

Microsoft Partner Network Disclosure of upcoming program changes

HOW TO USE THIS GUIDE

As the name suggests, this guide is your primary source for the latest changes to the Microsoft Partner Network for all membership levels. To make it as easy as possible for you to use, the information in this guide has been divided into four categories:

- News and announcements
- Program-wide changes that affect all partner levels
- Microsoft Action Pack subscription-specific changes
- Competency-specific changes

We recommend that you review the first two categories and then move to the applicable partner-level section for more specific information. Each section is identified by an icon and color coded to make it easy to find what you're looking for. Hyperlinks within the document also take you quickly to related information.

Note: The Microsoft Partner Network Disclosure Guide is updated and published quarterly. This edition of the guide reflects the latest timing for change implementation. Some items are subject to change.

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NEWS AND ANNOUNCEMENTS

Announcing cloud integration for the Microsoft Partner Network

Customer demand for cloud services is growing rapidly. With the help of our partners, Microsoft continues to see phenomenal growth in the sale of cloud solutions. The Microsoft “cloud on your terms” strategy gives customers the power of choice. By offering solutions in the cloud, on-premises, or in a hybrid environment, customers can select solutions that meet their unique business needs. To help with this decision, customers continue to look to the proven expertise and trusted advice of our partners who have attained gold or silver competencies.

The future is bright for Cloud partners. Even more exciting is the partner opportunity for selling and deploying cloud and hybrid solutions. Partners are integral to our strategy, providing both the scale and customer domain expertise to deliver maximum value from core Microsoft solutions.

To better enable partners to support the “cloud on your terms” strategy and assist those partners who are making a transition to the cloud, we are pleased to announce that **cloud program benefits will be fully integrated into the Microsoft Partner Network competencies and the Microsoft Action Pack subscription starting in January of 2014, and the cloud programs will be retired June 30, 2014.** These changes help ensure that we provide the best possible recognition, support, and benefits to partners, including:

- **Integration of cloud benefits.** To help ensure that our broader partner ecosystem can access the value of cloud programs, select competencies and the Microsoft Action Pack subscription will offer cloud benefits. These include Online Services Advisor incentives and sales accelerators, differentiated cloud support and cloud internal-use licenses for Microsoft Office 365, Windows Intune, Microsoft Dynamics CRM Online, and Windows Azure.
- **Improved partner support and resources.** To help partners be successful, Microsoft is investing heavily to improve Cloud partner support, tools, and marketing assets.

What this means for partners

- **New cloud track.** We will be introducing a new cloud track into applicable competencies and allowing partners to qualify into the competencies using a combination of proven cloud performance, customer references, and online assessments.
- **Updated requirements.** Partners who are qualifying through the standard track will be provided incremental cloud training and an accompanying online assessment to qualify for relevant competencies.
- **Cloud program retirement.** On June 30, 2014, we will retire the cloud programs. Cloud Essentials, Cloud Accelerate, Cloud Deployment, and Windows Azure Circle partners will be encouraged to qualify for a Microsoft Partner Network competency or the Microsoft Action Pack subscription. As part of these program improvements, we are committed to ensuring a smooth transition for all partners.



The Microsoft Partner Network is excited to announce a much-expanded integration of cloud-related offerings at all Microsoft partner levels.

PROGRAM-WIDE CHANGES

Cloud Essentials, Cloud Accelerate, Cloud Deployment, and Windows Azure Circle transition

Over the next year, the cloud partner programs will be retired. Partners in these programs who wish to continue to access cloud-related benefits will need to attain either a Microsoft Action Pack subscription or relevant Microsoft competency. A new version of Action Pack, planned for launch in January 2014, will incorporate several new resources to help subscribers get trained to sell and deploy cloud services.

Partners can continue to enroll and renew in these cloud programs until the cloud integration launch date.

Cloud deployment transition

Starting in January 2014 as part of the cloud integration effort, partners who want to continue to receive differentiated partner support for Office 365 and maintain their status as an Office 365 cloud deployment partner must meet the following requirements:

- Have attained a Silver or Gold Messaging, Devices and Deployment, Collaboration and Content, Communications, or Project and Portfolio Management competency. After the launch of the Partner Network cloud integration effort, partners must fully meet the Silver or Gold cloud track requirements to keep their cloud deployment partner status when they renew their competencies.
- Have completed one deployment of more than 150 seats of Office 365 for the workload that aligns to their competency, within the past 12 months by March 31, 2014. Partners will be given an opportunity to provide details about their completed deployments. Additional details will be provided soon about the transition process.

New competency partners who want to attain cloud deployment partner status after the launch of the cloud integration initiative must fulfill the requirements for the silver or gold cloud track to qualify.

Windows Azure Circle transition

As part of the cloud integration effort, Windows Azure scenarios will be integrated into the Application Development, Data Platform, Data Analytics, and Datacenter competencies in order to provide a path for all partners to differentiate themselves as having the proven expertise to sell and deliver solutions based on Windows Azure. A cloud track for Windows Azure will be created for each of these competencies, which will give partners access to Windows Azure-specific benefits. Current Windows Azure Circle partners will continue to receive Windows Azure-specific benefits through June 30, 2014, when the Windows Azure Circle partner program will be retired. After June 30, 2014, all partners will receive benefits only through competencies and Microsoft Action Pack subscriptions.



Country qualifications

The new Organization Hierarchy implementation is still being finalized. The exact date will be communicated around November via a direct communication to impacted partners and will be included in the January publication of this guide.



Benefit transition

Internal-use software licenses. New partners who joined Cloud Essentials after July 8, 2013, will be entitled to five seats of Office 365 and Microsoft Dynamics CRM Online rather than the current entitlement of 25 seats. When cloud integration is launched, competencies and the Microsoft Action Pack subscription will include internal-use software licenses for Microsoft Online Services, including Office 365, Windows Azure, Microsoft Dynamics CRM Online, and Windows Intune.

Partners will be able to deploy Microsoft internal-use software licenses provided by Cloud Essentials and Cloud Accelerate until the cloud integration launch. If partners choose not to deploy their internal-use software licenses prior to the cloud integration launch, they will forego their benefits. Internal-use software licenses for both programs will expire June 30, 2014. Partners will need to transition their current internal-use software licenses tenants to the new internal-use software licenses process and entitlements available through the Microsoft Action Pack subscription or competencies prior to the June 30, 2014 expiration date.

Delegated Administration Privileges will be available to partners who have signed the Microsoft Online Services Partner Agreement (MOSPA) and have an active internal-use software licenses subscription.

Online channel incentives

Online Services Advisor incentives

Partners who have an active MOSPA will continue to earn core advisor incentives. Cloud Accelerate partners active as of the cloud integration launch will be eligible to continue to earn sales accelerators through June 30, 2014. Refer to the [Online Services Advisor Incentives Guide](#) for details.

Windows Azure consumption incentives

Windows Azure Circle partners who are active as of the cloud integration launch date will be eligible to continue to earn consumption incentives on all opportunities entered prior to June 30, 2014.

Support

Dedicated Office 365 differentiated partner break-fix support

This benefit, currently available through Cloud Accelerate and Cloud Deployment, will end June 30, 2014. It will be available only to partners who attain the Communications, Collaboration and Content, Messaging, Project and Portfolio Management or Devices and Deployment competencies after the cloud integration launch.

Access to Practice Accelerator

Practice Accelerator training will be available for Cloud Essentials and Cloud Accelerate partners through the cloud integration launch.

Marketing designations

Cloud Accelerate logo

Partners who are active in Cloud Accelerate as of the cloud integration launch may continue to use the Cloud Accelerate logo through June 30, 2014.

New sign-in experience for Visual Studio 2013

After the release of Microsoft Visual Studio 2013, users with nonperpetual licenses for Visual Studio 2013 Professional, Visual Studio 2013 Premium, and Visual Studio 2013 Ultimate will be required to log in at least once every 30 days with a valid Microsoft account (formerly called a Windows Live ID) that is associated to an active MSDN subscription. All licenses offered as a benefit through the Microsoft Partner Network are nonperpetual, so partners using their MSDN subscriptions will need to [sign in](#). Partners who continue to use Microsoft Visual Studio 2012 will not experience this new sign-in requirement. One of the benefits of signing in is that settings will automatically be adjusted across all Visual Studio 2013 or later installations for the user. There will be no changes to the behavior for other products (Windows, Windows Server, Microsoft Office) within [MSDN subscriber downloads](#).



New monetary credit for Windows Azure trial

Cloud Essentials partners will be given a fixed monetary amount to use for all available Windows Azure resources for the duration of the trial. Trial periods vary with a fixed monetary credit amount, and a credit card is required for signing up. Unused monthly monetary credits will expire. Find out more about the [Windows Azure Monetary Credit](#). After the Cloud Essentials program is retired, partners can earn monetary credit for Windows Azure by subscribing to the Microsoft Action Pack or by earning a Windows Azure–related competency (Application Development, Data Platform, Data Analytics, or Datacenter).

Small Business Specialist Community program retirement

Effective November 2013, the current Small Business Specialist Community (SBSC) as it exists today will be retired. Program enrollment, branding, and additional benefits will no longer be available to partners as part of the Partner Network. However, the Small Business competency is available as an option for small business–focused partners. Plans are also being finalized to provide a partner-to-partner community for small business–focused partners in January 2014.

WEPP Transition into Microsoft Partner Network and Intelligent Systems competency

In the first half of the 2014 calendar year, the Windows Embedded Partner Program (WEPP) will be retired, and partners currently in the program will be migrated to the Microsoft Partner Network. This transition will provide access to additional benefits and programmatic support to Windows Embedded Partner Program members. Current members can learn more about the migration by reviewing the [partner FAQ](#). More information about the recommended transition path will be provided to you in late 2013, through the Windows Embedded Partner Program newsletter and by email. Questions can be directed to the [Windows Embedded Partner Program team](#).

