence are defined in the following tables. For some controls, a reference customer or customer evidence is the documentation requested.

Unless otherwise stated, the partner must show at least **three (3)** unique customers with deployments completed within the last **twelve (12)** months. Evidence examples can include both SAP Native and SAP RISE implementations on Azure. Please note some checklists call for **four (4)** customer examples and have shorter evidence timelines.

The partner can use the same customer across audit checklist controls, or they can use a different customer. For audit evidence relating to customer engagements, the partner can use a customer case study and reference it multiple times. The same or different customers can be used for Modules A & B if they demonstrate requirements.

## Module A: Cloud Foundation

### 1.0 Strategy and FinOps

The partner must have a defined approach for helping their customer evaluate and define a cloud adoption strategy beyond an individual asset (app, VM, or data).

#### Requirement

1.1

#### Cloud Adoption Business Strategy

The partner must have a defined process that captures the data-driven business strategies being used to guide customer decisions. The process should include, at minimum, the following:

1. A strategy review that captures the customer's business needs and the problems the customer is trying to solve.
2. Personalized recommendations from the partner for the customers' business strategies.

#### Required evidence:

A Report, Presentation, or Documented Plan that captures strategic inputs and decisions for **two (2)** unique customers, and that demonstrate the Azure Cloud Adoption Business decisions for the Azure Cloud Framework, by using the Cloud Adoption Strategy Evaluator (CASE) assessment output.

These projects should have been completed in the past **twelve (12)** months. The projects must be aligned with the above-described processes 1 and 2 and highlight both customer Business and FinOps (Financial) outcomes.

For an example, see the [Cloud Adoption Strategy Evaluator, Strategy and plan templates](#) in the Cloud Adoption Framework for Azure, and especially the [FinOps Assessment](#) best practices in Build.

### 2.0 Plan

The partner must have a consistent approach to planning for cloud adoption that is based on the strategy outlined in the preceding section.

#### Requirement

2.1	<p><b>Cloud Adoption Plan</b></p> <p>The partner must have a process and approach for planning and tracking the completion of cloud adoption projects.</p> <p><b>Required evidence:</b></p> <p>The partner must provide evidence of their capability for process and approach to planning and completion with examples of <b>two (2)</b> unique customer projects that were completed in the past <b>twelve (12)</b> months.</p> <p>Acceptable evidence will include at least <b>one (1)</b> of the following for each customer:</p> <ul style="list-style-type: none"> <li>• Azure DevOps backlog <b>OR</b></li> <li>• Tools for project planning and tracking used by the partner <b>OR</b></li> <li>• <a href="#">Cloud Adoption Plan Generator output</a> using the Azure Cloud Adoption Framework</li> </ul>	
2.2	<p><b>Plan for Skilling</b></p> <p>When customers adopt the cloud, their existing technical staff will need a variety of new skills to aid in making technical decisions and to support the new cloud implementations. To ensure the long- term success of the customer, the partner must document a skilling plan to prepare the customer’s technical staff.</p> <p>The Partner must document a list of key customer technical roles expected to require new skills such as, but not limited to, IT Admins, IT Governance, IT Operations, and IT Security.</p> <p><b>The documentation must include:</b></p> <ol style="list-style-type: none"> <li>1. A description of the new skills the technical roles will need to achieve to successfully manage the new environment.</li> <li>2. Resources the customer can leverage when training their technical employees such as Microsoft learning paths, technical certifications, or other comparable resources.</li> </ol> <p>For guidance, review Microsoft docs Azure Cloud Adoption Framework <a href="#">How to build a skilling readiness plan</a>.</p> <p><b>Required evidence:</b></p> <p>The partner must provide a skilling plan for at least <b>two (2)</b> unique customer engagements completed within the last <b>twelve (12)</b> months. The <b>two (2)</b> skilling plans documented can include a customer-facing presentation, planning documents, post deployment documentation or similar plan documentation.</p>	
<p><b>3.0 Environment Readiness and Azure Landing Zone</b></p>		
<p>The partner must be able to demonstrate that the following design areas are addressed through their approach to landing zone implementation.</p>		
<p><b>Requirement</b></p>		



3.1

### Repeatable Deployment

The partner must demonstrate adherence to Azure landing zone (ALZ) design areas through a repeatable deployment. The deployment should configure, at minimum, the following identity, network, and resource organization attributes:

- Identity
  - Adoption of identity management solutions, such as Microsoft Entra ID (formerly Azure Active Directory) or equivalent
- Networking architecture design (topology)
  - [Define an Azure network topology - Cloud Adoption Framework | Microsoft Docs](#)
  - Application of hybrid architectures that use Azure ExpressRoute, VPN Gateway, or equivalent services for connecting local datacenters to Azure
- Resource organization
  - Implementation of tagging and naming standards during the project

The partner must demonstrate which of the following [approaches](#) they used when they deployed Azure landing zones for **two (2)** unique customers:

1. Start small and expand: Azure landing zone does not deploy governance or operations configurations, which are addressed later in the implementation.
2. Full Azure landing zone (ALZ) conceptual architecture: Azure landing zones implement standard approach to the configuration of governance and operations tools prior to implementation.
3. Alternative approach: If the partner follows a proprietary approach or a mixture of the **two (2)** approaches above, the partner must clearly articulate their approach to environment configuration.
4. Brownfield scenario: The partner's customer has a landing zone that does not follow best practices, and an update is required to follow best practices in the Cloud Adoption Framework.

#### Required evidence:

The partner must provide evidence of a repeatable deployment they used to create landing zones, aligned to the Azure landing zone (ALZ) conceptual architecture, deployed to **two (2)** unique customer environments using [Bicep or Terraform](#) modules, and ARM (AZURE Resource Manager) templates to automatically deploy the environment configuration.

If a customer deviates from the specified architecture, the partner must demonstrate the customer requirements to justify the deviation.

The provided template can be pulled directly from the Cloud Adoption Framework Landing zone [implementation options](#), or it can be based on the partner's own IP (Intellectual Property).

	<p>In either case, the output evidence must demonstrate the configuration of the identity, network, and resource organization, as described earlier above.</p> <p><b>Special Evidence Note:</b> For Analytics on Azure specialization deployments and Data Warehouse Migration to Azure specialization deployments only: If no Identity or Networking components are deployed in the Azure Landing Zone, a documented focus on Resource organization attributes is sufficient to pass this control.</p>
--	---

#### 4.0 Governance

The partner must demonstrate their customer’s role in governing cloud-based solutions and the Azure tools they use to facilitate any governance requirements their customer might have today or in the future.

#### Requirement

4.1	<p><b>Governance Tooling</b> The partner must demonstrate the ability to deploy the required governance tools for <b>two (2)</b> unique customer projects.</p> <p><b>Required evidence:</b> The partner must demonstrate the use of Azure Policy to provide controls to govern the environment for <b>two (2)</b> unique customers with Azure projects that were completed in the past <b>twelve (12)</b> months. See <a href="#">governance tools</a> for templates.</p>
-----	---

#### 5.0 Manage

The partner must demonstrate that they have set up their customers for operational success after the deployment is completed. All partners have a role in setting up operations management, even if they do not provide long-term managed services.

#### Requirement

5.1	<p><b>Operations Management Tooling</b> The partner must demonstrate the use of Azure products or equivalent to help their customer and/or managed service provider operate the environment after deployment.</p> <p><b>Required evidence:</b> The partner must demonstrate the deployment of at least <b>one (1)</b> of the following Azure products or third-party equivalents: Azure Monitor, Azure Automation, or Azure Backup/Site Recovery, for <b>two (2)</b> unique customers with projects that were completed in the past <b>twelve (12)</b> months.</p> <p><b>Special Evidence Note:</b> For Analytics on Azure specialization deployments and Data Warehouse Migration to Azure specialization deployments only: If no Operations Management Tooling is deployed, this control may be skipped.</p>
-----	--

## Module B: SAP on Microsoft Azure workload specialization

All evidence controls (with the exception of Module B.1.1 certifications control) can include either or both SAP Native and SAP RISE evidence and implementations on Azure.

