



Microsoft  
Partner Network

# COMPETENCY ROADMAP

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# Evolving the Microsoft Partner Network to Align with a Changing Market

To keep up with this new era of constantly evolving technology and changing customer expectations, the Microsoft Partner Network continues to enhance and evolve our program to address the changing needs of our partners and our customers. The purpose of these improvements is to help our partners grow and expand their business and expertise in order to differentiate themselves in the marketplace and retain and better serve customers.

By understanding what's changing and why, and what's in it for you, our goal is to enable you to understand, adopt, and embrace new membership opportunities or changes as an enabler of your business. Recently IDC published a study that shows that they believe there is \$320,000 in value directly attributable to a partner's utilization of the Microsoft Partner Network benefits suite. This value is based on a 50-person Microsoft partner organization with approximately \$5–10 million in revenue and two to five competencies. (Source: IDC. "[The Business Value of the Microsoft Partner Network Core Benefits.](#)" Mira Perry, Steve White. July 2012).

We encourage you to read this white paper and understand the changes in this roadmap to ensure that you make the most of your membership!

## How to use this document

This roadmap provides the details on the latest general program and competency changes for the current year. In each case we've noted when they go into effect. .

The changes are divided into:

- [General changes](#) that apply to multiple competencies
- [Cloud-related changes](#) to address the continuing evolution and innovations of cloud computing
- [Competency-specific changes](#) aligned with each competency

**Please note that additional changes may occur between now and the end of June 2013.** To ensure ongoing relevance to you and your customers, we will continue to update this document as those changes occur. We will notify you of updates to this document and to competencies through the partner newsletter.

If you have questions, please contact your local [Regional Service Center](#).

# General Program Enhancements

## New simple-to-implement brand identity

### What has changed?

To ensure that our partners are able to take advantage of the new Microsoft brand identity, we have updated the Microsoft Partner competency logos. The new competency logos are designed to align even more closely to the new Microsoft corporate logo. They are also designed to be complementary to your brand and easier and more cost-efficient to implement online and in smaller applications.

### Why?

The new brand identity:

- Aligns program identity more closely to the Microsoft brand, to help partners leverage the equity of that brand more effectively than ever before.
- Addresses key partners' implementation concerns by being easier to implement, more cost-efficient and better designed for online and small applications.

### What's in it for partners?

Your relationship with Microsoft is a key differentiator for your business—along with your talent (of course!). By being a partner, you've invested in us. So we're investing in you with continual improvements to help create opportunities. The competencies you earn are deciding factors in whether a customer chooses you or a competitor. So making your Microsoft connection stand out makes sense. The easier it is for customers to see your distinguishing credentials, the better.

### When?

Implementation of the new Microsoft Partner Network identity should be completed by all partners by July 2013. To begin using the new competency logos, download the tools from [Microsoft Partner Marketing Center](#). If you need additional assistance please contact your local [Regional Service Center](#).

## Microsoft Partner

Gold Customer Relationship Management

Silver Collaboration and Content

Silver Business Intelligence

## Bing Ads Credit Benefit

### What has changed?

The [Bing Ads credit](#) benefit allows partners and their customers in certain competencies to advertise at no charge up to the amount of their Bing Ads credit. These credits are delivered in the form of Bing Ads coupon codes in the market equivalent of U.S. \$25 or \$50 increments. The credits can be redeemed through the [Bing Ads User Interface](#). The purchasing value of the credits will vary based on the market in which they are given and the campaigns created by a partner or one of your customers. Bing Ads credits are available to any partner who achieves the Silver or Gold Application Development competency, Digital Marketing competency, Small Business competency, or those that have attained the Microsoft Action Pack Subscription–Development & Design subscription. Upon earning a qualifying competency or purchasing a

qualifying subscription, partners can request their Bing Ads credits via the web. Upon request, Bing Ads credit coupons will be sent to the primary MPN contact.

### **Why?**

Offering Bing Ads Credits to partners in select competencies is a good way to introduce our Digital Marketing products to our partners across the Microsoft Partner Network.

### **What's in it for partners?**

Unique Microsoft Digital Marketing products can help our partners grow and retain customers by reaching new audiences. Digital Marketing/Advertising is a rapidly growing market with an increased demand for partners to help clients with their marketing needs. Estimated Worldwide Online Ad spend for 2012 is at U.S.\$76.6 billion, up from \$65.3 billion in 2011. (Source: ZenithOptimedia, eMarketer June 2012.)

### **When?**

Distribution by February, 2013

## **MPN Country Qualification**

### **What is changing?**

Starting October 2013, partners will be required to earn competencies by country. This means that partners with locations in more than one country will no longer 'inherit' competencies across country borders. Instead, each country's location will be required to meet the competency requirements in order to be recognized for this competency.

### **Why?**

We are making this change as part of our ongoing efforts to ensure that our customers are able to easily identify with partners who can meet their capacity and capability needs.

### **When?**

These changes will become effective October 2013.

## **Training and Certification**

New product versions open new and exciting solution possibilities for Microsoft partners. Training and certifying your staff on these latest products and technologies both from a technical and sales perspective provides a competitive advantage and helps you offer your customers the most relevant solutions in the market.

### **Microsoft Certification—Reinvented for the Journey to the Cloud**

As Microsoft continues to release cloud-enabled technology solutions, we have reinvented certifications to help chart the course for IT pros and developers and to be relevant in their journey to the cloud.

### **What is changing?**

The three skill levels—associate, expert, and master—create a clear certification path for a strong career journey, from entry level to the most esteemed. Each certification level is now updated to be solutions-focused and addresses the industry's changing needs while ensuring quality and relevance.

Because cloud computing talent is in short supply, Microsoft has reinvented its flagship credential—Microsoft Certified Systems Engineer—for the cloud. The new credential—Microsoft Certified Solutions Expert (MCSE)—shows employers and peers that those certified have the skills to do the job in an expanding market. Forecasts show that public and private IT cloud services will generate nearly 14 million jobs worldwide between now and 2015. (Source: “Cloud Computing’s Role in Job Creation,” IDC white paper, sponsored by Microsoft, #233532, March 2012.) The MCSE is the flagship credential for those who want to lead their company to the cloud and is the target credential for established IT professionals and developers who have expertise in working with Microsoft technology solutions.

### **Why?**

These changes help increase the rigor and relevance of the program and were designed to improve the benefits and value of Microsoft Certification to our customers and hiring managers.

*“The new Microsoft certifications are raising the bar across the industry and reflect industry shifts that require a broader knowledgebase and deeper skills across solutions that cloud computing requires,” said Don Field, Senior Director of Product Management at Microsoft. “The Microsoft certifications reflect the experience and skills needed to build, manage, and evolve solutions in a cloud-based environment, ensuring validation of real-world skills for individuals and helping hiring managers identify the best-qualified job candidates.”*

### **What’s in it for partners?**

Changes to the Microsoft Certification Program for IT professionals and developers are designed to specifically address the growing skills gap in the technology industry. New jobs with new skill profiles are being created by public and private IT cloud computing solutions. Certification and training enable IT professionals and developers to differentiate themselves and align their skills to these new profiles, which are in high demand in the market.

### **When?**

New certifications will release for each solution area when Microsoft launches a new version of related products. As new certifications become available, the Microsoft Partner Network will evaluate which certifications or exams should apply toward gold or silver competencies.

The Business Intelligence, Data Platform and Management and Virtualization competencies have already been updated to include these new exams and certifications. In the 2013 Microsoft fiscal year, many other competencies will be updated to include the new exams and certifications that will be released to align with the significant product launches that are scheduled this coming year, including Windows 8, Windows Server 2012, Microsoft Visual Studio 2012, and a new Office.

Be sure to check the partner portal for updates to the competencies you’re interested in attaining.

## **Pre-Sales Technical Specialist Program**

### **What is changing?**

Microsoft is offering additional technical training to help partners’ pre-sales technical professionals achieve their sales goals. This training provides a clear and easy-to-follow learning path in the Partner Learning Center that includes free online courses, demos, demo scripts, and reference and resource materials for a specific set of Microsoft solutions.

Five new Microsoft solutions are now covered: Business Intelligence, Communications, Customer Relationship Management, (CRM), Enterprise Resource Planning (ERP), and Management and

Virtualization. Training and the associated learning can be validated by a pre-sales technical assessment that will be required in October 2013 to earn the BI, CRM, ERP, or Management and Virtualization competencies. Upon successfully completing the assessments, individuals from partner network organizations earn a Pre-sales Technical Specialist badge and a special recognition certificate.

As of October 2013, new requirements will be as follows:

- SILVER competency: one individual must pass one pre-sales technical assessment
- GOLD competency: one unique individual must pass one pre-sales technical assessment. Unique means that this individual cannot count for other pre-sales technical assessments valid for other competencies.

**(Note:** Additional competencies will be added over time. Please check the partner portal for the latest requirements.)

### **Why?**

This technical training provides pre-sales technical individuals in partner organizations with the knowledge to become trusted advisors so they can offer better solutions to customers and compete more effectively. Trained individuals learn to identify customer benefits in underlying technologies, deliver better value demonstrations, and close sales faster.

### **What's in it for partners?**

- Offers easy-to-find, easy-to-consume technical training on current Microsoft solutions and workloads to help pre-sales technical professionals achieve sales goals
- Provides a cost-effective way to ensure that your pre-sales professionals have the knowledge to help meet your customers' business and technical needs
- Helps you close more deals, and achieve revenue targets
- Makes training available at your staff's convenience, saving travel time and expenses.

### **When?**

Pre-sales technical assessments are available now for the BI, CRM, ERP, Communications, and Management and Virtualization competencies. Pre-sales technical individuals will be required to pass these assessments in order for their partner organizations to earn these competencies starting in October 2013. We plan to create additional pre-sales technical assessments for other competencies and will announce those details as they are available.



## Special Offers on Practice Tests and Exams

### Microsoft Partner Network Partners

#### What has changed?

Microsoft Partner Network Partners get a discount on competency exams along with a free second shot at passing a Microsoft Certification exam.

#### Why?

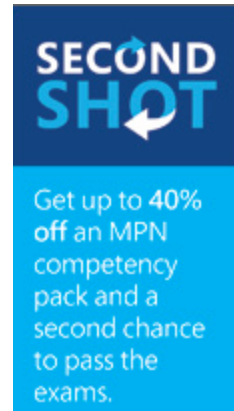
We have reinvented the IT industry's most respected professional certification program to validate a deeper set of skills on the newest technologies, increasing the need for training to pass the exams. This offer will help you get trained and certified, with the confidence of a free Second Shot.

#### What's in it for Partners?

For a limited time, you can get a discount on exams and an extra chance to pass any Microsoft IT Professional or Developer Certification exam—free, if you don't pass the exam on your first attempt. Register for this offer before your first exam and you'll get two shots at success.

#### When?

The offer is available from the [Prometric](#) website or you can go directly to the [offer page](#).



## Microsoft Services Premier Support for Partners

#### What has changed?

Partners with gold or silver competencies now have access to Microsoft Services Premier Support. With this flexible, managed support for Microsoft products and technologies you can choose the precise support options necessary to meet your customers' specific needs. Closely aligned with other Microsoft Partner Network service offerings, this support offers enhanced support benefits that extend across the full engagement lifecycle in the areas of break fix, prevention, and account management. You can purchase this support through Standard Premier Sales Channels.

#### Why?

Microsoft wants to further enhance the value of your partnership by increasing the level of support you can access as you develop, implement, and support customer solutions.

#### What's in it for partners?

- Business growth resulting from increasing your ability to provide services and support to your customers.
- Greater access to Microsoft experts, tools, and resources to assist you in optimizing Microsoft platforms for customers.

Review this [portal page](#) for further information

## When?

Available now

## Partner Online Communities

### What is changing?

The current Partner Online Technical Communities are being migrated to a new platform to provide partners with an enriched experience when seeking support. The new Partner Support Community will have new features that will enhance search capabilities as well as provide one-on-one communications capabilities.

### Why?

This change aligns the Partner Support Community to the Microsoft community strategy in order to provide a consistent and integrated approach to support.

### What's in it for partners?

Partners will see many benefits from the new platform including:

- A new, modern user interface
- Improved search capabilities with results from the Partner Support Community as well as TechNet, MSDN, and the Microsoft community
- The capability to request private communications with a Microsoft resource within any forum
- Private Forums where partners can interact with other partners and Microsoft resources privately for Technical Pre-sales and Advisory Services
- Support for languages beyond International English, including:
  - French, German, Italian, Japanese, Korean, Portuguese, Russian, Spanish, Simplified Chinese, and Traditional Chinese
- The Partner Support Community will include the following forums:
  - Partner membership
  - Data and platform
  - Developer
  - Microsoft Dynamics
  - Online services and cloud
  - Presales assistance
  - Productivity and communication
  - System Builder
  - Windows client
  - Windows Phone

## When?

Implementation of the new Partner Support Community will be completed by February 2013. To begin using the new community, visit <http://aka.ms/supportcommunities>. You can refer to the FAQ for "how to" tutorial on using the new community.