As part of the 2014 changes, Microsoft Action Pack subscribers who develop, design, manufacture, provide training, or do device-level integration and development will have access to the new Action Pack Resource Center, where you will be able to take advantage of program benefits, such as training, technical support, marketing, and sales-enablement resources, and where you can download the latest Microsoft software. Refer to the Microsoft Action Pack subscription section in this guide for more information about the new Action Pack offering.

In the same timeframe, the Windows Embedded team and the Microsoft Partner Network, will launch a new Intelligent Systems competency that provides resources and support to help you build an intelligent systems solution practice. This new competency is designed for partners who work closely with customers and the established Windows Embedded partner community as a way to help deliver the intelligent systems solutions that enterprises demand, including devices on the edge of a network, developer tools, back-end systems, and services in the cloud. Windows Embedded authorized distribution partners will be merged into the Distribution competency.

Through the Intelligent Systems competency, you can gain access to the marketing and support you need to develop Windows Embedded–based practices, take advantage of the rapidly growing intelligent systems solutions market, and address the opportunity created by the [Internet of Things](#), where everyday objects have network connectivity, allowing them to send and receive data. Additional details about the requirements and benefits specific to the new Intelligent Systems competency will be made available before 2014 through the Microsoft Partner portal and the [Windows Embedded website](#), and through blogs and communications to partners.



Annual notification of pricing and rate change

In November 2013, we are updating the Microsoft Partner Network membership fees for the Microsoft Action Pack subscription and competencies to account for changes in exchange rates. This means that at the time you renew your membership, you may see a slight adjustment in Microsoft Partner Network membership fees. In addition, with the stability of our digital software download solution, and to align with a company-wide initiative toward digital adoption, Partner Network memberships will be fully migrated into digital-only memberships, and there will be a policy change to the option to purchase media. For some countries, partners will no longer have the option to purchase physical media and will be defaulted to digital-only memberships. For others, a separate media fee will be payable if partners wish to continue receiving internal-use software licenses benefits through physical media. For this reason, we strongly encourage partners to “go digital.”

Business-critical phone support

Starting in November 2013, we will be limiting the number of business-critical phone support incidents available to gold and silver partners. There are no changes to the current business-critical phone support limits for Microsoft Action Pack subscribers. The limits for competency partners will be:

- Gold – 15 incidents
- Silver – 10 incidents

Gold and silver competency partners will retain the 5-Pack benefit that is available today. Partners can also get no-cost support through the Partner Support Communities. Alternatively, partners can use their advisory hours for personalized deployment and development guidance from experienced Microsoft technical consultants. Support beyond these limits is available by purchasing Premier Support for Partners plans.



Partner incentives

Microsoft Partner Incentives are designed to help partners develop robust businesses that align to our key company priorities. At the beginning of each fiscal year, these incentives are refreshed to adjust to changing business needs and priorities. Guides for each incentive are available on July 1 and describe the new terms and conditions for the coming year.

The portfolio of incentives for this fiscal year are described in the following table.

Incentive type	Description
Small and medium business	The Managed Reseller and Commercial Distributor incentives are offered to accelerate Office 365 adoption, drive annuity contracts for growth and incubation products, and provide solution accelerators for strategic workloads.
Enterprise	The Major and Corporate Account incentives are combined, providing cross-segment consistency, increased investment in the cloud and public sector, and streamlined reporting and eligibility. The goal is to help partners drive Enterprise Agreement penetration and support the co-selling model with Microsoft.
Software Asset Management	The Software Asset Management (SAM) incentive extends the previous year's incentive, which requires statements of work for SAM engagements to recruit more SAM-certified partners at the gold competency level, across multiple partner types.
Online	Microsoft Online incentives include Windows Azure, Channel Developer, and Online Services Advisor incentives to accelerate customer transition to Microsoft Cloud Services, drive customer adoption and seats through key online offerings, and expand the Cloud partner ecosystem.
Solution	Microsoft Solution incentives are designed to grow revenue, premium product mix, and market share in strategic workloads; succeed with solution partners in competitive workloads; and activate partners' solution-selling capability and capacity. Note: Solution Incentives will be retired on December 31, 2013.
SPLA Reseller	The Microsoft Services Provider License Agreement (SPLA) Reseller incentive helps drive platform adoption and reward operational excellence in reporting, compliance, reach, and productivity.

For more information, visit the [partner incentives website](#).

The portfolio of incentives goes live on a rolling schedule as follows:

July 1, 2013

Managed Reseller
Distributor
Online Services Advisor
Windows Azure

October 1, 2013

Enterprise
Solution
SAM Services

November 1, 2013

Channel Developer

January 1, 2014

SPLA Reseller



MICROSOFT ACTION PACK CHANGES

Redesign of the Action Pack subscription

Microsoft Action Pack subscriptions will continue to be updated with changes that are designed to address your business needs and improve your experience as a Microsoft partner. As part of this goal, in January, Cloud Essentials will be integrated into the Action Pack subscription. As an Action Pack subscriber, you will have access to marketing, technical, and readiness tools that can help you capitalize on the growing cloud opportunities within the SMB segment.

Within the next year, the Microsoft Partner Network will be making additional changes to the Action Pack subscription model, which will provide more choices, flexibility, and value for you, our partners. In summary, the revised subscription model will replace the current Action Pack Development and Design subscription and Action Pack Solution Provider subscription options with one universal subscription that includes resources and benefits relevant to all partners and that emphasizes Microsoft Cloud Services and serving SMB customers.

New Microsoft Action Pack subscription benefits

When you renew your subscription, you will automatically be enrolled in the new Action Pack, and if you sign up for an Action Pack subscription before the new one is launched, you will have access to the new Action Pack benefits immediately, which include:

- **Internal-use software licenses*** to support up to a 10-person organization—deployed through Microsoft Cloud Services or on-premises software.
- **Technical support**, which includes access to telephone support for presales, technical, and deployment issues related to Microsoft Cloud Services.
- **Training**, through more than 2,000 training courses about selling, configuring, and implementing Microsoft products and services, along with savings on Microsoft Certified Professional exams.
- **Developer tools**, including world-class Visual Studio developer tools, to support development across Microsoft platforms, including desktop, phone, server, and web.
- **Bing Ads credits**, with US\$600 in Bing Ads credits (US\$100 for partners, US\$500 for your customers) to market products, services, and solutions. Submit requests to [receive Bing Ads credits](#).
- **Campaigns**, with exclusive access to Partner Marketing Center materials for Microsoft products and services.

In the coming months, coinciding with the cloud integration with the Partner Network, we will launch a new, more robust version of the Microsoft Action Pack subscription.



Internal-use software licenses benefits changes for Microsoft Action Pack subscription

Cloud Services benefits

Effective January 2014, Microsoft Action Pack subscribers will have access to Microsoft Cloud Services for internal-use software licenses. Partners will have access to the same base benefit levels as today. Review your license statement in the Partner Network Digital Distribution Portal for details about your current base internal-use software licenses benefits. In addition, partners will have the opportunity to exchange current on-premises base benefits for access to Microsoft Cloud Services internal-use software licenses benefits. The following table shows available internal-use software licenses benefits for Microsoft Cloud Services effective January 2014.

Cloud Service	SKU	Action Pack Benefit	Comments
Office365	E3	5 seats	Each seat of Office 365 used in exchange for one on-premises client access license (CAL) (Microsoft SharePoint, Microsoft Exchange, and Lync).
Microsoft Dynamics CRM Online	CRMOL Pro	5 seats	Each seat of Microsoft Dynamics CRM Online used in exchange for one on-premises CAL of Microsoft Dynamics CRM. Requires active Certified Software Advisor agreement (find more details through the Microsoft CRM Certified Software Advisor Fee Overview), or 50 or more seats of Office 365 sales in the previous 12 months, to qualify.)
Windows Intune	Cloud Service Only	5 licenses	Up to five devices per license. Each license of Windows Intune used in exchange for one on-premises CAL of Microsoft System Center Device Manager.
Windows Azure	Not applicable	US\$100 monthly credit	Windows Azure credit is in addition to current on-premises Internal-use software licenses.

*Earn additional licenses

Partners can earn additional Office 365 licenses by selling Microsoft Online Services. Partners are eligible to receive an additional five seats of Office 365 after selling 25 seats of Office 365 within the previous 12 months.



Microsoft Project Online and Microsoft Visio Online Internal-use software licenses for these Online Services are under review currently. Upcoming Disclosure Guide updates will provide additional details about internal-use software licenses benefits for Project Online and Visio Online.

Resource centers

Six resource centers will be available when the new Action Pack subscription is launched. These centers will organize and recommend content, resources and benefits based on core business practices.

Application Design and Development	Reselling	Professional Services	Hosting	Managed Services	Device Design and Development
For partner practices focused on developing commercial and consumer applications and custom development across Microsoft platforms, including client, server, phone, tablet, and Windows Azure. This resource center will highlight developer tools, technical support, and access to various Microsoft marketplaces.	Designed for partners that are reselling on-premises software, cloud services, and Microsoft-based devices, by providing help with licensing, presales support, and competitive opportunities.	Provides a broad array of resources and benefits related to integration and deployment practices and general services, including technical support, software, and training.	Centered on partner needs around hosting Microsoft software, with a focus on licensing help, technical support, and training.	Designed for helping partners understand the managed services opportunity, build a managed service practice, and access technical support.	Focused on partners building devices—initially for the Windows Embedded operating system—and expanding to other Microsoft-based devices over time. Highlights access to developer tools, technical support, and training.