1.0 Third-party Certifications	
The partner's resources are highly knowledgeable in open-source technologies.	
Requirement	
1.1	<p><b>Certifications</b></p> <p>The partner must be active in at least <b>one(1)</b> SAP partner programs, <b>AND</b> your organization must have at least <b>two (2)</b> full-time employees, <b>(FTEs)</b> who have achieved one of the following certifications:</p> <ul style="list-style-type: none"><li>• Microsoft will accept SAP Certified Technology Associate - SAP S/4HANA System Administration (C_TADM_23) or later. A previous version of this certification qualifies if passed within the previous <b>twelve (12)</b> months.</li><li>• Microsoft will accept SAP Certified Technology Associate - OS/database (DB) Migration for SAP NetWeaver 7.52 or later until March 31, 2025. This is not required for new onboarding partners.</li></ul> <p><b>Required evidence:</b></p> <p>The partner must provide a URL to their listing in the <a href="#">SAP Partner Finder</a> or provide a screenshot showing their active membership in an SAP partner program.</p> <p>Individual certifications must be verified through one of the following:</p> <ul style="list-style-type: none"><li>• The individual's profile on <a href="#">Credly</a></li><li>• A badge on the individual's LinkedIn or other social media pages</li></ul> <p>The partner must also provide <u>evidence</u> that the certified personnel are currently full-time employees.</p>
2.0 Assess	
The partner must have a consistent approach to assessing customer requirements for the workload.	
Requirement	

2.1	<p><b>Workload Assessment</b></p> <p>The partner must demonstrate how they assess each customer’s SAP workload prior to migration and modernization to Azure, to ensure that adequate pre-migration or pre-deployment planning and sizing are performed.</p> <p>The assessment must include:</p> <ul style="list-style-type: none"> <li>• <u>Documentation</u> of the customer’s existing SAP solution, with as-is infrastructure, details of the SAP application server and integration to any on-prem or non-SAP systems, including any gaps identification</li> <li>• For SAP applications and its databases, Interdependency mapping that shows the dependencies on various internal and external interfaces</li> <li>• <u>Documentation</u> of the SAP infrastructure hosting patterns (Physical and Virtual), data volumes and expected future volume growth, and database sizes to be migrated and modernized</li> <li>• <u>Documentation</u> of the Identity and Access management policies as appropriate</li> <li>• <u>Documentation</u> of the Network Security policies as appropriate</li> <li>• <u>Documentation</u> of High Availability and Business Continuity setup</li> <li>• <u>Documentation</u> of the Governance policies as appropriate</li> <li>• The migration timeline and approach</li> <li>• Data Protection, Backup and Business Continuity plan for SAP estate</li> <li>• Existing licensing and cost management requirements</li> <li>• <u>Documentation</u> of the running cost of the SAP workloads</li> </ul> <p><b>Required evidence:</b></p> <p>The partner must provide relevant customer <u>documentation</u> showing that the preceding items were reviewed for at least <b>three (3)</b> unique customers with SAP on Azure migration or modernization projects that were completed within the last <b>twelve (12)</b> months. The partner must show that all assessment details were considered for that customer.</p> <p>Assessments may be done manually or through an industry-accepted assessment tool. <a href="#">SAP workload best practices - Microsoft Assessments</a> can assist.</p> <p><b>Accepted Documentation:</b> Output from their assessment tools or other similar third-party tooling reports, assessment checklists, templates, questionnaires, or project plans.</p>
<b>3.0 Design</b>	
The partner has robust methodologies for designing the workload.	
<b>Requirement</b>	