## Managed Reseller Incentive Eligibility

### What is changing?

Microsoft launched a Managed Reseller incentive that rewards eligible partners for the sale of Open License agreements (program specific to partners outside of the United States).

To be eligible for this incentive, each Microsoft fiscal year your organization needs to:

- Be managed by a Partner Account Manager (PAM) or Tele-Partner Account Manager (TPAM).
- Achieve an Open License revenue threshold during the previous twelve-month period
- Have an “active-earned,” “active-compliant,” or “active-preapproval” status in one of the defined Microsoft [competencies](#) listed below (by March 31, 2013).

Competencies for Managed Resellers		
<ul style="list-style-type: none"><li>• Application Integration</li><li>• Business Intelligence</li><li>• Collaboration and Content</li><li>• Communications</li><li>• CRM</li></ul>	<ul style="list-style-type: none"><li>• Data Platform</li><li>• Devices and Deployment</li><li>• Identity and Access</li><li>• Management &amp; Virtualization</li><li>• Messaging</li></ul>	<ul style="list-style-type: none"><li>• Midmarket Solution Provider</li><li>• Server Platform</li><li>• Small Business</li><li>• Software Asset Management</li><li>• Volume Licensing</li></ul>

### Why?

Managed Resellers continue to be strategically important partners in broadening Microsoft customer reach (sales and deployment) within the vast small and mid-sized business (SMB) market, as well as the larger enterprise and public sector markets.

### What's in it for partners?

- The incentives are comprised of marketing coop funds and cash rebates, which reward eligible Managed Resellers for growing Open license revenue.
- The coop funds help support greater customer penetration and bolster marketing investments that benefit both Microsoft and its partners.

### When?

Partners need to attain eligible competencies by March 31, 2013. PAMs or TPAMs will notify partners of their selection and enrollment into the Managed Reseller incentives. Selected partners will be required to sign a program letter each year.

## Solution Incentives Eligibility

### What is changing?

On March 1, 2013 the list of competencies eligible for Solution Incentives is changing. Specific changes have been made to the Management and Virtualization incentives, Application Platform incentives, and Windows Enterprise with MDOP incentives.

### Gold Competencies Eligible for Solution Incentives Effective March 1, 2013

(Only gold competencies are eligible unless otherwise noted.)

Management and Virtualization Incentives	Application Platform Incentives	Windows Enterprise with MDOP Incentives	Lync Incentives
<ul style="list-style-type: none"> <li>Management and Virtualization</li> <li>Identity and Access</li> <li>Server Platform</li> </ul>	<ul style="list-style-type: none"> <li>Data Platform</li> <li>Business Intelligence</li> <li>Application Development</li> <li>CRM</li> <li>ERP</li> <li>Collaboration and Content</li> </ul>	<ul style="list-style-type: none"> <li>Management and Virtualization</li> <li>Devices and Deployment</li> </ul>	<ul style="list-style-type: none"> <li>Communications (gold or silver competency)</li> </ul>

The current partner eligibility requirements, eligible products, and incentive rates as noted in the current Solution Incentives Guide will stay in effect through February 28, 2013.

### Why?

This change is intended to better align market needs with partner incentives. The goal is to reward partners for driving sales of specific Microsoft solutions that are aligned with customer priorities and offer growth potential.

### What's in it for partners?

These changes will create opportunities for partners to earn incentives as they build new sustainable revenue streams and increase their value to customers.

### When?

The new Solution Incentives Guide describing policies, eligible product lists, and rates, was published in advance in January 2013. You will find it in the MPN portal under the section: [Solution incentives](#)

## Small Business Specialist Community Changes

The current Small Business Specialist Community (SBSC) program will continue to exist and we will support SBSC partners during a grace period of at least 12 months after the Small Business competency launch. During this grace period, both programs will reside side-by-side, and SBSC partners will continue to benefit from the program and branding. After the grace period, the Small Business Specialist Community will transform into a Microsoft Partner Network partner-to-partner community. There will be no requirements to join the community—however, there will be reduced benefits compared to the current SBSC offers.

### **New optional exams:**

- Exam 70-410 Installing and Configuring Windows Server 2012
- Exam 70-687 Configuring Windows 8
- Exam 74-697 OEM Pre-Installation (Coming soon)
- Exam 70-480: Programming in HTML5 with JavaScript and CSS3
- Exam 70-486: Developing ASP.NET 4.5 MVC Web Applications

## Customer Satisfaction (CSAT) Index Changes

In April 2013 MPN will roll out a modified [CSAT Index](#) to help partners incorporate the discipline of measuring customer satisfaction into their regular businesses practices.

Over the last year we've worked with TNS, our outside survey experts, to streamline and improve the program. Together we've interviewed partners about what they need to make measuring customer satisfaction a regular part of how they do business. We've heard you and have made changes that will make the program easier to use and more useful. To achieve this we are making the survey:

- **Continuous.** We've stopped opening and closing the survey around calendar quarters. The survey will remain open so partners can match their survey cadence to the cadence of their businesses. Partners who perform projects should invite customers to give feedback at established project milestones. Partners who have continuous relationships with their customers should build in a regular survey cadence, asking key customer contacts to give them feedback at least every six months.
- **Easier to use.** We're providing each partner with a permanent link to their survey. With the link they can invite customers to take their survey without having to upload the customer's information first. Partners still have the option of uploading the customer's information for TNS to send the survey invitation.
- **Simpler and shorter.** Partners told us you need a shorter survey. So we cut the survey to less than 5 minutes, tightly focusing on the drivers of satisfaction with the partner. The core questions will be about overall satisfaction with the partner, willingness to recommend the partner to others, and four key drivers of satisfaction: satisfaction with the technical solution, with the people providing the services, with the value received for price paid, and with the partner's ability to understand the customer's specific business needs.
- **Customizable.** Not all partner businesses are the same, so partners can upload up to 10 custom questions specific to their businesses. The system will remember these questions and include

them in all of the partner's surveys whether the invitation comes from the partner or from TNS. The system can accept translation of the custom questions serving the entire survey in the correct language for each respondent.

- **More useful.** We've simplified the reports to make it easier to know how well you are doing, what is working, and what is not. We're limiting metrics to those that can be directly computed from respondent data. We are also offering more options to benchmark against other partners with the same competencies, business models, and geographies. We'll push output to users, with an opt-out option. We'll provide partners with summary data from all survey respondents and with individual data from respondents, who approve it. All of this is designed to make it easier to diagnose and resolve issues that are limiting the success of your business. Some things haven't changed and these continue to make the Partner CSAT Index a more valuable tool than individual partner survey options.
- **Private.** Microsoft never sees your customers' names or their answers. TNS lets Microsoft know when partners have received completed surveys, but never passes on any information about the individual customers who have completed them.
- **Available in 34 languages.** The survey is now available to customers in 34 languages.
- **Privacy compliant.** Data privacy rules are becoming more restrictive and more varied from country to country. Using the MPN CSAT system ensures that you are fully compliant with those privacy rules. When partners have TNS send the survey invitation we maintain an opt-out list for you of customers who request to be removed from future surveys. Also you have the option to associate key markers with customers' names so that you can create separate metrics for individual sales representatives or fulfillment teams while still honoring the wishes of those customers who prefer to remain anonymous.

# Enhanced Cloud Integration and Support

## Changes for Cloud Essentials and Cloud Accelerate Partners

### What is changing?

- Sales requirements for Cloud Accelerate have been reduced from 8 deals/500 seats to 3 deals/150 seats
- Internal Use Rights (IURs) for Cloud Essentials for Microsoft Office 365 and Microsoft Dynamics CRM Online and Windows Intune have been reduced from 250 seats to 25
- IURs for Cloud Accelerate remain at 250 for Microsoft Office 365 and Microsoft CRM and a subscription for 100 PCs for Windows Intune.
- Delegated administration and the partner dashboard is extended to Cloud Essential Partners

### Why?

The changes better reflect the buying patterns of customers of cloud services. The extension of delegated administration to Cloud Essential partners creates a smoother transition experience for customers.

### What's in it for partners?

Cloud Accelerate Partners can now:

- Qualify with a competency or Microsoft Action Pack Subscription
- Earn additional sales incentives via accelerators

Cloud Essentials partners can now:

- Administer and manage Microsoft Office 365 deployments (delegated administration)
- Access auto-enrollment for Cloud Essentials

## New Cloud Deployment program

### What is changing?

The new Cloud Deployment program was launched in October 2012. It is designed for partners who want to take advantage of the growing demand for Microsoft Cloud Services by building a capable cloud deployment practice. This program includes training, support, and marketing benefits to help partners move enterprise customers to Office 365. The Cloud Deployment program benefits build on the foundational tools and resources that partners are entitled to through Cloud Essentials and Cloud Accelerate.

### Requirements:

- Silver or Gold status in one of the following competencies earned at the local level:
  - Messaging
  - Communications
  - Collaboration and Content
  - Project and Portfolio Management
  - Devices and Deployment

- At a minimum, by June 30, 2013 at least one individual in your organization must pass the updated 2013 exams listed below that correspond with the competency you qualify under. You may wish to match the competency requirements at the same time. For example, if you choose to qualify under the Messaging Competency, at least one individual must pass Exams 341 and 342 by June 30, 2013.

Competency	Exam	Competency Workload
Messaging	EXAM 341: Core Solutions of Microsoft Exchange Server 2013	Exchange Online
Messaging	EXAM 342: Advanced Solutions of Microsoft Exchange Server 2013	Exchange Online
Communications	EXAM 336: Core Solutions of Microsoft Lync Server 2013	Lync Online
Communications	EXAM 337: Enterprise Voice Online Services with Microsoft Lync Server	Lync Online
Collaboration and Content	EXAM 331: Core Solutions of Microsoft SharePoint Server 2013	SharePoint Online
Collaboration and Content	EXAM 332: Advanced Solutions of Microsoft SharePoint Server 2013	SharePoint Online
Project and Portfolio Management	EXAM 343: Core Solutions of Microsoft Project Server 2013	Project Online and/or Project Pro for Office 365
Project and Portfolio Management	EXAM 344: Advanced Solutions of Microsoft Project Server 2013	Project Online and/or Project Pro for Office 365
Devices and Deployment	EXAM 70-412: Configuring Advanced Windows Server 2012 Services	Office Pro Plus

- You must maintain your status in the Cloud Accelerate program.

You will have until October 1, 2013 to fulfill the following requirement:

- By October 1, 2013 you must have completed three Office 365 deployments of more than 250 seats each with an enterprise customer for one of the competency workloads noted in the chart above. We will review past deployments in which you were attached to the deployment through



the Online Services Advisor Enterprise Agreement attach process to determine eligibility for this requirement.

Learn more at: <http://aka.ms/deploymentpartner>

### **Why?**

Partners are building deployment practices to take advantage of the growing demand for Microsoft Cloud Services. This program helps provide resources to partners to help them through this process.

### **What's in it for partners?**

Partners receive incremental tier 2 partner support for Office 365, access to resources, and deployment tools to help them build a deployment practice.

### **When?**

New requirements for the Cloud Deployment program are in effect now but partners already in the program have until June 30, 2013 to meet those requirements. Any net new partners must meet all requirements before they can receive Cloud Deployment program designation.

# Competency Changes

The following section includes updated requirements and clarifications for several competencies. The most notable changes include:

- The **Application Lifecycle Management competency was redesigned** to be more rigorous and comprehensive. Effective mid-November 2012.
- The **Desktop competency** was renamed to **Devices and Deployment** and redesigned to help you capture the growing business opportunity delivering services and solutions on new devices and form factors. Effective mid-November 2012.
- The **Digital Marketing competency** has evolved from focusing primarily on SharePoint Internet solutions to include all Microsoft digital marketing and advertising solutions. This will enable your organization to take advantage of our entire digital portfolio and deliver on customers' online marketing needs. This competency was re-launched in mid-November 2012.
- The **Hosting competency** requirements were updated to focus on Windows Server and System Center exams and to add the Private Cloud Sales Assessment. Effective mid-November 2012.
- The **Identity and Security** competency was renamed to **Identity and Access**. Effective mid-November 2012
- The **Portals and Collaboration, Content Management, and Search competencies merged** to become the new **Collaboration and Content competency**. Effective mid-November 2012.
- The **Server Platform competency was updated** to align with the release of Windows Server 2012. Effective mid-November 2012
- The **Small Business competency, launched in June 2012**, recognizes the expertise of partners that provide the most current Microsoft technology solutions to help small businesses with their unique business needs and help partners take advantage of the small business market opportunity.
- The **Web Development, Software Development, and ISV competencies merged to become** the new **Application Development competency**. Effective mid-November 2012

Check the table on the next page for a quick list of highlights of the changes that will occur over the next year.