COMPETENCY CHANGES

The most notable changes to Microsoft Partner Network in the coming year revolve around the implementation of new qualification tracks to integrate cloud, hosting and independent software vendor (ISV) scenarios into relevant competencies, starting January 2014. Our goal is to enable partners to sell, deploy, and support Microsoft technologies in the way that best supports their business model, including cloud and hybrid models, thus enhancing the customers' power of choice.

To achieve this, we will:

- Introduce new cloud, hosting, and application qualification tracks for relevant competencies.
- Start testing cloud expertise by integrating exams or assessments for Office 365, Windows Intune, Windows Azure, and Microsoft Dynamics CRM Online into the requirements for the relevant competencies.
- Integrate new benefits like software internal-use software licenses for these products into the benefits for relevant competencies.
- Integrate [Online Services Advisor incentives](#) and Windows Azure consumption incentives into the relevant competencies.
- Start testing hosting expertise by integrating assessments specifically for hosting partners around Microsoft Datacenter, Data Platform, Messaging and Communication solutions.
- Extend the Cloud Accelerate logo to all partners who demonstrate their expertise in delivering cloud solutions, either Microsoft Cloud Solutions like Windows Azure, Office 365, Windows Intune, or Microsoft Dynamics CRM, or hosting cloud solutions, such as a hosting partner running a cloud solution based on Microsoft technologies.



The following pages include more details about specific competency changes. For an overview of the changes that might affect you, refer to the [Competency Changes Overview](#). This guide provides specifics about the changes in the pages that follow.



Internal-use software licenses benefits changes for competencies

Cloud Services benefits

Effective January 2014, partners in relevant competencies will have access to Microsoft Cloud Services for internal-use software licenses benefits. Partners will have access to the same base benefit levels as today. Review your license statement in the Partner Network Digital Distribution Portal for details about your current base internal-use software licenses benefits. In addition, partners will have the opportunity to exchange current on-premises base benefits for access to Microsoft Cloud Services internal-use software licenses benefits. The following table shows available internal-use software licenses benefits for Microsoft Cloud Services.

Cloud Service	SKU	Gold competency benefit	Silver competency benefit	Comments
Office 365	E3	100 seats	25 seats	Each seat of Office 365 used in exchange for one on-premises client access license (CAL) (SharePoint, Exchange, and Lync).
Microsoft Dynamics CRM Online	CRMOL Pro	60 seats	15 seats	Each seat of Microsoft Dynamics CRM Online used in exchange for one on-premises CAL of Microsoft Dynamics CRM.
Windows Intune	Cloud Service Only	100 licenses	25 licenses	Up to five devices per license. Each license of Windows Intune used in exchange for one on-premises CAL of System Center Device Manager.
Windows Azure	Not applicable	US\$100 monthly credit	US\$100 monthly credit	Windows Azure credit is in addition to current on-premises internal-use software licenses.

Additional licenses

Partners will be able to earn additional licenses of Microsoft Dynamics CRM Online and Windows Azure through specific competencies and competency tracks. Partners are eligible to earn an additional 20 seats of Microsoft Dynamics CRM Online by attaining a Customer Relationship Management (CRM) competency. Partners can earn additional Windows Azure benefits as outlined in the following table.



Attainment	Additional Windows Azure discount	Additional Windows Azure credit
Gold competencies with cloud track*	20 percent discount on all usage for a single subscription	US\$150 per month (total of US\$150 per month credit)

*Eligible competencies for the additional Windows Azure benefits are Application Development, Datacenter, Data Analytics, and Data Platform.

Project Online and Visio Online

Internal-use software licenses benefits for these Online Services are under review currently. Upcoming disclosure guide updates will provide additional details.

Microsoft Dynamics CRM benefits

For partners renewing their memberships after January 2014, the Microsoft Dynamics CRM benefits model will be updated. Partners with a gold competency will have access to 60 seats of Microsoft Dynamics CRM or Microsoft Dynamics CRM Online. Partners with a silver competency will have access to 15 seats of Microsoft Dynamics CRM or Microsoft Dynamics CRM Online. The design principle for this benefit is to provide enough licenses for gold competency partners to run a 100-person organization and for silver competency partners to run a 25-person organization. Because, typically, a fraction of employees in a partner organization needs access to Microsoft Dynamics CRM or Microsoft Dynamics CRM Online licenses, the benefits model is being updated to reflect these license needs.



Structural changes

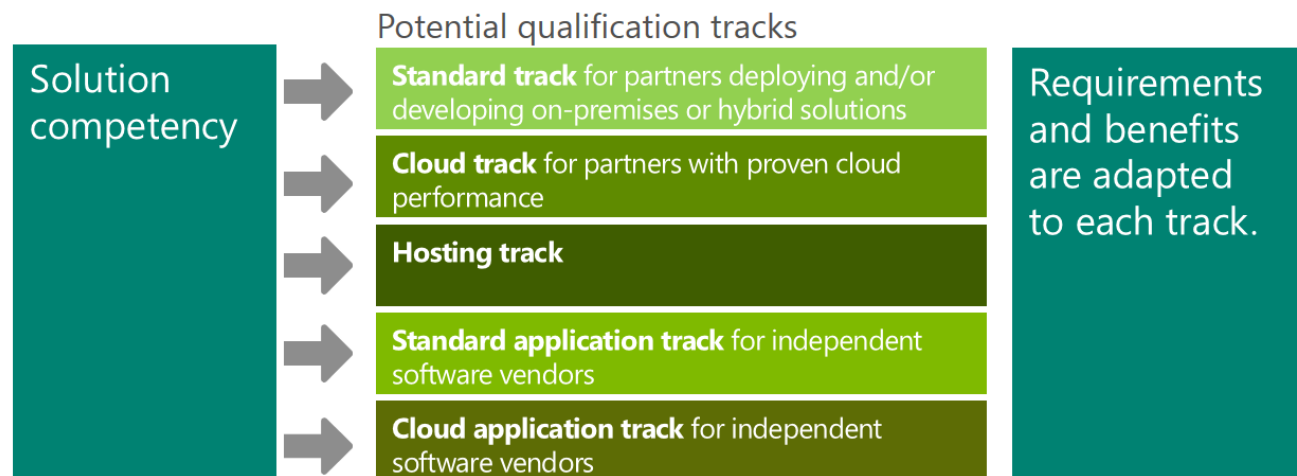
Extending the notion of qualification tracks

As a Microsoft partner, you are uniquely positioned in the market to take advantage of the broad range of Microsoft technologies that can be delivered in multiple ways. For example, you can provide on-premises solutions, offer cloud services that are hosted by Microsoft or by your organization, or embed Microsoft technologies in a commercial application that you have designed.

Microsoft Partner Network solution competencies cover this wide range of models. Now, the Microsoft Partner Network is implementing additional qualification tracks within relevant competencies to help you further demonstrate your specialized expertise. These tracks have differentiated requirements and provide differentiated benefits, and partners can select which track best suits their business model and business needs.

- System integrators whose area of expertise is about delivering on-premises or hybrid solutions
 - System integrators who want to demonstrate their expertise specifically in cloud solutions
 - Hosters or service providers who are dedicated to delivering a proprietary cloud solution based on Microsoft technologies
 - ISVs who deliver commercial on-premises or cloud applications based on Microsoft technologies
- The following chart summarizes how the qualification tracks work.

Multiple qualification tracks to earn a competency



Each competency contains only the tracks which are relevant.

Microsoft
Partner Network



New qualification tracks

Cloud track

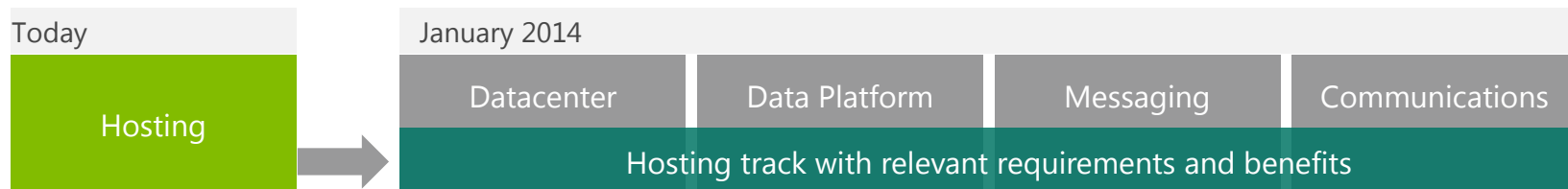
We are introducing a cloud qualification track for partners to demonstrate their expertise in selling and deploying Microsoft cloud services. To qualify for this track, partners will need to meet specific cloud requirements that demonstrate proven performance (sales, deployment, or both) and validate sales and technical cloud expertise. This track is available in the following competencies.

Competencies			
Office 365	Windows Intune	Windows Azure	Microsoft Dynamics CRM Online
Devices and Development Messaging Collaboration and Content Communications Project and Portfolio Management Small Business Midmarket Solution Provider	Devices and Deployment Midmarket Solution Provider	Application Development Datacenter Data Platform Data Analytics	Customer Relationship Management

Hosting track

As of January 2014, to recognize the strategic importance of the service providers delivering on the Microsoft “cloud on your terms” strategy, we are creating specific hosting tracks in the Datacenter, Data Platform, Messaging, and Communication competencies, which cover the main Microsoft solutions for hosters. The hosting tracks recognize our service provider partners’ expertise in these areas and offer them benefits such as eligibility for the SPLA incentive and the Cloud Accelerate logo.

The current Hosting competency will be retired. All current hosting competency partners will be automatically migrated into the Datacenter competency and will have until their annual renewal date to qualify for the hosting track adapted to their expertise.