3.1	<p><b>Solution Design</b></p> <p>The partner must provide solution designs that show a consistent approach in addressing customer requirements for an SAP landscape on Azure that were captured from the assessment phase.</p> <p>Completed migration and modernization projects must meet at least <b>one(1)</b> of the following scenarios:</p> <ul style="list-style-type: none"> <li>• SAP on Any Database (DB) to Any Database (DB)</li> <li>• SAP on Any Database (DB) to HANA</li> <li>• SAP on HANA to HANA</li> <li>• SAP on HANA to any database</li> </ul> <p>Aligned with the <a href="#">Enterprise Scale for SAP</a> on Azure, the Solution design should address:</p> <p>An outline of the migration method (rehost, refactor, or re-platform) or modernization strategy with appropriate mitigations (horizontal or vertical) to be used for each of the SAP applications and its databases, auxiliary components, and other relevant elements that are in scope for the customer. The partner must show how the design addresses the workload dependencies that are demonstrated in the assessment</p> <ul style="list-style-type: none"> <li>• Identity and access management</li> <li>• Network topology and connectivity</li> <li>• Management and monitoring</li> <li>• Business continuity and disaster recovery</li> <li>• Security, governance, and compliance</li> <li>• Platform automation and DevOps</li> </ul> <p><b>Required evidence:</b></p> <p>The partner should provide relevant solution design <u>documents</u> that address the preceding points, for at least <b>three (3)</b> unique customers with migration projects that were completed within the past <b>twelve (12)</b> months.</p> <p><b>Acceptable Documentation:</b> Design documents, functional specifications, architectural diagrams, automated tooling reports, and physical and logical diagrams.</p>
3.2	<p><b>Azure Well Architected Review of Workloads</b></p> <p>The partner must demonstrate usage of the <a href="#">Azure Well-Architected Assessment Review</a> on relevant SAP workloads. The Azure Well-Architected Review is designed to help partners evaluate your customers' workloads against the latest set of industry best practices and it provides actionable guidance to design and improve your customers' workloads. The Review is used to evaluate the appropriate pillars when running well architected cloud workloads. Determine which pillar is most relevant to your work. Other resources, (not required) include a <a href="#">Cloud Adoption Framework plan</a>.</p> <p><b>Required evidence:</b></p> <p>The partner must provide exported results from the completed Well-Architected Review using the assessments in <b>two (2) pillars</b> in the Well-Architected Review, for at least three <b>(3)</b> SAP migrations and modernizations. Please share those that were completed within the last <b>twelve (12)</b> months, indicating the customer's name.</p> <p>The <b>three (3)</b> workloads can come from <b>one (1)</b> or more customers.</p>

## 4.0 Deployment

The partner has robust methodologies for deploying the workload.

### Requirement

4.1

#### **SAP Migration and Modernization**

The partner must provide evidence of their ability to implement an SAP landscape on Azure and carry out homogeneous or heterogeneous SAP system migration to a production environment, based on customer-approved designs for **three (3)** unique customers for any of the below migration and modernization scenarios on Azure from the following list:

- SAP on Any Database (DB) to Database (DB)
- SAP on Database (DB) to HANA
- SAP on HANA to HANA
- SAP on HANA to any database

#### **Required evidence:**

The partner must provide documentation for each of the unique customer's database migrations that align to the solution design requirements in Section 3- Solution Design. Each of the **three (3)** SAP projects must have been completed within the last **twelve (12)** months.

To cover the entire sequence of the project, including design and production deployment, the documentation must include at least **two (2)** of the following:

- Signed SOWs for all projects
- Solution design documents for all projects
- A project plan and migration and deployment sequence
- Architecture diagrams
- HLDs and LLDs
- As-built documentation

## 5.0 Review and Release for Operations

The partner has robust methodologies for transitioning the workload.

### Requirement

5.1

#### **Service Validation and Testing**

The partner must validate the deployment, including:

- A documented process and approach to testing and evaluating the performance of all applications against customer expectations and Azure best practices.
- A documented process and approach to evaluating and improving architectural best practices to remediate issues with migrated platforms or workloads that do not meet performance or cost expectations.

#### **Required evidence:**

Documentation of testing, validation, and performance evaluations that address the preceding points for **three (3)** unique customers. The documentation must indicate that the implemented solution meets customer expectations, and it must include a sign-off from the customer.

5.2

#### **Post-deployment Documentation**

The partner must provide post-deployment operational documentation to show that customers are successfully using the new service on Azure.

- Demonstrate how the partner's documents, decisions, architectural designs, and procedures were implemented.
- Demonstrate standard operating procedures for the business-as-usual operations team that describe "how-to" scenarios.

#### **Required evidence:**

Documentation showing the preceding points for **three (3)** unique customers with completed SAP Native OR SAP RISE implementation on Azure migration and modernization projects. These projects can be the same as those in previous sections.

## **[Azure Specializations Partner FAQ](#)**

Questions regarding the Azure Partner program specializations, the current checklists and pre-qualifications for partners can usually be answered by visiting [Microsoft Azure Partner Specializations](#)

Questions on the audit checklists and program can be sent to the Azure Partner Specializations help alias <<mailto:AzureAS@microsoft.com>>

If you have questions that have not been answered, please go to [Partner Center support](#) to create a ticket with our Frontline team.