## Microsoft Partner Network Upcoming Competency Changes at a glance

Until mid-November 2012	After mid-November 2012
<b>Competency mergers and name changes</b>	
<ul style="list-style-type: none"> <li>Content Management</li> <li>Portals and Collaboration</li> <li>Search</li> </ul>	<b>Collaboration and Content</b>
<ul style="list-style-type: none"> <li>Independent Software Vendor (ISV)</li> <li>Software Development</li> <li>Web Development</li> </ul>	<b>Application Development</b>
<b>Competency name changes effective November 2012</b>	
<ul style="list-style-type: none"> <li>Desktop</li> </ul>	<b>Devices and Deployment</b>
<ul style="list-style-type: none"> <li>Identity and Security</li> </ul>	<b>Identity and Access</b>
<b>Competency re-launch</b>	
<ul style="list-style-type: none"> <li>Digital Marketing</li> </ul>	
<b>Competencies with new exams effective November 2012</b>	
<ul style="list-style-type: none"> <li>Application Development—Visual Studio 2012 (optional)</li> <li>Application Lifecycle Management—Required for new partners</li> <li>Communications – Lync Server 2013 (optional)</li> <li>ERP - Microsoft Dynamics Nav 2013 (optional exams to be added when available in January 2013)</li> <li>Hosting—Windows Server 2012 (optional)</li> <li>Identity and Access—Windows Server 2012 (optional)</li> <li>Midmarket &amp; Small Business—Windows 8 &amp; Windows Server 2012</li> <li>Mobility—VS 2012 (optional)</li> <li>OEM—Windows 8 and Windows Server 2012 (optional)</li> <li>Server Platform—Windows Server 2012 (optional)</li> </ul>	
<b>Competencies with new exams effective February 2013</b>	
<ul style="list-style-type: none"> <li>Collaboration and Content – SharePoint Server 2013</li> <li>Devices and Deployment – Windows 8 and Office 2013</li> <li>Messaging – Exchange Server 2013</li> </ul>	
<b>Competencies with new sales assessments effective November 2012</b>	

- Application Lifecycle Management
- Digital Marketing
- Hosting
- Small Business (China only)

#### Competencies with new sales assessments effective May 2013

- Devices and Deployment

#### Competencies with new application tests

- Application Development—optional (effective November 2012)

#### Competencies with exam retirements

- Application Development (October 2013)
- Application Lifecycle Management (October 2013)
- Business Intelligence (October 2013)
- Collaboration and Content (October 2013)
- Communications (October 2013)
- Customer Relationship Management (CRM) (November 2012)
- Data Platform (October 2013)
- Enterprise Resource Planning (ERP) (November 2012)
- Hosting (November 2012)
- Management and Virtualization (October 2013)
- Midmarket Solution Provider (October 2013)
- Messaging (October 2013)
- OEM (October 2013)
- Software Asset Management (October 2013)
- Small Business (October 2013)

## Application Development Competency

### STRUCTURAL CHANGES

#### What is changing?

The Software Development competency merged with Web Development and ISV competencies to become the new Application Development competency, effective mid-November 2012.

#### Why?

The new merged competency significantly simplifies partners' positioning within the Microsoft Partner Network. This competency recognizes partners who are expert in developing innovative applications on the Microsoft platform and potentially using Microsoft development tools. These applications can be custom or commercial, on-premise or in the cloud.

#### What's in it for partners?

- Gives partners the opportunity to differentiate their business as trusted experts in application development, whether their solutions are custom-developed or commercially available, delivered to run on-premise or in the cloud.
- Expands opportunities in emerging cloud-based business models with the launch of Windows 8, Windows Server 2012, and Visual Studio 2012.
- Gives partners Bing advertising credits to run search advertising campaigns free of charge on Bing and our partner Yahoo! (through Microsoft adCenter) in markets where available. Drives greater innovation and creativity
- Simplifies the way development partners manage their partnership through the Microsoft Partner Network
- Helps reduce the cost of attaining a competency for independent software vendors, significantly reducing the cost of Windows Server application testing to achieve the gold competency

### BENEFIT ADDITION

Effective November 2012

#### SILVER and GOLD competencies

##### New benefit:

- [Bing Ads credits](#) that allow partners or one of their customers to run search advertising campaigns free of charge on the Bing Yahoo! Bing Network in markets where available. (Effective November 2012. Delivered to partners March 2013.)

### REQUIREMENT CHANGES

Effective November 2012

#### SILVER Competency:

##### New exam requirements:

***Two MCPs must each pass one of the following exams:***

Current exams, to be retired in October 2013:

- Exam 70-506: TS: Silverlight 4, Development
- Exam 70-511: Windows Applications Development with Microsoft .NET Framework 4
- Exam 70-512: TS: Visual Studio Team Foundation Server 2010, Administration (*Previously communicated to be retired in May 2013*)
- Exam 70-513: TS: Windows Communication Foundation Development with Microsoft .NET Framework 4
- Exam 70-515: TS: Web Applications Development with Microsoft .NET Framework 4
- Exam 70-516: TS: Accessing Data with Microsoft .NET Framework 4
- Exam 70-518: PRO: Designing and Developing Windows Applications Using Microsoft .NET Framework 4
- Exam 70-519: PRO: Designing and Developing Web Applications Using Microsoft .NET Framework 4.0
- Exam 70-521: Upgrade: Transition Your MCPD .NET Framework 3.5 Windows Developer Skills to MCPD .NET 4.0 Windows Applications Developer
- Exam 70-523: Upgrade: Transition Your MCPD .NET Framework 3.5 Web Developer Skills to MCPD .NET Framework 4.0 Web Developer

Current exam with no retirement date:

- Exam 70-583: PRO: Designing and Developing Windows Azure Applications

New exams related to the Visual Studio 2012 release:

- Exam 70-480: Programming in HTML5 with JavaScript and CSS3
- Exam 70-481: Essentials of Developing Windows Store Apps using HTML5 and JavaScript
- Exam 70-482: Advanced Windows Store App Development using HTML5 and JavaScript
- Exam 70-483: Programming in C#
- Exam 70-484: Essentials of Developing Windows Store Apps using C#
- Exam 70-485: Advanced Windows Store App Development using C#
- Exam 70-486: Developing ASP.NET MVC 4 Web Applications
- Exam 70-487: Developing Windows Azure and Web Services

**Application Test requirements:**

***Your application must pass one of the following application tests:***

- Silver competency test for Windows Server 2012
- Silver competency test for Windows Azure
- Competency test for Windows 8

The following legacy application tests will remain valid until October 2013:

- Windows 7 Platform Ready
- Windows Server 2008 R2 Platform Ready
- Windows Server 2008 R2 Platform Ready for SAAS Applications - Silver

- SQL Azure Platform Ready

### **GOLD Competency:**

#### **New certification requirements:**

#### ***Four unique MCPs must each have one of the following certifications:***

##### Current certifications to be retired in October 2013:

- MCPD: Windows Developer 4
- MCPD: Web Developer 4 certification
- MCPD: Silverlight Developer 4 certification.

##### Current certifications with no defined retirement date:

- MCPD: Windows Azure Developer 4

##### New certifications related to the Visual Studio 2012 release:

- [MCSD: Web Applications](#)
- [MCSD: Windows Store Apps](#)

#### **Application Test requirements:**

#### ***Your application must pass one of the following application tests:***

- Gold competency test for Windows Server 2012
- Gold competency test for Windows Azure
- Competency test for Windows 8

##### The following legacy application tests will remain valid until October 2013:

- Windows 7 Logo Test
- Certified for Windows Server 2008 R2
- Windows Server 2008 R2 Platform Ready for SaaS Applications
- Gold Windows Azure Platform Ready

### Effective October 2013:

### **SILVER competency:**

#### **Exams to be retired:**

- Exam 70-506: TS: Silverlight 4, Development
- Exam 70-511: Windows Applications Development with Microsoft .NET Framework 4
- Exam 70-512: TS: Visual Studio Team Foundation Server 2010, Administration (*Previously communicated to be retired in May 2013*)
- Exam 70-513: TS: Windows Communication Foundation Development with Microsoft .NET Framework 4

- Exam 70-515: TS: Web Applications Development with Microsoft .NET Framework 4
- Exam 70-516: TS: Accessing Data with Microsoft .NET Framework 4
- Exam 70-518: PRO: Designing and Developing Windows Applications Using Microsoft .NET Framework 4
- Exam 70-519: PRO: Designing and Developing Web Applications Using Microsoft .NET Framework 4.0
- Exam 70-521: Upgrade: Transition Your MCPD .NET Framework 3.5 Windows Developer Skills to MCPD .NET 4.0 Windows Applications Developer
- Exam 70-523: Upgrade: Transition Your MCPD .NET Framework 3.5 Web Developer Skills to MCPD .NET Framework 4.0 Web Developer

**Application Tests to be retired:**

- Windows 7 Platform Ready
- Windows Server 2008 R2 Platform Ready (Previously communicated to be retired May 2013.)
- Windows Server 2008 R2 Platform Ready for SAAS Applications - Silver (Previously communicated to be retired May 2013.)
- SQL Azure Platform Ready

**GOLD competency:**

**Certifications to be retired:**

- MCPD: Windows Developer 4
- MCPD: Web Developer 4 certification
- MCPD: Silverlight Developer 4 certification

**Application Tests to be retired:**

- Windows 7 Logo Test
- Certified for Windows Server 2008 R2 (Previously communicated to be retired May 2013.)
- Windows Server 2008 R2 Platform Ready for SaaS Applications (Previously communicated to be retired May 2013.)
- Gold Windows Azure Platform Ready

**SILVER and GOLD competencies**

**New customer reference requirements:**

The number of customer references required for the partners passing application tests will be raised as follows:

- Silver competency test for Windows Server 2012: 5 customer references
- Silver competency test for Windows Azure: 5 customer references
- Competency test for Windows 8 – Silver membership: 10 customer references
- Gold competency test for Windows Server 2012: 10 customer references
- Gold competency test for Windows Azure: 10 customer references
- Competency test for Windows 8 – Gold membership: 20 customer references.



For comprehensive information about this competency, please refer to the [Application Development competency guide](#) available on the MPN portal.

## **Application Lifecycle Management Competency Changes**

The Application Lifecycle Management competency is being reorganized to align with the launch of Visual Studio 2012.

### **STRUCTURAL CHANGES**

The new Application Lifecycle Management competency will recognize and support your real expertise in selling and delivering the main scenarios of the Microsoft Application Lifecycle Management solution, including:

- Comprehensive application lifecycle management from the first steps of application definition to application end of life
- Project agility
- Application testing
- Development operations to streamline practices between software development and IT operations

### **Why?**

With the launch of Visual Studio 2012, Microsoft is providing a comprehensive Application Lifecycle Management solution to help organizations manage the entire lifespan of application development, reduce cycle times, and eliminate waste to enable a continuous flow of business value.

The introduction of the new Application Lifecycle Management Sales Assessment will help our partners better communicate to customers the value of Microsoft Application Lifecycle Management services.

### **What's in it for partners?**

Earning the new Microsoft Application Lifecycle Management competency means that you have proven a high level of expertise in the Application Lifecycle Management scenarios supported by Visual Studio 2012.

### **REQUIREMENT CHANGES**

- The current Application Lifecycle Management Technical Assessment was retired in November 2012 and the following new exams have been added:
  - Exam 70-496: Visual Studio Team Foundation Server 2012, Administration
  - Exam 70-497: Quality Enablement & Assurance
  - Exam 70-498: Delivering Continuous Value with Visual Studio Application Lifecycle Management
  - Third party certification exams:
    - PMI Agile Certified Practitioner (PMI-ACP)<sup>SM</sup> (<http://www.pmi.org/en/Certification/New-PMI-Agile-Certification.aspx>)
    - Professional Scrum Master 1 Certification ([Scrum.org > Assessments > Professional Scrum Master Assessments > PSM I Assessment](#))

- [Scrum Alliance Certified Scrum Master](#)
- A new Sales Specialist Assessment for Application Lifecycle Management will be added.

### Effective November 2012

These requirements were effective as of November 2012 for new Application Lifecycle Management competency partners. Existing Application Lifecycle Management competency partners, who have their anniversary date before May 31, 2013 will automatically be granted a one year extension to comply with the new competency requirements. Existing partners who have their anniversary dates after May 31, 2013, must immediately comply with the new requirements to maintain their status.

### SILVER Competency:

#### New exam requirements:

#### **Two MCPs must each pass:**

- Exam 70-498: Delivering Continuous Value with Visual Studio Application Lifecycle Management  
and

#### **One of the following exams:**

- Exam 70-496: Visual Studio Team Foundation Server 2012, Administration
- Exam 70-512: Visual Studio Team Foundation Server 2010, Administration (Will be retired in October 2013.)