New competencies

User Experience Design competency

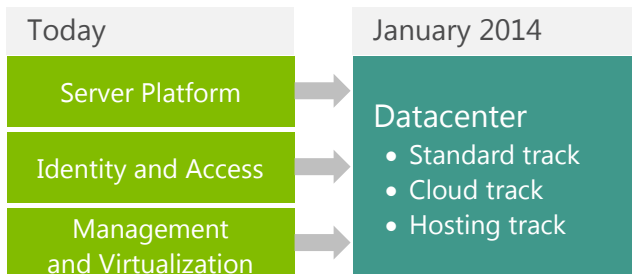
With the explosion of devices for personal and professional purposes, users are expecting new kinds of apps that are beautiful and intuitive, and provide a superior user experience. It has become critical to have design skills or team with professionals who have these skills to win new application-development projects. Windows 8 enables this new generation of appealing apps and the new User Experience Design competency is dedicated to partners who want to demonstrate expertise in delivering outstanding design for Windows apps, whether these partners are design agencies or traditional system integrators with digital experience skills.

This competency, launching in January, will be based on new readiness materials, exams, and assessments that will accredit our partners in this area. It will also give access to new benefits and support to help them deliver outstanding app design to their customers.

Datacenter competency

Microsoft infrastructure solutions are evolving into comprehensive architectures that deliver a robust, streamlined, and scalable infrastructure platform that can run on the customer's premises, as a partner-hosted service, in the cloud, or in a hybrid environment. To reflect this strategic evolution, we are merging the Management and Virtualization, Server Platform, and Identity and Access competencies into a single competency, named the Datacenter competency, as of January 2014.

This competency will cover foundational on-premises and cloud infrastructure scenarios at the silver competency level and will extend to advanced on-premises and cloud infrastructure scenarios for gold competency partners. Partners that are active in the Management and Virtualization, Server Platform, or Identity and Access competency will be migrated into the new Datacenter competency after it is launched, and will have until their renewal date to meet the updated [competency requirements](#).



Retiring competency

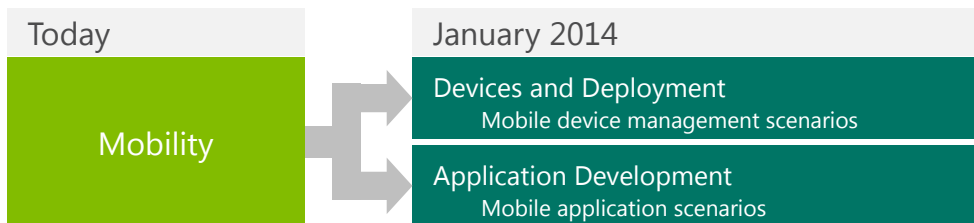
Mobility competency

We are evolving the Microsoft Partner Network to enable partners to offer holistic unified solutions across phone, tablet, and PC. To support this direction, we are retiring the Mobility competency as a stand-alone competency and will be integrating the key mobility scenarios into two established competencies—Application Development and Devices and Deployment. We will add a Windows Phone application track to the Application Development competency based on the Windows Phone application test available today as part of the Mobility competency.



Windows Phone scenarios will be fully integrated into the Devices and Deployment competency qualification path, so there will not be a separate track added to the Devices and Deployment competency.

Migration rules: Mobility competency partners who currently have not earned the Application Development or the Devices and Deployment competency will be migrated into both competencies as of January 2014. Mobility competency partners who have earned the Mobility competency through the application track – passing an application test – will all be migrated into the Application Development competency.



Other cross-competency changes

Licensing assessment

Effective January 2014, silver and gold competency partners will no longer be required to pass the licensing overview assessment to obtain the competencies indicated in the [Competency Updates Overview](#). Licensing content is now part of each sales assessment.

Presales technical assessments

Effective January 2014, presales technical assessments will be required to earn the Collaboration and Content, Communications, CRM, Datacenter, Data Analytics, Devices and Deployment, ERP, and Messaging competencies to help partners in their presales activities and to enable partners to win more deals.

Effective date change for new customer reference requirements

The number of customer references required for application tracks adapted to ISV partners was previously communicated to take effect in January 2014. However, this competency change will be implemented at a later date, likely during the second quarter of 2014. The number of required customer references will then be increased from three to five for silver competencies and from five to ten for gold competencies. This change is to better reflect the specifics of the ISV business model and to help improve parity between competency tracks. ISV track application tests are available for the following competencies:

- Application Development
- Collaboration and Content
- Communications
- Data Analytics
- Data Platform
- Messaging



Competency updates overview Use this chart to identify the areas of change within your competencies that **will take effect in January 2014**. Click any competency to learn details about these upcoming changes.

Competency	Structural changes	Added qualification tracks	Licensing assessment retirement	Assessment changes	Exam changes
Application Development		√	√	√	
Application Integration			√	√	√
Application Lifecycle Management			√		√
Business Intelligence	Renamed as Data Analytics	√	√	√	
Collaboration and Content Communications		√	√	√	√
Customer Relationship Management		√		√	
Datacenter (new)	Created from merger of Identity and Access, Management and Virtualization, and Server Platform	√		√	√
Data Platform		√	√	√	
Devices and Deployment		√	√	√	√
Digital Marketing					
Distributor	Will include Windows Embedded distributors				
Enterprise Resource Planning				√	√
Hosting	Will be retired and integrated as a qualification track				
Identity and Access	Merged into Datacenter				
Learning				√	√
Management and Virtualization	Merged into Datacenter				
Messaging		√	√	√	√
Midmarket Solution Provider		√	√	√	√
Mobility	Will be retired and integrated into Application Development and Devices and Deployment				
OEM			√		√
Project and Portfolio Management		√	√	√	√
Server Platform	Merged into Datacenter	√			
Small Business		√	√	√	√
Software Asset Management			√		√
User Experience Design	New competency available in January 2014			√	√
Volume Licensing					



REQUIREMENT CHANGES

Application Development

- A new Windows Azure-specific cloud track is being added to recognize and reward partners focused on developing applications on Windows Azure.
- A new Windows Phone application test is being added in the ISV track to make it easier for partners to offer holistic, unified solutions across phone, tablet, and PC platforms.

Retired exams		New required assessments
Exam 70-506	Exam 70-516	Application Development Sales Assessment
Exam 70-511	Exam 70-518	Application Development Windows Azure Technical Assessment (cloud track only)
Exam 70-512	Exam 70-519	
Exam 70-513	Exam 70-521	
Exam 70-515	Exam 70-523	

Retired certifications	New optional application tests
MCPD: Windows Developer 4	Silver and Gold Competency Tests for Windows Phone 8
MCPD: Web Developer 4 certification	
MCPD: Silverlight Developer 4 certification	

Retired application tests

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

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Application Development competency with either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	For system integrators: Two individuals each pass one exam as listed on the Partner Portal. OR For ISVs: One application passes one of the following silver application tests: <ul style="list-style-type: none"> Windows Server Windows 8 Windows Phone 	For system integrators: Two individuals pass a Windows Azure technical assessment. OR For cloud service vendors (CSVs): One application passes the silver Windows Azure application test.	For system integrators: Four individuals each pass one certification as listed on the Partner Portal. OR For ISVs: One application passes one of the following gold application tests: <ul style="list-style-type: none"> Windows Server Windows 8 Windows Phone 	For system integrators: Four individuals pass a Windows Azure technical assessment. OR For CSVs: One application passes the Gold Windows Azure application test.
Business assessments	For system integrators: One individual passes the Application Development competency sales assessment.	For system integrators: One individual passes the Application Development competency sales assessment.	For system integrators: Two individuals pass the Application Development competency sales assessment.	For system integrators: Two individuals pass the Application Development competency sales assessment.
Revenue goal	No revenue goal	No revenue goal	Commit to a revenue goal	Generate US\$25,000 of Windows Azure consumption minimum
Customer evidence	For system integrators: Three customer references For ISVs: Five customer references.	For system integrators: Three customer references that include Windows Azure For CSVs: Five customer references that include Windows Azure	For system integrators: Three customer references For ISVs: Five customer references Customer Satisfaction (CSAT) Index survey	For system integrators: Five customer references that include Windows Azure For CSVs: Ten customer references that include Windows Azure Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
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Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Application Integration

New assessments and exams related to the launch of Microsoft BizTalk Server 2013 will be added to reflect the scenarios addressed by the latest release and its integration with Windows Azure. The latest exam requirements are reflected in the following chart.

Exam requirement changes		
	Silver	Gold
Track	Standard track	Standard track
Technical assessments and exams	<p>Two individuals each pass all of the following:</p> <ul style="list-style-type: none"> New BizTalk 2013 technical assessment Exam 70-487: Developing Windows Azure and Web Services <p>OR</p> <ul style="list-style-type: none"> Exam 70-462: Administering Microsoft SQL Server 2012 Databases 	<p>Three individuals pass each of the following:</p> <ul style="list-style-type: none"> Exam 70-483: Programming in C# New BizTalk 2013 technical assessment Exam 70-487: Developing Windows Azure and Web Services <p>OR</p> <ul style="list-style-type: none"> Exam 70-464: Developing Microsoft SQL Server 2012 Databases <p>In addition, one individual passes each of the following:</p> <ul style="list-style-type: none"> Exam 70-412: Configuring Advanced Windows Server 2012 Services New BizTalk 2013 technical assessment Exam 70-462: Administering Microsoft SQL Server 2012 Databases
Note: The track for ISV partners will be retired. All partners, whatever their types, will have to meet the same requirements, as described here.		

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Application Lifecycle Management

We are making the Microsoft Certified Professional (MCP) requirements more flexible to reflect that Application Lifecycle Management expertise is often shared by multiple professionals, who each specialize in a particular area. Therefore, the same two or four individuals will no longer be required to meet all of the requirements.

Retired exams

Exam 70-512

Exam requirement changes

	Silver	Gold
Track	Standard track	Standard track
Technical assessments and exams	<p>Your company must employ or contract with at least two Microsoft Certified Professionals (MCPs) who have met the following requirements:</p> <p>Two MCPs must have each passed:</p> <ul style="list-style-type: none"> Exam 70-498: Delivering Continuous Value with Visual Studio Application Lifecycle Management <p>AND</p> <p>Two MCPs (same as or different than previously listed) must have each passed one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-496: Visual Studio Team Foundation Server 2012, Administration Exam 70-512: TS: Visual Studio Team Foundation Server 2010, Administration. <p>AND</p> <p>One MCP (same as or different than previously listed) must have passed the following Microsoft exam or hold one of the following industry-recognized credentials:</p> <ul style="list-style-type: none"> Exam 70-497: Quality Enablement and Assurance PMI Agile Certified Practitioner (PMI-ACP) Professional Scrum Master level 1 (PSM I) 	<p>Your company must employ or contract with four unique Microsoft Certified Professionals (MCPs) who have each passed:</p> <ul style="list-style-type: none"> Exam 70-498: Delivering Continuous Value with Visual Studio Application Lifecycle Management <p>AND</p> <p>Four unique MCPs (same as or different than previously listed) must pass one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-496: Visual Studio Team Foundation Server 2012, Administration Exam 70-512: TS: Visual Studio Team Foundation Server 2010, Administration. <p>AND</p> <p>Two unique MCPs (same as or different than previously listed) must pass the following Microsoft exam or hold one of the following industry-recognized credentials:</p> <ul style="list-style-type: none"> Exam 70-497: Quality Enablement and Assurance PMI Agile Certified Practitioner (PMI-ACP) Professional Scrum Master level 1 (PSM I) Scrum Alliance Certified Scrum Master

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Business Intelligence

- Will be renamed the **Data Analytics** competency and will be extended to recognize new Microsoft capabilities in unlocking insight into any data with solutions like HDInsight and Windows Azure. The latest exam requirements are reflected in the following chart.
- A new Windows Azure-specific cloud track will be created to recognize and reward partners focused on delivering cloud solutions based on Windows Azure.
- Presales technical assessments will be required to earn the **Data Analytics** competency, effective January 2014.

Retired exams	Retired application tests
All exams related to Microsoft SQL Server 2008 Exam 70-545	All application tests related to SQL Server 2008. Only the Microsoft SQL Server 2012 related application tests will remain valid for earning the Data Analytics competency.

Exam requirement changes

	Silver	Gold
Track	Standard track	Standard track
Technical assessments and exams	One professional passes one of the following exams (list 1: business intelligence): <ul style="list-style-type: none"> • Exam 70-463: Implementing Data Warehouses • Exam 70-466: Implementing Data Models and Reports • Exam 70-467: Designing BI Solutions Another professional passes one of the following exams (list 2: application development): <ul style="list-style-type: none"> • Exam 70-461: Querying • Exam 70-462: Administering • Exam 70-463: Implementing Data Warehouses • 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 	Two professionals each pass the following certification: <ul style="list-style-type: none"> • MCSE Business Intelligence Certification – SQL Server 2012 Two other professionals each pass one of the following exams or certifications: <ul style="list-style-type: none"> • Exam 70-466: Implementing Data Models and Reports AND 70-467: Designing Business Intelligence Solutions with SQL Server The four previously listed professionals each pass the Big Data technical assessment.
Business assessments	One professional must pass the Data Analytics presales technical assessment. One professional must pass the Data Analytics sales assessment.	Two professionals must pass the Data Analytics presales technical assessment. Two professionals must pass the Data Analytics sales assessment.

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Data Analytics competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	Two individuals pass one exam as listed on the Partner Portal.	Two individuals pass a Windows Azure technical assessment.	Four individuals each pass a set of exams or a certification as listed on the Partner Portal. The same four professionals each pass the Big Data technical assessment.	Four individuals pass a Windows Azure technical assessment.
Business assessments	One individual passes the Business Analytics competency sales assessment. One individual passes the Business Analytics competency presales technical assessment.	One individual passes the Business Analytics competency sales assessment. One individual passes the Business Analytics competency presales technical assessment.	Two individuals pass the Business Analytics competency sales assessment. One individual passes the Business Analytics competency presales technical assessment.	Two individuals pass the Business Analytics competency sales assessment. One individual passes the Data Platform competency presales technical assessment.
Revenue goal	No revenue goal	No revenue goal	Commit to a revenue goal	Generate US\$25,000 of Windows Azure consumption minimum
Customer evidence	For system integrators: Three customer references For ISVs: Five customer references	For system integrators: Three customer references that include Windows Azure For ISVs: Five customer references	For system integrators: Three customer references For ISVs: Five customer references Customer Satisfaction (CSAT) Index survey	For system integrators: Five customer references that include Windows Azure Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Collaboration and Content

- A new application qualification track will be available for ISVs, which allows them to use their SharePoint application to qualify for this competency.
- To reach gold competency status, non-ISV partners will now have to pass both developer and IT professional-focused exams. The latest exam requirements are reflected in the following chart.
- Presales technical assessments will be required to earn the Collaboration and Content competency, effective January 2014.

Retired exams

Exam 70-667

Exam 70-668

The 2010 versions of the SharePoint developer exams will be retired April 2014.

New exams and assessments
 Office 365 Technical Assessment
 Exam 70-346: Managing Office 365 Identities and Requirements
 Exam 70-347: Enabling Office 365 Services

Exam Requirement Changes

	Silver	Gold
Track	Standard track	Standard track
Technical assessments and exams	Two MCPs must each pass one of the following exams <ul style="list-style-type: none"> • 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: <ul style="list-style-type: none"> • MCSE SharePoint 	Four MCPs must each pass two exams: Two of the four MCPs must pass both: <ul style="list-style-type: none"> • Exam 70-331: SharePoint Server 2013, Core Solutions • Exam 70-332: SharePoint Server 2013, Advanced Solutions OR Have one of the following certifications: <ul style="list-style-type: none"> • MCSE SharePoint • MCSM: SharePoint In addition, two of the four MCPs must pass both: <ul style="list-style-type: none"> • 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

Note: Exam requirements are increasing for gold.

Requirement changes

Application Development
 Application Integration
 Application Lifecycle Management
 Business Intelligence



Collaboration and Content
 Communications
 Customer Relationship Management
 Datacenter
 Data Platform
 Devices and Deployment
 Enterprise Resource Planning
 Learning
 Messaging
 Midmarket Solution Provider
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Exams and test color code

GOLD AND SILVER COMPETENCY
GOLD COMPETENCY
SILVER COMPETENCY



- MCPD: SharePoint Developer 2010 or MCSD: SharePoint Applications
 - MCSM: SharePoint
- AND**
- Pass the new Office 365 technical assessment

- MCPD: SharePoint Developer 2010 or MCSD: SharePoint Applications
- AND**
- All four individuals must also pass the new Office 365 technical assessment.

Requirement changes

Application Development
Application Integration
Application Lifecycle Management

Business Intelligence

→ Collaboration and Content

Communications

Customer Relationship Management

Datacenter

Data Platform

Devices and Deployment

Enterprise Resource Planning

Learning

Messaging

Midmarket Solution Provider
OEM

Project and Portfolio Management

Small Business

Software Asset Management

User Experience Design

Exams and test color code

GOLD AND SILVER
COMPETENCY

GOLD COMPETENCY

SILVER COMPETENCY

Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Collaboration and Content competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	Two individuals must pass: <ul style="list-style-type: none"> • Office 365 Technical Assessment • SharePoint 2013 exams OR Pass the SharePoint Server or SharePoint Online application test	Two individuals must pass: <ul style="list-style-type: none"> • Office 365 Technical Assessment OR Pass the SharePoint Online application test	Your organization must employ or contract with four Microsoft Certified Professionals (MCPs) who have each passed two exams and: One of these Office options: Office 365 Technical Assessment OR Both Office 365 exams: <ul style="list-style-type: none"> • Exam 70-346: Managing Office 365 Identities and Requirements • Exam 74-347: Enabling Office 365 Services Two of the four MCPs must pass both of the following exams: <ul style="list-style-type: none"> • Exam 70-331: SharePoint Server 2013, Core Solutions • Exam 70-332: SharePoint Server 2013, Advanced Solutions OR have one of the	Four individuals must pass: <ul style="list-style-type: none"> • Office 365 exams • Exam 70-346: Managing Office 365 Identities and Requirements • Exam 70-347: Enabling Office 365 Services OR Pass the SharePoint Online application test



			<p>following certifications:</p> <ul style="list-style-type: none"> • MCSE SharePoint • MCSM: SharePoint <p>The other two MCPs must pass two of the following exams:</p> <ul style="list-style-type: none"> • Exam 70-488: Core Solutions of SharePoint 2013 Development • Exam 70-489: Advanced Solutions of SharePoint 2013 Development • Exam 70-573: TS: SharePoint 2010, Application Development • Exam 70-576: PRO: Designing and Developing Microsoft SharePoint 2010 Applications <p>OR have one of the following certifications:</p> <ul style="list-style-type: none"> • MCPD: SharePoint Developer 2010 • MCSD for SharePoint 	
Business assessments	One individual must pass the Collaboration and Content sales assessment and presales technical assessment.	One individual must pass the Collaboration and Content sales assessment and presales technical assessment.	Two individuals must pass the Collaboration and Content sales assessment and presales technical assessment. One individual must pass the presales technical assessment.	Two individuals must pass the Collaboration and Content sales assessment and presales tech assessment. One individual must pass the presales technical assessment.
Revenue goal	No revenue goal	One enterprise customer deployment of 150 or more seats of Office 365 – SharePoint Online workload	Commit to a revenue goal (refer to revenue guide)	Three enterprise customer deployments of 150 or more seats of Office 365 – SharePoint Online workload

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
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- Devices and Deployment
- Enterprise Resource Planning
- Learning
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- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Customer evidence	For system integrators: Three SharePoint-related customer references For ISVs: Five customer references	For system integrators: Three customer references that include SharePoint Online For ISVs: Five customer references	For system integrators: Five SharePoint-related customer references For ISVs: Ten customer references Customer Satisfaction (CSAT) Index survey	For system integrators: Five customer references that include SharePoint Online For ISVs: Ten customer references Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content
- Communications
- Customer Relationship Management
- Datacenter
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- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Communications

- Presales technical assessments will be required to earn the Communications competency, effective January 2014.
- [Lync 2013 exams required.](#)

Retired exams	New exam requirements
Microsoft Lync 2010 exams	Exam 74-338: Lync 2013 Depth Support Engineer Office 365 Technical Assessment Exam 70-346: Managing Office 365 Identifies and Requirements Exam 70-347: Enabling Office 365 Services

Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Communications competency through either the standard or cloud track. Requirements are listed in the following table.