#### **In addition, one MCP of the two above must also pass one of the following exams:**

- Exam 70-497: Quality Enablement & Assurance

or

- An industry recognized exam in Agile Project Planning and Management:
  - PMI Agile Certified Practitioner (PMI-ACP)<sup>SM</sup> (<http://www.pmi.org/en/Certification/New-PMI-Agile-Certification.aspx>)
  - Professional Scrum Master 1 Certification ([Scrum.org > Assessments > Professional Scrum Master Assessments > PSM I Assessment](#))
  - [Scrum Alliance Certified Scrum Master](#)

#### New sales assessment requirements:

#### **One individual must pass:**

- The new Application Lifecycle Management Sales Specialist Assessment.

### GOLD Competency:

#### New exam requirements:

#### **Four unique MCPs must each pass:**

- Exam 70-498: Delivering Continuous Value with Visual Studio Application Lifecycle Management

and

**One of the following exams:**

- Exam 70-496: Visual Studio Team Foundation Server 2012, Administration
- Exam 70-512: Visual Studio Team Foundation Server 2010, Administration (Will be retired in October 2013.)

**In addition, two of the four MCPs above must pass one of the following exams:**

- Exam 70-497: Quality Enablement & Assurance
- Industry recognized exam in Agile Project Planning & Management:
  - PMI Agile Certified Practitioner (PMI-ACP)<sup>SM</sup> (<http://www.pmi.org/en/Certification/New-PMI-Agile-Certification.aspx>)
  - Professional Scrum Master 1 Certification ([Scrum.org > Assessments > Professional Scrum Master Assessments > PSM I Assessment](#))
  - [Scrum Alliance Certified Scrum Master](#)

**New sales assessment requirements:**

**Two individuals must pass:**

- The new Application Lifecycle Management Sales Specialist Assessment

Effective October 2013:

**SILVER and GOLD Competencies**

**Retired exams:**

- Exam 70-512: Visual Studio Team Foundation Server 2010, Administration

## Business Intelligence Competency Changes

### **REQUIREMENT CHANGES**

#### **What is changing?**

Successful completion of SQL Server 2012 related exams or application tests now can satisfy requirements in the Business Intelligence competency.

#### **Why?**

SQL Server 2012 provides customers with a comprehensive integrated database server and information platform that offers a complete set of enterprise-ready technologies and tools that help people gain the most value from information at the lowest total-cost-of-ownership. These requirement changes enable partners to build the skills necessary to deliver those solutions.

#### **What's in it for partners?**

Partners acquire the latest sales and technology information required to grow and drive their SQL Server 2012 business.

### **Effective August 2012**

#### **New application tests:**

- Silver SQL Server BI 2012 Platform Ready application test
- Gold SQL Server BI 2012 Platform Ready application test

#### **SILVER competency:**

##### **New application test requirements:**

- Silver SQL Server BI 2012 Platform Ready application test

##### **Other application tests available for this competency:**

- SQL Server 2008 R2 Platform Ready (Will be retired in October 2013. Previously communicated to be retired May 2013.)
- Silver SQL Server BI Platform Ready (Will be retired in October 2013. Previously communicated to be retired May 2013.)

#### **GOLD competency:**

##### **New application test requirements:**

- Gold SQL Server BI 2012 Platform Ready application test

##### **Other application tests available for this competency:**

- SQL Server 2008 R2 Platform Ready and Certified for Windows Server 2008 R2 (Will be retired in October 2013. Previously communicated to be retired May 2013.)

- Gold SQL Server BI Platform Ready (Will be retired in October 2013. Previously communicated to be retired May 2013.)

## Effective November 2012

### Retired exams

- Exam 78-702: Designing and Managing a Microsoft BI Solution (**Retired by Microsoft Learning in September 2011. Will remain valid for competency accreditation until November 2012.**)

## Effective October 2013

### Exams and certifications to be retired:

- All exams and certifications related to SQL Server 2008 will be retired from the BI competency requirements. Only exams and certifications related to SQL Server 2012 will remain valid for earning the competency. (Previously communicated to be retired May 2013.)
- Exam 70-545: Visio 2007, Application Development

### Application tests to be retired:

- All application tests related to SQL Server 2008 will be retired and only the SQL Server 2012-related application tests will remain valid for earning the BI competency. (Previously communicated to be retired May 2013.)

## SILVER Competency:

### New pre-sales technical assessment requirements:

This pre-sales technical assessment is tailored specifically to the Business Intelligence competency.

Your company must employ or contract with one person in a pre-sales technical role who has passed this assessment. The person who passes the pre-sales technical assessment is also qualified for the Pre-sales Technical Specialist badge and a special recognition certificate.

### New exam requirements:

#### **One MCP must pass one of the following exams (List 1: BI specific exams)**

- Exam 70-466: Implementing Data Models and Reports with Microsoft SQL Server 2012
- Exam 70-467: Designing Business Intelligence Solutions with Microsoft SQL Server 2012

#### **Another MCP must pass one of the following exams (List 2: Data Management exams)**

- Exam 70-461: Querying Microsoft SQL Server 2012
- Exam 70-462: Administering a Microsoft SQL Server 2012 database
- Exam 70-463: Implementing Data Warehouses with Microsoft SQL Server 2012

### New application test requirement:

- Silver SQL Server BI 2012 Platform Ready application test

## **GOLD competency:**

### **New pre-sales technical assessment requirements:**

This pre-sales technical assessment is tailored specifically to the Business Intelligence competency.

Your company must employ or contract with one unique person in a pre-sales technical role who has passed this assessment. The person who passes the pre-sales technical assessment is also qualified for the Pre-sales Technical Specialist badge and a special recognition certificate.

### **New exam requirements:**

#### ***Two unique MCPs must each have the following certification:***

- SQL Server 2012—MCSE Business Intelligence Certification

#### ***Two other unique MCPs must each pass the two following exams:***

- Exam 70-466: Implementing Data Models and Reports with Microsoft SQL Server 2012
- Exam 70-467: Designing Business Intelligence Solutions with Microsoft SQL Server 2012

### **New application test requirement:**

- Gold SQL Server BI 2012 Platform Ready application test

## Collaboration and Content Competency

### STRUCTURAL CHANGES

#### What has changed?

The Portals and Collaboration, Content Management, and Search competencies merged in November 2012 to become the new Collaboration and Content competency. Partners who were active in any of these SharePoint competencies or the Digital Marketing competency were automatically moved into the new Collaboration and Content competency. If you were active in the Digital Marketing competency before the merger and would like to be part of both the Collaboration and Content and the re-launched Digital Marketing competency, please contact your local [Regional Service Center](#) (RSC) and they will facilitate the change. You will have until your next anniversary date to meet the new Digital Marketing requirements. New partners must meet the exam requirements detailed below.

#### Why?

This merger provides you with the opportunity to deliver solutions for your customers that make it easier for people to work together using a single, extensible platform for intranet, extranet, and Internet applications, both on premise and in the cloud.

#### What's in it for partners?

- Helps you simplify the way you manage your relationship with Microsoft. A large number of partners have multiple SharePoint-focused competencies today. Merging the competencies will simplify management of that relationship through the Microsoft Partner Network.
- Helps you deliver solutions for your customers that make it easier for people to work together, to think beyond initial collaboration deployments and realize the full business value of their SharePoint investment
- Offers a wealth of program benefits and resources, including the opportunity for a direct relationship with Microsoft.

### REQUIREMENT CHANGES

Effective November 2012

#### Silver competency:

##### **Two MCPs must each pass one of the following exams:**

- Exam 70-573: Microsoft SharePoint 2010, Application Development
- Exam 70-576: Designing and Developing Microsoft SharePoint 2010 Applications
- Exam 70-667: Microsoft SharePoint 2010, Configuring
- Exam 70-668: Microsoft SharePoint 2010, Administrator

#### GOLD competency:

##### **Four unique MCPs must each pass one of the following exams:**

- Exam 70-576: Designing and Developing Microsoft SharePoint 2010 Applications
- Exam 70-668: Microsoft SharePoint 2010, Administrator

or

**have one of the following certifications:**

- MCM: Office SharePoint Server 2010
- MCITP: SharePoint Administrator 2010
- MCPD: SharePoint Developer 2010

Effective February 2013

**SILVER competency:**

**New exam and certification options:**

- Exam 70-667: Microsoft SharePoint 2010, Configuring **or** Exam 70-331: Core Solutions of Microsoft SharePoint Server 2013
- Exam 70-668: Microsoft SharePoint 2010, Administrator **or** Exam 70-332: Advanced Solutions of Microsoft SharePoint Server 2013
- Exam 70-573: TS: Microsoft SharePoint 2010, Application Development **or** Exam 70-488: Developing Microsoft SharePoint Server 2013 Core Solutions
- Exam 70-576: PRO: Designing and Developing Microsoft SharePoint 2010 Applications **or** Exam 70-489: Developing Microsoft SharePoint Server 2013 Advanced Solutions
- MCITP: SharePoint Administrator 2010 **or** MCSE SharePoint
- MCPD: SharePoint Developer 2010 **or** MCSD: SharePoint Applications
- MCM: SharePoint Server 2010 **or** MCSM: SharePoint

**GOLD competency:**

**New exam and certification options:**

- Exam 70-668: Microsoft SharePoint 2010, Administrator **or** Exam 70-332: Advanced Solutions of Microsoft SharePoint Server 2013
- Exam 70-576: PRO: Designing and Developing Microsoft SharePoint 2010 Applications **or** 70-489: Developing Microsoft SharePoint Server 2013 Advanced Solutions
- MCITP: SharePoint Administrator 2010 **or** MCSE SharePoint
- MCPD: SharePoint Developer 2010 **or** MCSD: SharePoint Applications
- MCM: SharePoint Server 2010 **or** MCSM: SharePoint

Note: The 2013 versions of the SharePoint developer exams will be launched in Spring 2014 (exact date to be communicated), but are valid for the competency as soon as they are available.

Effective October 2013

**SILVER and GOLD Competencies**

**Exams to be retired:**

- Exam 70-667: Microsoft SharePoint 2010, Configuring



- Exam 70-668: Microsoft SharePoint 2010, Administrator

### **SILVER competency:**

#### **Two MCPs must each pass one of the following exams**

- Exam 70-331: Core Solutions of Microsoft SharePoint Server 2013
- Exam 70-332: Advanced Solutions of Microsoft SharePoint Server 2013
- Exam 70-488: Developing Microsoft SharePoint Server 2013 Core Solutions
- Exam 70-489: Developing Microsoft SharePoint Server 2013 Advanced Solutions
- Exam 70-573: TS: Microsoft SharePoint 2010, Application Development
- Exam 70-576: PRO: Designing and Developing Microsoft SharePoint 2010 Applications

or

#### **have one of the following certifications:**

- MCSE SharePoint
- MCPD: SharePoint Developer 2010 **or** MCSD: SharePoint Applications
- MCSM: SharePoint

### **GOLD competency:**

#### **Four unique MCPs must each pass two exams:**

##### **Two of the four MCPs must pass both:**

- 70-331: Microsoft SharePoint Server 2013, Core Solutions
- 70-332: Microsoft SharePoint Server 2013, Advanced Solutions

or

##### **have one of the following certifications:**

- MCSE SharePoint
- MCSM: SharePoint

and

##### **Two of the four MCPs must pass both:**

- Exam 70-573: TS: Microsoft SharePoint 2010, Application Development **or** Exam 70-488: Developing Microsoft SharePoint Server 2013 Core Solutions
- Exam 70-576: PRO: Designing and Developing Microsoft SharePoint 2010 Applications **or** Exam 70-489: Developing Microsoft SharePoint Server 2013 Advanced Solutions

or

MCPD: SharePoint Developer 2010 or MCSD: SharePoint Applications

**SILVER and GOLD competencies:**

**An application track will be added to the Collaboration and Content competency in October 2013.**

Note: The 2010 versions of the SharePoint developer exams will be retired in Spring 2014 (exact date to be communicated).

## Communications Competency Changes

### REQUIREMENT CHANGES

Effective November 2012

#### **SILVER and GOLD competency:**

##### **New exam and certification options (for all tracks):**

- Exam 70-664: TS: Microsoft Lync Server 2010, Configuring **or** Exam 70-336: Core Solutions of Microsoft Lync Server 2013
- Exam 70-665: PRO: Microsoft Lync Server 2010, Administrating **or** Exam 70-337: Enterprise Voice & Online Services with Microsoft Lync Server 2013
- MCITP: Lync Server Administrator 2010 **or** MCSE: Communication
- MCM: Microsoft Lync Server 2010 **or** MCSM: Communication

Effective October 2013

#### **SILVER and GOLD Competencies**

##### **Exams to be retired:**

- Microsoft Lync 2010 exams will be retired effective October 2013.