	Silver		Gold	
Track	Standard track	Cloud track	Standard track	Cloud track

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Technical assessments and exams	Two individuals must pass both of the following: <ul style="list-style-type: none"> Office 365 Technical Assessment Qualifying Lync 2013 exams OR Pass the Lync Server or Lync Online application test and have one individual pass the previously listed required exams.	Two individuals must pass: <ul style="list-style-type: none"> Office 365 Technical Assessment OR Pass the Lync Online application test and have one individual pass the Office 365 Technical assessment	Four individuals must pass both of the following: One of these Office options: <ul style="list-style-type: none"> Office 365 Technical Assessment or the new Office 365 exams: Exam 70-346: Managing Office 365 Identities and Requirements Exam 70-347: Enabling Office 365 Services AND <ul style="list-style-type: none"> Lync 2013 exams AND One person pass Exam 70-338: Lync 2013 Depth Support Engineer	Four individuals must pass the new Office 365 exams: <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 70-347: Enabling Office 365 Services OR Pass the Lync Online application test and have two individuals pass the new Office 365 exams: <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 70-347: Enabling Office 365 Services
Business assessments	One individual must pass the Communications sales assessment.	One individual must pass the Communications sales assessment. One unique individual must pass the presales tech assessment.	Two individuals must pass the Communications sales assessment. One individual must pass the presales tech assessment.	Two individuals must pass the Communications sales assessment. One unique individual must pass the presales tech assessment.
Revenue goal	No revenue goal	One enterprise customer deployment of 150 or more seats of Office 365 - Lync Online workload	Commit to a revenue goal (refer to revenue guide)	Three enterprise customer deployments of 150 or more seats of Office 365 - Lync Online workload

Requirement changes

- Application Development
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Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
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Requirement changes

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Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY

Customer evidence	For system integrators: Three Lync-related customer references For ISVs: Five customer references	For system integrators: Three customer references that include Microsoft Lync Online For ISVs: Five customer references	For system integrators: Five Lync-related customer references For ISVs: Ten customer references Customer Satisfaction (CSAT) Index survey	For system integrators: Five customer references that include Lync Online For ISVs: Ten customer references Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Hosting track requirements

Starting January 2014, partners can qualify for the Communications competency with the hosting track requirements in the following table. For partner organizations with locations in more than one country, when the new country qualification rules apply, some hosting track qualification criteria will be required at a worldwide level and others at a country level, as noted in the following chart. We recommend that you comply with these rules as soon as possible, to facilitate the transition after the qualification rules are updated later in 2014.

	Silver	Gold
Track	Hosting track	Hosting track
Technical assessments and exams (required at global level)	Same as standard track requirements	Same as standard track requirements
Business assessments (required at country level)	One individual must pass the Hosting sales assessment.	Two individuals must pass the Hosting sales assessment.
Agreement (required at global level)	Have signed a SPLA agreement	Have signed a SPLA agreement
Revenue goal (required at global level)	Not applicable	Meet SPLA revenue threshold (final amount to be determined)
Customer evidence (required at country level)	Three customer references related to a Hosting project	Five customer references related to a Hosting project Customer Satisfaction (CSAT) Index survey
Competency fee (required at country level)	Silver competency fee	Gold competency fee



Customer Relationship Management

Microsoft Dynamics 2013 exams are expected to be available as options in late fall 2013.

Standard track and cloud track requirements

Starting January 2014, partners can qualify for the CRM competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	<p>Three individuals must pass the required Microsoft Dynamics exams.</p> <p>OR</p> <p>Pass the Microsoft Dynamics CRM application test.</p> <p>AND</p> <p>Pass the Managing Microsoft Dynamics Implementations exam (two people VAR track, one person ISV track).</p>	<p>Three individuals must pass the required Microsoft Dynamics exams relevant to the cloud track.</p> <p>OR</p> <p>Pass the Microsoft Dynamics CRM application test.</p> <p>AND</p> <p>Pass the Managing Microsoft Dynamics Implementations exam (two people VAR track, one person ISV track).</p>	<p>Six individuals must pass the required Microsoft Dynamics exams.</p> <p>OR</p> <p>Pass the Certified for Microsoft Dynamics test.</p> <p>AND</p> <p>Pass the Managing Microsoft Dynamics Implementations exam (three people VAR track, one person ISV track).</p>	<p>Six individuals must pass the required Microsoft Dynamics exams relevant to the cloud track.</p> <p>OR</p> <p>Pass the Certified for Microsoft Dynamics test.</p> <p>AND</p> <p>Pass the Managing Microsoft Dynamics Implementations exam (three people VAR track, one person ISV track).</p>
Business assessments	<p>One individual must pass the Microsoft Dynamics CRM sales assessment (not required for the ISV track).</p>	<p>One individual must pass the Microsoft Dynamics CRM sales assessment (not required for the ISV track).</p>	<p>Two individuals must pass the Microsoft Dynamics CRM sales assessment.</p> <p>AND</p> <p>One person must pass the presales technical assessment (not required for the ISV track).</p>	<p>Two individuals must pass the Microsoft Dynamics CRM sales assessment.</p> <p>AND</p> <p>One person must pass the presales technical assessment (not required for the ISV track).</p>
Revenue goal	<p>Meet the annual revenue or seat count for Microsoft Dynamics CRM Online.</p>	<p>Meet the annual seat count for Microsoft Dynamics CRM Online:</p> <p>Market A – 150 seats</p> <p>Market B,C – 75 seats</p>	<p>Meet the annual revenue or seat count for Microsoft Dynamics CRM Online.</p>	<p>Meet the annual seat count for Microsoft Dynamics CRM Online:</p> <p>Market A – 300 seats</p> <p>Market B, C – 150 seats</p>
Service plans			<p>Microsoft Dynamics Partner Service Plan is no</p>	

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
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- Devices and Deployment
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- Midmarket Solution Provider
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- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



			longer required (VAR track).	
Customer evidence	Three Microsoft Dynamics CRM-focused customer references	Three customer references that include Microsoft Dynamics CRM Online	Five Microsoft Dynamics CRM-focused customer references Customer Satisfaction (CSAT) Index survey	Five customer references that include Microsoft Dynamics CRM Online Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Datacenter

Presales technical assessments will be required to earn the Datacenter competency. Effective January 2014. All exams related to System Center 2007 and Windows Server 2008 that were valid for the Identity and Access, Management and Virtualization, and Server Platform competencies are retired. Only exams related to System Center 2012 and Windows Server 2012 are valid as described in the chart below.

Requirements

	Silver	Gold
Track	Standard track	Standard track
Technical credentials	<p>One professional passes one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-417: Upgrading your skills to MCSA Windows Server 2012 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 <p>And one professional passes one of the previously mentioned exams or one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-246: Monitoring and Operating a Private Cloud with Microsoft System Center 2012 Exam 70-247: Configuring and Deploying a Private Cloud with Microsoft System Center 2012 Exam 70-413: Designing and Implementing a Server Infrastructure Exam 70-414: Implementing an Advanced Server Infrastructure 	<p>Two professionals pass the following exams:</p> <ul style="list-style-type: none"> Exam 70-246: Monitoring and Operating a Private Cloud with Microsoft System Center 2012 Exam 70-247: Configuring and Deploying a Private Cloud with Microsoft System Center 2012 <p>And two other professionals pass the following exams:</p> <ul style="list-style-type: none"> Exam 70-413: Designing and Implementing a Server Infrastructure Exam 70-414: Implementing an Advanced Server Infrastructure <p>And two of the four professionals pass the following exam or certification:</p> <ul style="list-style-type: none"> Exam 70-417: Upgrading your skills to MCSA Windows Server 2012 OR MCSA Windows Server 2012

Requirement changes

Application Development
Application Integration
Application Lifecycle Management
Business Intelligence
Collaboration and Content Communications

→ Customer Relationship Management

→ Datacenter

Data Platform

Devices and Deployment

Enterprise

Resource Planning

Learning

Messaging

Midmarket Solution Provider

OEM

Project and Portfolio Management

Small Business

Software Asset Management

User Experience Design

Exams and test color code

GOLD AND SILVER COMPETENCY

GOLD COMPETENCY

SILVER COMPETENCY



Business assessments	<ul style="list-style-type: none"> One professional must pass the Datacenter presales technical assessment. One professional must pass the Datacenter sales assessment. 	<ul style="list-style-type: none"> One professional must pass the Datacenter presales technical assessment. Two professionals must pass the Datacenter sales assessment.
Revenue goal	No revenue goal	Meet a minimum revenue goal as described in the revenue guide.
Customer evidence	Three customer references related to the implementation of Windows Server, System Center, or Windows Azure	Five customer references related to the implementation of Windows Server, System Center or Windows Azure Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Gold competency fee