#### **SILVER competency (System Integrator track):**

##### **New exam requirements:**

##### **Two MCPs must each pass both of the following exams:**

- Exam 70-336: Core Solutions of Microsoft Lync Server 2013
- Exam 70-337: Enterprise Voice & Online Services with Microsoft Lync Server 2013

or

##### **have one of the following certifications:**

- MCSE: Communication
- MCSM: Communication

#### **SILVER competency (ISV and IHV track):**

##### **New exam requirements:**

##### **One MCP must pass both exams:**

- Exam 70-336: Core Solutions of Microsoft Lync Server 2013
- Exam 70-337: Enterprise Voice & Online Services with Microsoft Lync Server 2013

or

##### **have one of the following certifications:**

- MCSE: Communication

- MCSM: Communication

### **GOLD competency (System Integrator track):**

#### **New exam requirements:**

#### ***Four unique MCPs must each pass both of the following exams:***

- Exam 70-336: Core Solutions of Microsoft Lync Server 2013
- Exam 70-337: Enterprise Voice & Online Services with Microsoft Lync Server 2013

or

#### ***have one of the following certifications:***

- MCSE: Communication
- MCSM: Communication Solutions Master

### **GOLD competency (ISV/IHV track):**

#### **New exam requirements:**

#### ***Two unique MCPs must each pass both of the following exams:***

- Exam 70-336: Core Solutions of Microsoft Lync Server 2013
- Exam 70-337: Enterprise Voice & Online Services with Microsoft Lync Server 2013

or

#### ***have one of the following certifications:***

- MCSE: Communication
- MCSM: Communication

## Customer Relationship Management Competency Changes

Effective November 2012

### **Silver and gold competencies:**

**The following exams were retired from the silver and gold competencies:**

#### **List 1**

- Exam MB2-631: Microsoft Dynamics CRM 4.0 Customization and Configuration

#### **List 2**

- Exam MB2-632: Microsoft Dynamics CRM 4.0 Applications

#### **List 3**

- Exam MB2-633: Microsoft Dynamics CRM 4.0 Installation and Deployment

### **New exam requirements:**

- Microsoft Dynamics CRM 2011 exams were required effective November 2012.

## Data Platform Competency Changes

### **STRUCTURAL CHANGES**

#### **What is changing?**

Successful completion of SQL Server 2012 related exams or application tests now can satisfy requirements for the Data Platform competency.

#### **Why?**

SQL Server 2012 provides customers with a comprehensive integrated database server and information platform that offers a complete set of enterprise-ready technologies and tools that help people gain the most value from information at the lowest total-cost-of-ownership. These requirement changes enable partners to build the skills necessary to deliver those solutions.

#### **What's in it for partners?**

Partners acquire the latest sales and technology information required to grow and drive their SQL Server 2012 business.

### **REQUIREMENT CHANGES**

Effective August 2012

#### **SILVER and GOLD competencies**

##### **New application tests:**

- Silver SQL Server 2012 Platform Ready application test
- Gold SQL Server 2012 Platform Ready application test

#### **SILVER competency:**

##### **New application test requirements:**

- Silver SQL Server 2012 Platform Ready application test

##### **Other application test available for this competency:**

- SQL Server 2008 R2 Platform Ready (Will be retired in October 2013. Previously communicated to be retired May 2013.)

#### **GOLD competency:**

##### **New application test requirements:**

- Gold SQL Server 2012 Platform Ready application test

##### **Other application tests available for this competency:**

- SQL Server 2008 R2 Platform Ready application test (Will be retired in October 2013. Previously communicated to be retired May 2013.)

- Certified for Windows Server 2008 R2 (Will be retired in October 2013. Previously communicated to be retired May 2013.)

Effective October 2013

### **SILVER and GOLD competencies**

#### **Exams and certifications to be retired:**

- All exams and certifications related to SQL Server 2008 will be retired from the Data Platform competency requirements. (Previously communicated to be retired May 2013.) Only exams and certifications related to SQL Server 2012 will remain valid for earning the competency.

#### **Application tests to be retired:**

- All application tests related to SQL Server 2008 will be retired and only the SQL Server 2012-related application tests (for silver and gold competencies) will remain valid for earning the Data Platform competency. (Previously communicated to be retired May 2013.)

### **SILVER competency:**

#### **New exam requirements**

#### ***Two MCPs must each pass one of the following exams:***

- Exam 70-461: Querying Microsoft SQL Server 2012
- Exam 70-462: Administering a Microsoft SQL Server 2012 database
- Exam 70-463: Implementing Data Warehouses with Microsoft SQL Server 2012
- Exam 70-464: Developing Microsoft SQL Server 2012 Databases
- Exam 70-465: Designing Database Solutions for Microsoft SQL Server 2012

#### **New application test requirements:**

- Silver SQL Server 2012 Platform Ready application test

### **GOLD competency:**

#### **New exam requirements**

#### ***Two unique MCPs must each have the following certification:***

- SQL Server 2012—MCSE Data Platform certification

#### ***Two other unique MCPs must each pass the two following exams:***

- 70-464: Developing Databases
- 70-465: Designing Database Solutions

#### **New application test requirements:**

- Gold SQL Server 2012 Platform Ready application test

## Devices and Deployment

(The Desktop competency became the Devices and Deployment Competency effective November 2012.)

### STRUCTURAL CHANGES

#### What is changing?

In November 2012 the Desktop competency was updated to be named Devices and Deployment. New sales and technical training focused on Windows 8, new Office, devices, Windows Intune, and Microsoft System Center 2012, is available to prepare your organization.

#### Why?

Device proliferation, with users having broad access to consumer devices at home, leads to higher user expectations of technology at work. Our goal is to embrace these trends but also to ensure that the environment remains secure and well managed. The new name and focus better aligns with the full range of scenarios that partners will support.

#### What's in it for partners?

- A competitive advantage and new revenue opportunities as you enable the next level of user productivity with Windows 8 and new Office.
- Access to new sales and technical training focused on Windows 8, new Office, devices, Windows Intune and Microsoft System Center 2012; incentives, and a variety of technical resources to help you get ahead.

### REQUIREMENT CHANGES

Effective February 2013

#### SILVER competency:

##### New exam requirements

##### **Two MCPs must each pass:**

- Exam 70-681: Windows 7, Deploying Windows and Office 2010

or

##### **Two MCPs must each pass:**

- Exam 70-688: Managing and Maintaining Windows 8 **or** Exam 70-689 Upgrading Your Skills to MCSA: Windows 8

and

- Windows 8 and new Office focused enterprise deployment technical assessment (available March 2013)

**NOTE:** Due to the delay in the availability of the Windows 8 and new Office focused enterprise deployment technical assessment, with localized versions, partners can qualify for the Silver competency with Exam 70-688 or exam 70-689 only, until October 2013. Effective October 2013,



all partners must have also passed the **Windows 8 and Office 2013 focused enterprise deployment exam** to stay active in the competency.

### **GOLD competency:**

#### **Four unique MCPs must each pass:**

- MCITP: Enterprise Desktop Administrator 7 certification **or** MCSE: Desktop Infrastructure certification

and

- Exam 70-681: Windows 7, Deploying Windows and Office 2010

or

#### **Four unique MCPs must pass:**

- Exam 70-415: Implementing a Desktop Infrastructure
- Exam 70-688: Managing and Maintaining Windows 8 **or** Exam 70-689 Upgrading Your Skills to MCSA: Windows 8
- Windows 8 and Office 2013 focused enterprise deployment technical assessment (available March 2013)

**NOTE:** Given the delay in availability for the Windows 8 and new Office focused enterprise deployment technical assessment, until October 2013 partners can qualify for the competency with two exams:

- Exam 70-415
- Exam 70-688 **or** Exam 70-689

**Effective October 2013**, all partners must have also passed the **Windows 8 and new Office focused enterprise deployment exam** to stay active in the competency.

Effective February 2014

#### **Exams to be retired:**

### **SILVER Competency**

- Exam 70-681: TS: Windows 7 and Office 2010, Deploying

### **GOLD Competency**

- Exam 70-681: TS: Windows 7 and Office 2010, Deploying
- MCITP: Enterprise Desktop Administrator 7 certification

## Digital Marketing Competency Changes

### STRUCTURAL CHANGES

#### What's changing?

Microsoft has re-launched the **Digital Marketing competency**, which was made available to partners starting mid-November 2012. The Digital Marketing competency has evolved from focusing solely on SharePoint solutions to including all Microsoft digital marketing and advertising solutions. This change enables your organization to take advantage of our entire portfolio and meet customers' online marketing needs.

All partners in the existing Digital Marketing competency were moved to the Collaboration and Content competency. If you were active in the Digital Marketing competency before the merger and would like to be part of both the Collaboration and Content and the re-launched Digital Marketing competency, please contact your local [Regional Service Center](#) (RSC) and they will facilitate the change. You have until your next anniversary date to meet the new Digital Marketing requirements.

#### Why?

Digital marketing and advertising is a rapidly growing market with an increased need for partners and agencies to help customers with their marketing needs. The changes in this competency ensure full alignment of Microsoft digital marketing and advertising solutions with the Microsoft Partner Network and with the Digital Marketing competency.

#### What's in it for partners?

- Specific resources focused on the digital marketing space to grow and develop this important area of the partner business
- Growth potential for current advertising partners through access to this engagement framework
- Expanded solution offerings for current Microsoft Partner Network partners in this growing digital advertising space.
- Bing advertising credits to run search advertising campaigns free of charge on Bing and our partner Yahoo! (through Microsoft adCenter) in markets where available.
- Access to training and support to maximize the benefits of the program

### BENEFIT ADDITION

Effective November 2012

#### SILVER and GOLD competencies

##### New benefit:

- [Bing Ads credits](#) that allow partners or one of their customers to run search advertising campaigns free of charge on the Bing Yahoo! Bing Network in markets where available. (Effective November 2012. Delivered to partners March 2013.)

## REQUIREMENT CHANGES

Effective November 2012

### **New sales assessment:**

Partners new to this competency will be required to pass a new Digital Marketing sales assessment.

### **New exam requirements:**

#### **SILVER competency:**

##### ***Two individuals must each pass***

- The [Bing Ads Accredited Professional exam](#)

and

##### ***The same two individuals must each pass one of the following:***

- [Bing Ads API assessment](#) [available in the Partner Learning Center (PLC)]
- [Bing SEO assessment](#) (available in the PLC)
- [Exam 70-480](#): Programming in HTML5 with JavaScript and CSS3
- Exam 70-573: TS: Microsoft SharePoint 2010, Application Development

#### **GOLD competency:**

##### ***Four unique individuals must each pass:***

- The [Bing Ads Accredited Professional exam](#)

and

##### ***The same four unique individuals must each pass one of the following:***

- [Bing Ads API assessment](#) [available in the Partner Learning Center (PLC)]
- [Bing SEO assessment](#) (available in the PLC)
- [Exam 70-480](#): Programming in HTML5 with JavaScript and CSS3
- Exam 70-481: Essentials of Developing Windows Store Apps Using HTML5 and JavaScript
- Exam 70-486: Developing ASP.Net MVC 4 Web Applications
- Exam 70-573: TS: Microsoft SharePoint 2010, Application Development

**In markets where Bing advertising is not yet available, partners can qualify with the following exams:**

#### **SILVER competency:**

##### ***Two individuals must each pass two of the following:***

- Bing SEO assessment
- Exam 70-480: Programming in HTML5 with JavaScript and CSS3
- Exam 70-573: TS: Microsoft SharePoint 2010, Application Development

## **GOLD competency:**

**Four unique individuals must each pass two of the following:**

- [Bing SEO assessment](#)
- [Exam 70-480](#): Programming in HTML5 with JavaScript and CSS3
- Exam 70-481: Essentials of Developing Windows Store Apps Using HTML5 and JavaScript
- Exam 70-486: Developing ASP.Net MVC 4 Web Applications
- Exam 70-573: TS: Microsoft SharePoint 2010, Application Development

## **Customer References**

The required number of customer references submitted for the Silver and Gold Digital Marketing competency must focus on solutions that use one or more of the following Microsoft technologies:

- Bing Ads API
- Bing Ads search advertising
- Bing business listings
- Bing search API
- Bing Webmaster Tools
- Microsoft Advertising Exchange
- Microsoft SharePoint 2010 for Internet Sites

## Enterprise Resource Planning Competency Changes

### REQUIREMENT CHANGES

Effective November 2012

#### **SILVER and GOLD competencies:**

##### **Microsoft Dynamics AX (Option 1)**

###### **New exam requirement:**

- Exam 70-573: Microsoft SharePoint 2010, Application Development (Previously communicated as effective May 2012.)

###### **The following exams for silver and gold competencies have been retired:**

- Exam MB6-817: Trade and Logistics in Microsoft Dynamics AX 2009
- Exam MB6-818: Financials in Microsoft Dynamics AX 2009
- Exam MB6-819: Development Introduction in Microsoft Dynamics AX 2009
- Exam MB6-820: Installation and Configuration in Microsoft Dynamics AX 2009

**Note:** The Microsoft Dynamics AX 2009 exams were retired effective November 2012. Your company must employ or contract with MCPs who have passed the Microsoft Dynamics AX 2012 exams prior to your first renewal date after November 2012.

##### **Microsoft Dynamics C5 (Option 6 - Denmark and Iceland only)**

- Exam MB5-856: Microsoft Dynamics C5 2010 Application Consultant is the only required and valid exam for the C5 option.

###### **The following Dynamics application tests are valid:**

- Software Solution Test for Microsoft Dynamics AX 2012
- Software Solution Test for Microsoft Dynamics GP 2010 R2 (valid until May 2013)
- Microsoft Dynamics GP 2013
- Software Solution Test for Microsoft Dynamics NAV 2009 R2 (valid until May 2013)
- Software Solution Test for Microsoft Dynamics NAV 2013
- Software Solution Test for Microsoft Dynamics SL 7.0

Effective 2013 (Various dates)

#### **SILVER and GOLD competencies:**

##### **Microsoft Dynamics AX (Option 1)**

###### **The following optional exam has been added:**

- Exam 70-488: Developing Microsoft SharePoint Server 2013 Core Solutions

### Microsoft Dynamics GP (Option 2)

**The following optional exams will be valid when they are available:**

- Exam MB3-701 Microsoft Dynamics GP 2013 Financials (available June 2013)
- Exam MB3-700 Microsoft Dynamics GP 2013 Installation & Configuration (available March 2013)

### Microsoft Dynamics Nav (Option 3)

**The following optional exams have been added:**

- Microsoft Dynamics NAV 2013 C/Side Development
- Exam MB7-701 Microsoft Dynamics NAV 2013 Core Setup and Finance
- Exam MB7-700 Microsoft Dynamics NAV 2013 Installation & Configuration

### Microsoft Dynamics C5 (Option 6 - Denmark and Iceland only)

- Exam MB5-856: Microsoft Dynamics C5 2010 Application Consultant is the only required and valid exam for the C5 option.

**The following Dynamics application tests are valid:**

- Software Solution Test for Microsoft Dynamics AX 2012
- Software Solution Test for Microsoft Dynamics GP 2010 R2 (valid until October 2013)
- Microsoft Dynamics GP 2013
- Software Solution Test for Microsoft Dynamics NAV 2009 R2 (valid until October 2013)
- Software Solution Test for Microsoft Dynamics NAV 2013
- Software Solution Test for Microsoft Dynamics SL 7.0

Effective October 2013

### SILVER and GOLD competencies:

#### Microsoft Dynamics AX (Option 1)

**Exams to be retired:**

- Exam 70-432: TS: Microsoft SQL Server 2008 Implementation and Maintenance. (Previously communicated to be retired May 2013.)

**New exam requirement:**

- Exam 70-462: Administering Microsoft SQL Server 2012 Databases

#### Microsoft Dynamics GP (Option 2)

**Exams to be retired:**

- Exam 70-432: TS: Microsoft SQL Server 2008 Implementation and Maintenance (Previously communicated to be retired May 2013.)

**New exam requirement:**

- Exam 70-462: Administering Microsoft SQL Server 2012 Databases

**Microsoft Dynamics Nav (Option 3)**

**Exams to be retired:**

- All Microsoft Dynamics NAV 2009 exams will be retired effective October 2013. Your company must employ or contract with MCPs who have passed the Microsoft Dynamics NAV 2013 exams prior to your first renewal date after October 2013
- Exam 70-432: TS: Microsoft SQL Server 2008 Implementation and Maintenance (Previously communicated to be retired May 2013.)

**New exam requirement:**

- Exam 70-462: Administering Microsoft SQL Server 2012 Databases

**Microsoft Dynamics SL (Option 5)**

**Exam to be retired:**

- Exam 70-432: TS: Microsoft SQL Server 2008 Implementation and Maintenance (Previously communicated to be retired May 2013.)

**New exam requirement:**

- Exam 70-462: Administering Microsoft SQL Server 2012 Databases

## Hosting Competency Changes

### STRUCTURAL CHANGES

#### What is changing?

Microsoft is focusing the Hosting competency on Microsoft Infrastructure solutions. A private cloud sales assessment has been added as a requirement for training the partner's sales force.

#### Why?

Microsoft Infrastructure solutions are the foundation for an optimized hosting architecture on which all application components can rely. The new competency requirements require hosting partners to focus their expertise in both selling and delivering Microsoft Infrastructure solutions based on Windows Server and System Center in a private, hybrid, or public cloud approach.

#### What's in it for Partners

Helps partners who sell and deliver Microsoft state-of-the-art infrastructure architecture gain expertise and be recognized for selling and delivering services with the right level of quality, SLA, and costs. It relies first on a solid agile infrastructure.

### REQUIREMENT CHANGES

Effective November 2012

#### SILVER Competency:

Partners with a silver competency should demonstrate a level of expertise in the infrastructure layer. To achieve that, the silver competency will exclusively require exams on Windows Server and System Center. All other exams will be retired.

#### Retired exams:

- Exam 70-351: Microsoft Internet Security and Acceleration (ISA) Server 2006, Configuring
- Exam 70-451: Designing Database Solutions and Data Access Using Microsoft SQL Server 2008
- Exam 70-452: Designing a Business Intelligence Infrastructure Using Microsoft SQL Server 2008
- Exam 70-454: UPGRADE: Transition your MCITP Database Developer Skills to MCITP Database Developer 2008
- Exam 70-455: UPGRADE: Transition your MCITP Business Intelligence Developer Skills to MCITP Business Intelligence Developer 2008
- Exam 70-573: Office SharePoint Server, Application Development
- Exam 70-576: Designing and Developing Microsoft SharePoint Server 2010 Applications
- Exam 70-631: Windows SharePoint Services 3.0, Configuring
- Exam 70-658: System Center Data Protection Manager 2007, Configuring
- Exam 70-662: Microsoft Exchange Server 2010, Configuring
- Exam 70-663: Designing and Deploying Messaging Solutions with Microsoft Exchange Server 2010
- Exam 70-664: Microsoft Lync Server 2010, Configuring



- Exam 70-665: Microsoft Lync Server 2010, Administrator
- Exam 70-667: SharePoint Server 2010, Configuring
- Exam 70-668: SharePoint Server 2010, Administrator
- Exam MB2-631: Microsoft Dynamics CRM 4.0 Customization and Configuration
- Exam MB2-632: Microsoft Dynamics CRM 4.0 Applications
- Exam MB2-633: Microsoft Dynamics CRM 4.0 Installation and Deployment
- Exam MB2-634: Microsoft Dynamics CRM 4.0 Extending Microsoft Dynamics

**Valid exams:**

- Exam 70-410: Installing and Configuring Windows Server 2012
- Exam 70-411: Administering Windows Server 2012
- Exam 70-412: Configuring Advanced Windows Server 2012 Services
- Exam 70-413: Designing & Implementing a Server Infrastructure
- Exam 70-414: Implementing an Advanced Server Infrastructure
- Exam 70-417: Upgrading your skills to MCSA Windows Server 2012
- Exam 70-246: System Center 2012 Monitor and Operate
- Exam 70-247: System Center 2012 Configure and Deploy
- Exam 70-642: Windows Server 2008 Network Infrastructure, Configuring
- Exam 70-643: Windows Server 2008 Applications Infrastructure, Configuring
- Exam 70-646: Windows Server 2008, Server Administrator
- Exam 70-647: Windows Server 2008, Enterprise Administrator
- Exam 70-648: Upgrading your MCSA on Windows Server 2003 to Windows Server 2008, Technology Specialist
- Exam 70-649: Upgrading Your MCSE on Windows Server 2003 to Windows Server 2008, Technology Specialist
- Exam 70-659: Windows Server 2008 R2, Server Virtualization
- Exam 74-679: Windows Server 2008 Hosting, Configuring
- Exam 74-693: Windows Server 2008 R2, Virtualization Administrator

**New sales and marketing assessment:**

- One individual must pass the Private Cloud Sales and Marketing Assessment

**GOLD competency:**

Partners with a gold competency should demonstrate an extended level of expertise in server and infrastructure management. That is why we are raising the required number of individuals who must demonstrate this expertise.

**Certification requirement changes:**

- The number of individuals required to earn a certification from List 1 (infrastructure certifications) will be raised from one to **two**.
- The number of individuals required to earn a certification from List 2 (application certifications) will be decreased from three to **two**.

### **Certifications in List 1**

- MCITP: Server Administrator
- MCITP: Enterprise Administrator
- MCITP: Windows Server 2008 R2, Virtualization Administrator
- MCM: Windows Server 2008 Directory
- MCA: Windows Server Directory 2008
- MCSE: Private Cloud
- MCSE: Windows Server Infrastructure

### **Certifications in List 2:**

- MCITP: Database Developer 2008
- MCITP: Database Administrator 2008
- MCSE: Data Platform
- MCITP: Business Intelligence Developer 2008
- MCSE: Business Intelligence
- MCITP: Enterprise Messaging Administrator 2010
- MCITP: Lync Server Administrator 2010
- MCM: SQL Server 2008
- MCM: Microsoft Lync Server 2010
- MCM: SharePoint Server 2010
- MCA: SharePoint Server 2010
- MCA: SQL Server 2008
- MCM: Exchange Server 2010
- MCA: Exchange Server 2010

### **New sales and marketing assessment:**

#### ***Two unique individuals must each pass:***

- The Private Cloud Sales and Marketing Assessment

Effective October 2013

### **SILVER and GOLD competencies**

#### **Exams and certifications to be retired:**

- All exams and certifications related to SQL Server 2008 and Windows Server 2008 will be retired from the Data Platform competency requirements. (Previously communicated to be retired May 2013.) Only the exams and certifications related to SQL Server 2012 and Windows Server 2012 will remain valid for earning the competency.

### **SILVER Competency:**

#### **Valid exams:**

- Exam 70-410: Installing and Configuring Windows Server 2012

- Exam 70-411: Administering Windows Server 2012
- Exam 70-412: Configuring Advanced Windows Server 2012 Services
- Exam 70-413: Designing & Implementing a Server Infrastructure
- Exam 70-414: Implementing an Advanced Server Infrastructure
- Exam 70-417: Upgrading your skills to MCSA Windows Server 2012
- Exam 70-246: System Center 2012 Monitor and Operate
- Exam 70-247: System Center 2012 Configure and Deploy

### **GOLD Competency:**

#### **Required certifications:**

#### ***Two unique MCPs must have one of the following certifications:***

- MCSE: Private Cloud
- MCSE: Windows Server Infrastructure

#### ***Two unique MCPs must have one of the following certifications:***

- MCSE: Data Platform
- MCSE: Business Intelligence
- MCITP: Enterprise Messaging Administrator 2010
- MCITP: Lync Server Administrator 2010
- MCM: Microsoft Lync Server 2010
- MCM: SharePoint Server 2010
- MCA: SharePoint Server 2010
- MCM: Exchange Server 2010
- MCA: Exchange Server 2010

## Identity and Access Competency Changes

(Name changed to Identity and Access competency in November 2012)

### STRUCTURAL CHANGES

#### What has changed?

As of November 2012 the competency name changed to the Identity and Access competency, which covers the following scenarios and workloads:

- On-Premises Identity and Access Management
- Office 365 Identity Integration
- Azure Identity
- B2B Identity Integration

#### Why?

Security is still critical, but basic security features—antivirus and malware protection—are now commodity features embedded in main workloads. Value-added services opportunities for our partners are limited. The new area of opportunity is in the need to identify and grant access to users where and when they need it. Renaming the competency addresses this important customer need more directly.

As organizations continue to move to cloud-based solutions at a rapid pace, integrated identity solutions will enable seamless single sign-on between on-premises and cloud applications, and provide enhanced security and compliance through automated, policy-driven identity management and self service capabilities.

#### What's in it for partners?

The new competency name and broader requirements better align with customer solution needs. It focuses on the high value-added services that are required to manage the identity and the access of all enterprise users to the IT system (on premise or in the cloud).