Standard track and cloud track requirements
 Starting January 2014, partners can qualify for the Datacenter competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	Two individuals pass one exam as listed on the Partner Portal.	Two individuals pass a Windows Azure technical assessment.	Four individuals each pass a set of exams or a certification as listed on the Partner Portal.	Four individuals pass a Windows Azure technical assessment.
Business assessments	One individual passes the Data Platform competency sales assessment. One individual passes the Datacenter competency presales technical assessment.	One individual passes the Data Platform competency sales assessment. One individual passes the Datacenter competency presales technical assessment.	Two individuals pass the Data Platform competency sales assessment. One individual passes the Datacenter competency presales technical assessment.	Two individuals pass the Data Platform competency sales assessment. One individual passes the Datacenter competency presales technical assessment.
Revenue goal	No revenue goal	No revenue goal	Commit to a revenue goal.	Generate US\$25,000 of Windows Azure consumption minimum.
Customer evidence	Three customer references	Three customer references that include Windows Azure	Five customer references Customer Satisfaction (CSAT) Index survey	Five customer references that include Windows Azure Customer Satisfaction (CSAT) Index survey

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management



- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee
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Hosting track requirements
 Starting January 2014, partners can qualify for the Datacenter competency with the hosting track requirements listed in the following table. For partner organizations with locations in more than one country, when the new country qualification rules apply, some hosting track qualification criteria will be required at a worldwide level and others at a country level, as noted in the following chart. We recommend that you comply with these rules as soon as possible, to facilitate the transition after the qualification rules are updated later in 2014.

	Silver	Gold
	Hosting track	Hosting Track
Technical assessments and exams (required at global level)	<p>One professional passes one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-417: Upgrading your skills to MCSA Windows Server 2012 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 <p>And one professional passes one of the previously mentioned exams or one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-246: Monitoring and Operating a Private Cloud with Microsoft System Center 2012 Exam 70-247: Configuring and Deploying a Private Cloud with Microsoft System Center 2012 Exam 70-413: Designing and Implementing a Server Infrastructure Exam 70-414: Implementing an Advanced Server Infrastructure <p>These two professionals must also pass the technical assessment for Hosting partners.</p>	<p>Two professionals pass the following exams:</p> <ul style="list-style-type: none"> Exam 70-246: Monitoring and Operating a Private Cloud with Microsoft System Center 2012 Exam 70-247: Configuring and Deploying a Private Cloud with Microsoft System Center 2012 <p>And two other professionals pass the following exams:</p> <ul style="list-style-type: none"> Exam 70-413: Designing and Implementing a Server Infrastructure Exam 70-414: Implementing an Advanced Server Infrastructure <p>And two of the four professionals pass the following exam or certification:</p> <ul style="list-style-type: none"> Exam 70-417: Upgrading your skills to MCSA Windows Server 2012 or MCSA Windows Server 2012 <p>The previously mentioned four professionals must pass the technical assessment for Hosting partners.</p>
Business assessments (required at country level)	<p>One professional must pass the Datacenter presales technical assessment for Hosting partners.</p> <p>One professional must pass the Datacenter sales assessment for Hosting partners.</p>	<p>One professional must pass the Datacenter presales technical assessment for Hosting partners.</p> <p>Two professionals must pass the Datacenter sales assessment for Hosting partners.</p>
Agreement (required at global level)	Have signed a SPLA agreement.	Have signed a SPLA agreement

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content
- Communications
- Customer Relationship Management
- ➔ Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Revenue goal (required at country level)	Not applicable	Meet SPLA revenue threshold (final amount to be determined)
Customer evidence (required at country level)	Three customer references related to the implementation of Windows Server, System Center, or Windows Azure in a Hosting environment	Five customer references related to the implementation of Windows Server, System Center, or Windows Azure in a hosting environment Customer Satisfaction (CSAT) Index survey
Competency fee (required at country level)	Silver competency fee	Gold competency fee

Data Platform

Retired exams	Retired application tests
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All exams and certifications related to SQL Server 2008	All application tests related to SQL Server 2008
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Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Data Platform competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	Two individuals pass one specified exam.	Two individuals pass a Windows Azure technical assessment.	Four individuals each pass a set of specified exams or a certification.	Four individuals pass a Windows Azure technical assessment.
Business assessments	One individual passes the Data Platform competency sales assessment. One individual passes the Data Platform competency presales technical assessment.	One individual passes the Data Platform competency sales assessment. One individual passes the Data Platform competency presales technical assessment.	One individual passes the Data Platform competency sales assessment. One individual passes the Data Platform competency presales technical assessment.	Two individuals pass the Data Platform competency sales assessment. One individual passes the Data Platform competency presales technical assessment.
Revenue goal	No revenue goal	No revenue goal	Commit to a revenue goal.	Generate US\$25,000 of Windows Azure consumption revenue minimum.

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datcenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Customer evidence	<ul style="list-style-type: none"> For System Integrators: Three customer references For ISVs: Five customer references 	<ul style="list-style-type: none"> For System Integrators: Three customer references that include Windows Azure For ISVs: Five customer references 	<ul style="list-style-type: none"> For System Integrators: Three customer references For ISVs: Five customer references Perform a customer satisfaction (CSAT) survey 	<ul style="list-style-type: none"> For System Integrators: Three customer references that include Windows Azure For ISVs: Five customer references Perform a customer satisfaction (CSAT) survey
Competency Fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Hosting track requirements
 Starting January 2014, partners can qualify for the Data Platform competency with the hosting track requirements in the following table. For partner organizations with locations in more than one country, when the new country qualification rules apply, some hosting track qualification criteria will be required at a worldwide level and others at a country level, as noted in the following chart. We recommend that you comply with these rules as soon as possible, to facilitate the transition after the qualification rules are updated later in 2014.

	Silver	Gold
Track	Hosting track	Hosting track
Technical assessments and exams (required at global level)	<p>Two professionals pass one exam from the following list:</p> <ul style="list-style-type: none"> Exam 70-461: Querying Exam 70-462: Administering Exam 70-463: Implementing Data Warehouses Exam 70-464: Developing Databases Exam 70-465: Designing Database Solutions 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 <p>The two previously mentioned professionals must pass the technical assessment for Hosting partners.</p>	<p>Two professionals pass one of the following certifications:</p> <ul style="list-style-type: none"> MCSE Data Platform <p>Two professionals pass one of the following exams or certification options:</p> <ul style="list-style-type: none"> Exam 70-464: Developing Databases and Exam 70-465: Designing Database Solutions MCSE Data Platform <p>The four previously mentioned professionals must pass the technical assessment for Hosting partners.</p>
Business assessments (required at country level)	<ul style="list-style-type: none"> One professional must pass the Data Platform presales technical assessment for Hosting partners. One professional must pass the Data Platform sales assessment for Hosting partners. 	<ul style="list-style-type: none"> One unique professional must pass the Data Platform presales technical assessment for Hosting partners. Two professionals must pass the Data Platform sales assessment for Hosting partners.

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Agreement (required at global level)	Have signed a SPLA agreement	Have signed a SPLA agreement
Revenue goal (required at global level)	Not applicable	Meet SPLA revenue threshold (final amount to be determined).
Customer evidence (required at country level)	Three customer references related to the implementation of SQL Server or Windows Azure in a Hosting environment	Three customer references related to the implementation of SQL Server or Windows Azure in a hosting environment Customer Satisfaction (CSAT) Index survey
Competency fee (required at country level)	Silver competency fee	Gold competency fee

Devices and Deployment

Presales technical assessments will be required to earn the Devices and Deployment competency, effective January 2014.

Retired exams

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

[MCITP: Enterprise Desktop Devices and Deployment Administrator 7](#)

Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Devices and Deployment competency through either the standard or [cloud track](#). Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



<p>Technical assessments and exams</p>	<p>Two individuals must pass:</p> <ul style="list-style-type: none"> Windows 8 and Devices and Deployment technical assessment 	<p>Two individuals must each passed:</p> <ul style="list-style-type: none"> Office 365 technical assessment Windows Intune technical assessment 	<p>Four individuals who must pass the exams or certification in one of the following options:</p> <p>Option 1: Four individuals each pass:</p> <ul style="list-style-type: none"> MCSE: Desktop Infrastructure AND Office 365 Technical Assessment (generic) OR <p>Both Office 365 exams:</p> <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 74-347: Enabling Office 365 Services AND <p>Windows 8 technical assessment for Devices and Deployment</p> <p>Option 2: Four individuals must each pass:</p> <ul style="list-style-type: none"> Exam 70-415: Implementing a Desktop Infrastructure AND Exam 70-688: Managing and Maintaining Windows 8 or Exam 70-689: Upgrading Your Skills to MCSA Windows 8 AND <p>One of these Office options:</p> <ul style="list-style-type: none"> The new Office 365 Technical Assessment OR <p>Both Office 365 exams:</p> <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 74-347: Enabling Office 365 Services 	<p>Four individuals must pass both Office 365 exams:</p> <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 70-347: Enabling Office 365 Services <p>AND</p> <p>The new Windows Intune technical assessment</p>
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Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Business assessments	One individual must pass the Devices and Deployment sales assessment and presales technical assessment.	One individual must pass the Devices and Deployment sales assessment and presales technical assessment.	Two individuals must pass the Devices and Deployment sales assessment and presales tech assessment. One individual must pass the presales technical assessment.	Two individuals must pass the Devices and Deployment sales assessment and presales tech assessment. One individual must pass the presales technical assessment.
Revenue goal	No revenue goal	One enterprise customer deployment of 150 or more seats of Office 365 or Windows Intune	Commit to a revenue goal (refer to revenue guide)	Three enterprise customer deployments of 150 or more seats of Office 365 or Windows Intune
Customer evidence	Three customer references	Three customer references that include Office 365 or Windows Intune	Five customer references Customer Satisfaction (CSAT) Index survey	Five customer references that include Office 365 or Windows Intune Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design



Enterprise Resource Planning

Microsoft Dynamics Partner Service Plan is no longer required (VAR track), effective July 2013.