### REQUIREMENT CHANGES

Effective November 2012

#### SILVER competency:

##### New optional exams:

- Exam 70-321: Deploying Office 365
- Exam 70-412 Configuring Advanced Windows Server 2012 Services
- Exam 70-413 Designing and Implementing a Server Infrastructure
- Exam 70-414 Implementing an Advanced Server Infrastructure

##### New exam requirements:

##### **One MCP must pass one of the following:**

- Exam 70-158 Forefront Identity Manager, Configuring
- Exam 70-321: Deploying Office 365

**Another MCP must pass one of the following:**

- Exam 70-412 Configuring Advanced Windows Server 2012 Services
- Exam 70-413 Designing and Implementing a Server Infrastructure
- Exam 70-640: Windows Server 2008 Active Directory, Configuring
- Exam 70-162: Forefront Security for Endpoints & Applications, Configuring (To be retired in October 2013)

and

**The two above MCPs must each pass:**

- Exam 70-414 Implementing an Advanced Server Infrastructure (optional in November; required in May 2013)

**Note:** Exam 70-162 Forefront Security for Endpoints & Applications, Configuring will be retired in October 2013.

**GOLD competency:**

**New optional exam and certification:**

- Exam 70-321: Deploying Office 365
- MCSE: Server Infrastructure

**New exam/certification requirements**

Option 1:

**Four unique MCPs must each pass one of these exams:**

- Exam 70-647: WS 2008, Enterprise Administrator
- Exam 70-646: WS 2008, Server Administrator

or

**have one of the following certifications:**

- Certified Information Systems Security Professional (CISSP)
- Systems Security Certified Practitioner (SSCP)
- Competitive Access Provider (CAP)
- Certified Information Systems Auditor (CISA)
- Certified Information Security Manager (CISM)
- Certified in the Governance of Enterprise IT (CGEIT)

**In addition, two of the four MCPs must each pass the following exam:**

- Exam 70-158: Forefront Identity Management, Configuring

**The other two MCPs must each pass one of the following exams:**

- Exam 70-162: Forefront Security for Endpoints & Applications, Configuring (retired October 2013)
- Exam 70-640: Windows Server 2008 Active Directory, Configuring

Option 2:

**Four unique MCPs must each pass one of the following exams or certifications:**

- MCSE: Server Infrastructure
- Certified Information Systems Security Professional (CISSP)
- Systems Security Certified Practitioner (SSCP)
- Competitive Access Provider (CAP)
- Certified Information Systems Auditor (CISA)
- Certified Information Security Manager (CISM)
- Certified in the Governance of Enterprise IT (CGEIT)

**In addition, two of the four MCPs must each pass the following exam:**

- Exam 70-158: Forefront Identity Management, Configuring

**The other two MCPs must each pass one of the following exams:**

- Exam 70-321: Deploying Office 365

**SILVER and GOLD competencies:**

**Customer reference requirements:**

Submit three (silver competency) or five (gold competency) customer references that showcase the design and implementation of a solution using:

- Windows Server Active Directory
  - Windows Active Directory Federation Services
  - Windows Active Directory Domain Services
  - Windows Active Directory Certificate Services
  - Windows Active Directory Lightweight Directory Services
  - Windows Active Directory Rights Management Services
- Forefront Identity Manager
  - Microsoft BHOLD Suite
- Windows Azure Active Directory Services

Each reference must detail a project that your organization has completed within the past 12 months and that can be verified with your customer.

## Independent Software Vendor Competency Changes

### STRUCTURAL CHANGES

In mid-November 2012 the Independent Software Vendor competency merged with Software Development and Web Development competencies to form the Application Development competency.

For information about this new Application Development competency, please refer to the ISV competency page on the Microsoft Partner Network portal or to the Application Development [competency guide](#).

## Learning Competency Changes

### REQUIREMENT CHANGES

Effective May 2012

#### **SILVER competency:**

The Learning competency is implementing a new Business Assessment requirement for partners enrolling in the Silver Learning competency for the first time. (This also applies to those who have acquired it in the past, but have lost it and are re-enrolling after the required 90-day waiting period.) This requirement is important to ensure that Learning competency partners have:

- A proven investment in the training industry
- The ability to deliver flexible, solutions-based customized training on Microsoft technologies
- Proven expertise in offering skills assessment, individual and organizational training plan development, instructor-led and online technical training, exam preparation services, and post-training services that establish ongoing, long-term customer relationships.

Contact your [local RSC](#) to learn more and access the template that needs to be completed.

Effective November 2012

#### **GOLD competency:**

##### **New exam requirements:**

***One of the four Microsoft Certified Trainers (MCTs) must pass one of the following exams:***

- Exam 70-583: Designing and Developing Windows Azure Applications
- Exam 70-246: Monitoring and Operating a Private Cloud with System Center 2012
- Exam 70-247: Configuring and Deploying a Private Cloud with System Center 2012

## Management and Virtualization Competency Changes

### STRUCTURAL CHANGES

#### What is changing?

In October 2013, all exams related to System Center 2007 and Windows Server 2008 will be retired. Exam requirements will be based entirely on System Center 2012 exams.

#### Why?

This change aligns with the MPN policy of keeping previous exams valid for one year after the release of new exams. This policy gives partners enough time to update their expertise while ensuring that competency partners stay current on the latest Microsoft technologies

#### What's in it for partners?

In order to maintain their competitiveness in an evolving market, partners have to train and stay current on the latest Microsoft versions. The Microsoft competencies showcase this level of expertise

### REQUIREMENT CHANGES

Effective October 2013

#### SILVER competency:

##### **New pre-sales technical assessment requirements:**

This pre-sales technical assessment is tailored specifically to the Management and Virtualization competency.

Your company must employ or contract with one person in a pre-sales technical role who has passed this assessment. The person who passes the pre-sales technical assessment is also qualified for the Pre-sales Technical Specialist badge and a special recognition certificate.

##### **New exam requirements:**

##### ***One MCP must pass the following exam:***

- [Exam 70-246](#): Monitoring and Operating a Private Cloud with System Center 2012

and

##### ***Another MCP must pass the following exam:***

- [Exam 70-247](#): Configuring and Deploying a Private Cloud with System Center 2012

#### GOLD competency

##### **New pre-sales technical assessment requirements:**

This pre-sales technical assessment is tailored specifically to the Management and Virtualization competency.



Your company must employ or contract with one unique person in a pre-sales technical role who has passed this assessment. The person who passes the pre-sales technical assessment is also qualified for the Pre-sales Technical Specialist badge and a special recognition certificate.

**New exam and certification requirements:**

***Two unique MCPs must each pass both of the following exams:***

- [Exam 70-246](#): Monitoring and Operating a Private Cloud with System Center 2012
- [Exam 70-247](#): Configuring and Deploying a Private Cloud with System Center 2012

and

***Two unique MCPs must each have:***

- [MCSE Private Cloud](#) certification

## Messaging Competency Changes

### REQUIREMENT CHANGES

Effective February 2013

#### **SILVER and GOLD competencies:**

##### **New optional exams:**

The following exams are being added as options for both silver and gold competencies:

- Exam 70-662: TS: Configuring Microsoft Exchange 2010 **or** Exam 70-341: Core Solutions of Microsoft Exchange Server 2013
- Exam 70-663: PRO: Designing and Deploying Messaging Solutions with Microsoft Exchange Server 2010 **or** Exam 70-342: Advanced Solutions of Microsoft Exchange Server 2013

##### **New optional certifications:**

- MCITP: Enterprise Messaging Administrator on Exchange 2010 **or** MCSE: Messaging
- MCM: Microsoft Exchange Server 2010 **or** MCSM: Messaging

Effective October 2013

#### **SILVER and GOLD competencies:**

##### **Retired exams:**

- All Microsoft Exchange 2010 exams will be retired effective October 2013.

##### **New exam requirements:**

***Two MCPs (silver) or four unique MCPs (gold) must each pass both of the following exams:***

- Exam 70-341: Core Solutions of Microsoft Exchange Server 2013
- Exam 70-342: Advanced Solutions of Microsoft Exchange Server 2013

or

***have one of the following certifications:***

- MCSE: Messaging
- MCSM: Messaging

## Midmarket Solution Provider Competency Changes

### **REQUIREMENT CHANGES**

Effective November 2012

#### **SILVER and GOLD competencies:**

##### **New optional exams:**

The following Windows 8, Windows Server 2012, and Dynamics CRM exams have been added for both silver and gold competencies:

- Exam 70-687: Configuring Windows 8
- Exam 70-410 Installing and Configuring Windows Server 2012
- Exam 70-411 Administering Windows Server 2012
- Exam 70-417 Upgrading Your Skills to MCSA Windows Server 2012
- Exam MB2-866: Microsoft Dynamics CRM 2011 Customization and Configuration

#### **SILVER competency:**

##### **Retired exams:**

- Exam 70-557: Microsoft Forefront Client and Server, Configuring
- Exam 70-652: Windows Server Virtualization, Configuring

**Customer References can now feature the implementation, deployment, customization, or maintenance of the following additional products:**

- Microsoft Lync Server
- Microsoft Office
- Windows

Effective February 2013

#### **SILVER and GOLD competencies:**

##### **New optional exams:**

The following exams are being added as options for both silver and gold competencies:

- Exam 70-457: Transition your MCTS on SQL Server 2008 to MCSA: SQL Server 2012 -Part 1
- Exam 70-458: Transition your MCTS on SQL Server 2008 to MCSA: SQL Server 2012 -Part 2
- Exam 70-689: Upgrading Your Skills to MCSA Windows 8

Effective May 2013

**New optional exams:**

**SILVER and GOLD competencies:**

- Exam 70-331: Core Solutions of Microsoft SharePoint Server 2013
- Exam 70-336: Core Solutions of Microsoft Lync Server 2013
- Exam 70-341: Core Solutions of Microsoft Exchange Server 2013
- Exam 70-688: Managing and Maintaining Windows 8

Effective October 2013

**SILVER Competency**

**Exams to be retired:**

- [Exam 70-448](#): TS: Microsoft SQL Server 2008, Business Intelligence Development and Maintenance (previously communicated to be retired in May 2013)
- [Exam 70-455](#): Upgrade: Transition Your MCITP SQL Server 2005 Developer Skills to MCITP SQL Server 2008 BI Developer (previously communicated to be retired in May 2013)
- [Exam 70-515](#): TS: Web Applications Development with Microsoft .NET Framework 4
- [Exam 70-523](#): Upgrade: Transition Your MCPD .NET Framework 3.5 Web Developer Skills to MCPD .NET Framework 4.0 Web Developer
- [Exam 70-662](#): TS: Microsoft Exchange Server 2010, Configuring
- [Exam 70-664](#): TS: Microsoft Lync Server 2010, Configuring
- Exam 70-667: Microsoft SharePoint 2010, Configuring
- All Windows Server 2008 exams as communicated previously on the Microsoft Partner Network Portal

**GOLD Competency**

**Exams to be retired:**

- [Exam 70-662](#): TS: Microsoft Exchange Server 2010, Configuring
- [Exam 70-664](#): TS: Microsoft Lync Server 2010, Configuring
- Exam 70-667: Microsoft SharePoint 2010, Configuring
- All Windows Server 2008 exams as communicated previously on the Microsoft Partner Network Portal

Effective February 2014

**Exams to be retired:**

**SILVER Competency**

- [Exam 70-680](#): TS: Windows 7, Configuring

## **GOLD Competency**

- [Exam 70-680](#): TS: Windows 7, Configuring
- [Exam 70-681](#): TS: Windows 7 and Office 2010, Deploying

## Mobility Competency Changes

### **REQUIREMENT CHANGES**

Effective November 2012

#### **SILVER competency:**

##### **New optional exams:**

The following exams are being added as options:

- Exam 70-243: Administering and Deploying System Center 2012 Configuration Manager
- Exam 70-480- Programming in HTML5 with JavaScript and CSS3

#### **GOLD competency:**

##### **New optional certifications:**

The following certifications are being added to the gold competency as options:

- MCSD: Web Applications
- MCSD: Windows Style Apps using HTML 5
- MCPD: Windows Phone Developer

Effective February 2013

#### **SILVER competency:**

##### **New optional exam:**

- Exam 70-483 Programming in C#

#### **GOLD competency:**

##### **New optional certification:**

- MCSD Windows Store Apps

## OEM Competency Changes

### **REQUIREMENT CHANGES**

Effective November 2012

#### **SILVER and GOLD competencies:**

##### **New optional exams:**

- 70-687 Configuring Windows 8
- 70-688 Managing and Maintaining Windows 8
- 70-689 Upgrading Your Skills to MCSA Windows 8
- 70-410 Installing and Configuring Windows Server 2012
- 70-411 Administering Windows Server 2012
- 70-412 Configuring Advanced Windows Server 2012 Services
- 70-413 Designing and Implementing a Server Infrastructure

Effective July 2013

#### **SILVER and GOLD competencies:**

##### **New optional exams:**

- Exam 74-324: Administering Office 365 for Small Business
- Exam 74-697 OEM Pre-Installation (available July 2013)

Effective October 2013

#### **SILVER and GOLD competencies**

##### **Exams to be retired:**

- 70-635 Microsoft Deployment Toolkit 2008 Desktop Deployment
- 70-682 Upgrading to Windows 7 MCITP Enterprise Desktop Support Technician
- 70-681 Windows 7 and Office 2010 Deploying
- 70-683 Windows 7 Preinstalling for OEMs
- 70-680 Windows 7 Configuring
- 70-577 Windows Embedded Standard 2009
- 70-642 Windows Server 2008 Network Infrastructure
- 70-643 Windows Server 2008 Application Infrastructure
- 70-169 Windows Small Business Server 2011 Standard Configuring
- 70-648 Upgrading from Windows Server 2003 MCSA to Windows Server 2008 Technology Specialization
- 70-649 Upgrading Your MCSE on Windows Server 2003 to Windows Server 2008 Technology Specialist

- 70-246: Monitoring and Operating a Private Cloud with System Center 2012
- 70-247: Configuring and Deploying a Private Cloud with System Center 2012

### **SILVER competency:**

#### **New exam requirements:**

**Two MCP's must each pass one exam.**

**One MCP must pass one of the following exams:**

- Exam 70-684: OEM Reseller
- Exam 74-697: OEM Pre-installation (Coming in July 2013)

**The second MCP must pass one of the following exams:**

- 70-410: Installing & Configuring Windows Server 2012
- 70-411: Administering Windows Server 2012
- 70-412: Configuring Advanced Windows Server 2012 Services
- 70-413: Designing and Implementing a Server Infrastructure
- 70-684: OEM Reseller
- 70-687: Configuring Windows 8
- 70-688: Managing and Maintaining Windows 8
- 70-689: Upgrading Your Skills to MCSA Windows 8
- 74-697: OEM Pre-installation (Coming in July 2013)
- 74-324: Administering Office 365 for Small Businesses

### **GOLD competency**

#### **New exam requirements:**

**Four unique MCP's must each pass two exams.**

**Two unique MCPs must each pass one of the following exams:**

- Exam 70-684: OEM Reseller
- Exam 74-697: OEM Pre-installation (Coming in July 2013)

**Two other unique MCPs must each pass two of the following exams:**

- 70-410: Installing & Configuring Windows Server 2012
- 70-411: Administering Windows Server 2012
- 70-412: Configuring Advanced Windows Server 2012 Services
- 70-413: Designing and Implementing a Server Infrastructure
- 70-684: OEM Reseller
- 70-687: Configuring Windows 8
- 70-688: Managing and Maintaining Windows 8
- 70-689: Upgrading Your Skills to MCSA Windows 8
- 74-697: OEM Pre-installation (Coming in July 2013)



- 74-324: Administering Office 365 for Small Businesses

## Project and Portfolio Management Competency Changes

### REQUIREMENT CHANGES

Effective SPRING 2013 (exact availability date for 2013 exams coming soon)

#### **SILVER Competency:**

##### **New optional exams:**

- Exam 70-177 : TS: Microsoft Project Server 2010, Configuring or Exam 74-344 Managing Projects and Portfolios
- Exam 70-178 : Microsoft Project 2010, Managing Projects or Exam 74-343 Managing Projects

#### **GOLD Competency:**

##### **New optional exams:**

- Exam 70-177: TS: Microsoft Project Server 2010, Configuring or Exam 74-344 Managing Projects and Portfolios
- Exam 70-178: Microsoft Project 2010, Managing Projects or Exam 74-343 Managing Projects
- Exam 70-667: TS: Microsoft SharePoint 2010, Configuring or Exam 70-331: Core Solutions of Microsoft SharePoint Server 2013

Effective October 2013

#### **GOLD Competency:**

##### **New exam requirements:**

##### ***Four unique MCPs must each pass both of the following exams:***

- Exam 70-177: TS: Microsoft Project Server 2010, Configuring or Exam 74-344 Managing Projects and Portfolios
- Exam 70-178: Microsoft Project 2010, Managing Projects or Exam 74-343 Managing Projects
- Exam 70-331: Core Solutions of Microsoft SharePoint Server 2013

##### **Exams to be retired:**

- Exam 70-667: TS: Microsoft SharePoint 2010, Configuring

## Server Platform Competency Changes

### STRUCTURAL CHANGES

#### What is changing?

The Server Platform competency was updated to align with the release of Windows Server 2012. The Server Platform competency integrates the new exams and certifications that were released by Microsoft Learning to correspond to the release of Windows Server 2012.

#### Why?

With this change Microsoft has made the competency requirements consistent across the related solution competencies. The exam/certification requirements for Windows Server 2012 in the Server Platform competency are similar to the ones for System Center 2012 in the Management and Virtualization competency and SQL Server 2012 in the Data Platform and BI competencies. This brings clarity, simplicity and homogeneity across the solution competencies. In addition, the Windows Server Sales and Marketing Assessment was updated.

#### What's in it for partners?

- Partners are armed with the latest sales and technology information required to grow and drive their Windows Server business.
- Partners get current with their certification on the last Windows Server release and maintain their competency

### REQUIREMENT CHANGES

Effective November 2012

#### New optional exams and certifications:

With the launch of Windows Server 2012, Microsoft Learning released the following new optional exams and a new Server Infrastructure MCSE certification:

- Exam 70-410: Installing and Configuring Windows Server 2012
- Exam 70-411: Administering Windows Server 2012
- Exam 70-412: Configuring Advanced Windows Server 2012 Services
- Exam 70-413: Designing & Implementing a Server Infrastructure
- Exam 70-414: Implementing an Advanced Server Infrastructure
- Exam 70-417: Upgrading your skills to MCSA Windows Server 2012
- MCSE Server Infrastructure Certification

#### SILVER competency:

##### New exam requirements:

##### **One MCP must pass one of the following exams:**

- Exam 70-640: WS 2008 Active Directory, Configuring

- Exam 70-646: WS 2008, Server Administrator
- Exam 70-647: WS 2008, Enterprise Administrator
- Exam 70-648, Upgrading from Windows Server 2003 MCSA to, Windows Server 2008, Technology Specializations
- Exam 70-649: upgrading your MCSE on Windows Server 2003 to Windows Server 2008.
- Exam 70-690: HPC Server 2008, Configuring and Managing
- Exam 70-691: HPC Server 2008, Developing
- Exam 70-410: Installing and Configuring Windows Server 2012
- Exam 70-411: Administering Windows Server 2012
- Exam 70-412: Configuring Advanced Windows Server 2012 Services
- Exam 70-417: Upgrading your skills to MCSA Windows Server 2012

and

**One MCP must pass one of the following exams:**

- Exam 70-659: Windows Server 2008 R2, Server Virtualization
- Exam 70-413: Designing & Implementing a Server Infrastructure
- Exam 70-414: Implementing an Advanced Server Infrastructure

**GOLD competency:**

**New certification requirements**

Option 1:

**Four unique MCPs must each have one of the following certifications:**

- MCITP: Enterprise Administrator
- MCITP: Server Administrator

and

**Those four unique MCPs must pass one of the following exams:**

- Exam 70-659: Windows Server 2008 R2, Server Virtualization
- Exam 70-413: Designing and Implementing a Server Infrastructure
- Exam 70-414: Implementing an Advanced Server Infrastructure

or

Option 2:

**Two unique MCPs must have the MCSE Server Infrastructure Certification**

and

**Two other unique MCPs must pass both of the following exams:**

- Exam 70-413: Designing and Implementing a Server Infrastructure
- Exam 70-414: Implementing an Advanced Server Infrastructure

**In addition, the Sales Specialist Server Platform Assessment will be updated.**

Effective October 2013

### **Silver and Gold competencies:**

#### **Exams to be retired:**

- All exams related to Windows Server 2008 will be retired in October 2013.

### **SILVER competency:**

#### **New exam requirements:**

#### ***One MCP must pass one of the following exams:***

- Exam 70-410: Installing and Configuring Windows Server 2012
- Exam 70-411: Administering Windows Server 2012
- Exam 70-412: Configuring Advanced Windows Server 2012 Services
- Exam 70-417: Upgrading your skills to MCSA Windows Server 2012

and

#### ***One MCP must pass one of the following exams:***

- Exam 70-413: Designing & Implementing a Server Infrastructure
- Exam 70-414: Implementing an Advanced Server Infrastructure

### **GOLD competency:**

#### ***Two unique MCPs must have the MCSE Server Infrastructure Certification***

and

#### ***Two other unique MCPs must pass both of the following exams:***

- Exam 70-413: Designing and Implementing a Server Infrastructure
- Exam 70-414: Implementing an Advanced Server Infrastructure

## Small Business Competency

The new Small Business competency launched in June 2012 recognizes the expertise of partners that provide the most current Microsoft technology solutions to help small businesses with their unique business needs. With a special emphasis on cloud services, the Small Business competency builds on the strength of the partner network to help customers identify the most skilled technology professionals with the demonstrated ability to recommend and deliver high-quality technology solutions with Windows, Windows Server, Windows Small Business Server, and Microsoft Office 365.

To find out more about the new Small Business competency benefits and how to qualify, please refer to the Microsoft Partner Network Portal [page](#).

### **BENEFIT ADDITION**

Effective November 2012

#### **SILVER and GOLD competencies**

##### **New benefit:**

- [Bing Ads credits](#) that allow partners or one of their customers to run search advertising campaigns free of charge on the Bing Yahoo! Bing Network in markets where available. (Effective November 2012. Delivered to partners March 2013.)

### **REQUIREMENT CHANGES:**

Effective September 2012

#### **SILVER and GOLD competencies:**

##### **New exam requirements:**

The previously required mandatory exam, 70-323 Administering Office 365, has changed based on your feedback and our goal to align better with small business customer needs. We have introduced a new exam, 74-324: Administering Office 365 for Small Business, to replace exam 70-323 Administering Office 365.

If you are seeking to attain the Small Business competency and have taken exam 70-323 Administering Office 365, it will still qualify as a valid exam. For all other partners, we recommend completing exam 74-324: Administering Office 365 for Small Business instead.

#### **SILVER and GOLD competencies:**

##### **New required exams:**

- Exam 74-324: Administering Office 365 for Small Business

##### **New optional exams:**

- Exam 70-687: Configuring Windows 8
- Exam 70-410: Installing and Configuring Windows Server 2012

Effective February 2013

**SILVER and GOLD competencies:**

**New optional exam:**

- 70-689: Upgrading Your Skills to MCSA Windows 8

**GOLD competency**

**New optional exam:**

- Exam 688: Managing and Maintaining Windows 8

Effective March 2013

**SILVER competency:**

The same MCP or a different MCP must pass one exam from the list of qualifying exams. See the [Microsoft Partner Network Portal](#) for the full list qualifying exams.

**GOLD competency:**

Your organization must employ or contract with at least two MCP's (and up to four MCP's), who have in aggregate passed four of the qualifying exams. At least one of the MCP's must pass [Exam 74-324: Administering Office 365 for Small Business](#).

See the [Microsoft Partner Network Portal](#) for the full list qualifying exams.

Effective October 2013

**SILVER and GOLD competencies:**

Exams to be retired:

list:

- [Exam 70-169](#): TS: Windows Small Business Server 2011 Standard, Configuring
- [Exam 70-642](#): TS: Windows Server 2008 Network Infrastructure, Configuring

Effective February 2014

**SILVER and GOLD competencies:**

Exams to be retired:

- [Exam 70-680](#): TS: Windows 7, Configuring

## Software Asset Management Competency Changes

### **REQUIREMENT CHANGES**

Effective October 2013

#### **GOLD competency:**

##### **Exam to be retired:**

- Exam 70-401: Microsoft System Center Configuration Manager 2007, Configuring.



## Software Development Competency Changes

### **STRUCTURAL CHANGES**

The Software Development competency merged with Web Development and ISV competencies to become the new **Application Development competency**, effective mid-November 2012.

For information about this new Application Development competency, please refer to the Software Development competency page on the Microsoft Partner Network portal or to the Application Development [competency guide](#).

## Web Development Competency Changes

### **STRUCTURAL CHANGES**

The Web Development competency merged with the Software Development and ISV competencies to become the new **Application Development competency**, effective mid-November 2012.

For information about this new Application Development competency, please refer to the Web Development competency page on the Microsoft Partner Network portal or the Application Development competency [guide](#).

## Microsoft Competencies effective November 2012

Application Development
Application Integration
Application Lifecycle Management
Business Intelligence
Communications
Collaboration and Content
Customer Relationship Management
Data Platform
Devices and Deployment
Digital Marketing
Distributor
Enterprise Resource Planning
Hosting
Identity and Access
Learning
Management and Virtualization
Messaging
Midmarket Solution Provider
Mobility
OEM
Project and Portfolio Management
Server Platform
Small Business
Software Asset Management
Volume Licensing

### QUESTIONS?

If you need help, please contact your local [Regional Service Center](#).