Retired exams

Option 1 of current requirements:

All SQL Server 2008 exams will be retired effective January 2014. Your company must employ or contract with MCPs who have passed the SQL Server 2012 exams as of January 2014.

Option 2 of current requirements:

All Microsoft Dynamics GP 2010 exams will be retired effective January 2014. Your company must employ or contract with MCPs who have passed the Microsoft Dynamics GP 2013 exams as of January 2014.

Option 3 of current requirements:

All Microsoft Dynamics NAV 2009 exams will be retired effective January 2014. Your company must employ or contract with MCPs who have passed the Microsoft Dynamics NAV 2013 exams as of January 2014.

Option 6 of current requirements:

All Microsoft Dynamics C5 2010 exams will be retired effective January 2014. Your company must employ or contract with MCPs who have passed the Microsoft Dynamics C5 2012 exams prior to your first renewal date after January 2014.

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Learning

We are evolving the Learning competency requirements to ensure strategic engagement with our Gold Learning competency partners, while providing overall program simplification at all levels. These program changes are designed to drive skills reach through Microsoft Official Courses and skills validation through Microsoft Certification exams. Effective January 2014.

	Silver	Gold
Track	Standard Track	Standard Track
Technical assessment and exams	Two Microsoft Certified Trainers (MCTs)	Four Microsoft Certified Trainers (MCTs) AND One of the previously mentioned MCTs must also be a Private Cloud MCSE.
Business assessments	One individual must pass the Learning sales assessment.	Two individuals must pass the Learning sales assessment.
Revenue Goal	No revenue goal	Meet Learning partner revenue threshold; see Learning Partner KPI Report for details (login required)
Learning partner key performance indicators (KPIs)	Customer reach: <ul style="list-style-type: none"> Microsoft Official Courses Certification exam vouchers See the Learning Partner KPI Report for details (log-in required).	Customer reach: <ul style="list-style-type: none"> Microsoft Official Courses Certification Exam Vouchers See the Learning Partner KPI Report for details (log-in required).
Customer evidence	Three Microsoft Official Course (MOC) customer reference; Customer satisfaction (CSAT) through Metrics that Matter (MTM) course evaluation surveys	Five Microsoft Official Course (MOC) customer references CSAT through Metrics that Matter (MTM) course evaluation surveys
Partner Business Plan	Business assessment (for new silver enrollments only)	Microsoft-approved Learning competency Partner Business Plan
Competency fee	Silver competency fee	Gold competency fee

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Messaging

Presales technical assessments will be required to earn the Messaging competency, effective January 2014.

Retired exams

All Microsoft Exchange 2010 exams

Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Messaging competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	Two individuals must pass: <ul style="list-style-type: none"> Office 365 technical assessment Exchange 2013 exams OR Pass the Exchange Server or Exchange Online application test.	Two individuals must pass: <ul style="list-style-type: none"> Office 365 technical assessment OR Pass the Exchange Online application test.	Four individuals must pass: Exchange 2013 exams AND One of these Office options: The new Office 365 technical assessment or both Office 365 exams: <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 70-347: Enabling Office 365 Services OR Pass the Exchange Server or Exchange Online application test.	Four individuals must pass: Both Office 365 exams: <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 70-347: Enabling Office 365 Services OR Pass the Exchange Online application test.
Business assessments	One individual must pass the Messaging sales assessment and presales technical assessment.	One individual must pass the Messaging sales assessment and presales technical assessment.	Two individuals must pass the Messaging sales assessment and presales technical assessment. One individual must pass the presales technical assessment.	Two individuals must pass the Messaging sales assessment and presales technical assessment. One individual must pass the presales technical assessment.

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Revenue goal	No revenue goal	One enterprise customer deployment of 150 or more seats of Office 365 – Exchange Online workload	Commit to a revenue goal (refer to revenue guide)	Three enterprise customer deployments of 150 or more seats of Office 365 – Exchange Online workload
Customer evidence	For system integrators: Three customer references For ISVs: Five customer references	For system integrators: Three customer references that include Exchange Online For ISVs: Five customer references	For system integrators: Five customer references For ISVs: Ten customer references Customer Satisfaction (CSAT) Index survey	For system integrators: Five customer references that include Exchange Online For ISVs: Ten customer references Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Hosting track requirements

Starting January 2014, partners can qualify for the Messaging competency with the hosting track requirements listed in the following table. For partner organizations with locations in more than one country, when the new country qualification rules apply, some hosting track qualification criteria will be required at a worldwide level and others at a country level, as noted in the following chart. We recommend that you comply with these rules as soon as possible, to facilitate the transition after the qualification rules are updated later in 2014.

	Silver	Gold
Track	Hosting track	Hosting track
Technical assessments and exams (required at global level)	Same as standard track requirements	Same as standard track requirements
Business assessments (required at country level)	One individual must pass the Hosting sales assessment.	Two individuals must pass the Hosting sales assessment.

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content
- Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- ➔ Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Agreement (required at global level)	Have signed a SPLA agreement	Have signed a SPLA agreement
Revenue goal (required at country level)	Not applicable	Meet SPLA revenue threshold (final amount to be determined)
Customer evidence (required at country level)	Three customer references related to a Hosting project	Five customer references related to a Hosting project Customer Satisfaction (CSAT) Index survey
Competency fee (required at the country level)	Silver competency fee	Gold competency fee

Midmarket Solution Provider

We will be evolving the competency requirements to be more focused on core midmarket solutions and will be fully integrating the cloud into the requirements and benefits. This effort will realign this competency to better enable partners to capitalize on the growing SMB market, and the sizable and growing cloud opportunity within that market.

We will also be mainstreaming cloud products (Office 365, Windows Intune, and Microsoft Dynamics CRM Online) into the competency and introducing a cloud path as part of this effort. (Refer to details in the [cloud mainstreaming section](#)). In addition, we will update competency requirements to match the new scope of products. The list of exams that will enable a partner to qualify for the Midmarket Solution Provider competency will be updated in January 2014.

Effective April 2014, all partners will be required to qualify with at least one exam that focuses on Office 365. Exam requirement changes are reflected in the following chart.

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Retired exams

[Exam 70-448: TS](#) (previously communicated to be retired in May 2013)

[Exam 70-455](#) (previously communicated to be retired in May 2013)

[Exam 70-662: TS](#)

[Exam 70-664](#)

[Exam 70-667](#)

All Windows Server 2008 exams as communicated previously on the Microsoft Partner Network Portal

[Exam 70-662: TS](#)

[Exam 70-664: TS](#)

[Exam 70-667](#)

All Windows Server 2008 exams as communicated previously on the Microsoft Partner Network Portal

[Exam 70-680: TS](#)

[Exam 70-681: TS](#)

Exam requirement changes

	Silver	Gold
Track	Standard track	Standard track
Technical assessments and exams	<p>Two MCPs who have each passed two exams:</p> <p>One MCP must pass a technical assessment focused on core midmarket solutions that includes critical infrastructure and Office 365 (availability to be announced).</p> <p>A second MCP must choose from the following exam list.</p> <ul style="list-style-type: none"> • Midmarket solution-focused technical assessment* (Cross Solution – Office 365 and Critical Infrastructure) • Windows Intune technical assessment • Office 365 technical assessment • 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 70-687: Configuring Windows 8 • Exam 70-688: Managing and Maintaining Windows 8 • Exam 70-689: Upgrading Your Skills to MCSA Windows 8 • Exam 70-488: Developing Microsoft SharePoint Server 2013 Core Solutions • 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 70-462: Administering a Microsoft SQL Server 	<p>Three MCPs who have each passed two exams:</p> <p>Two MCPs must pass a technical assessment focused on core midmarket solutions that includes critical infrastructure and Office 365 (availability to be announced), along with one additional exam from the following list.</p> <p>The third MCP must pass any two exams in the following list.</p> <ul style="list-style-type: none"> • Mid-Market Solution focused technical assessment* (Cross Solution – Office 365 and Critical Infrastructure) • Windows Intune technical assessment • Office 365 technical assessment • 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 70-687: Configuring Windows 8 • Exam 70-688: Managing and Maintaining Windows 8 • Exam 70-689: Upgrading Your Skills to MCSA Windows 8 • Exam 70-488: Developing Microsoft SharePoint Server 2013 Core Solutions • 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 70-462: Administering a Microsoft SQL Server 2012 Database

Requirement changes

Application Development

Application Integration

Application Lifecycle Management

Business Intelligence

Collaboration and Content

Communications

Customer Relationship Management

Datacenter

Data Platform

Devices and Deployment

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User Experience Design

Exams and test color code

GOLD AND SILVER
COMPETENCY

GOLD COMPETENCY

SILVER COMPETENCY



<ul style="list-style-type: none"> 2012 Database Exam MB2-866: Microsoft Dynamics CRM 2011 Customization and Configuration 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 	<ul style="list-style-type: none"> Exam MB2-866: Microsoft Dynamics CRM 2011 Customization and Configuration 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
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Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Midmarket Solution Provider competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	Two individuals must pass: <ul style="list-style-type: none"> One exam (as listed on the Partner Portal) 	Two individuals must pass: <ul style="list-style-type: none"> Office 365 technical assessment OR <ul style="list-style-type: none"> Windows Intune technical assessment 	Three individuals must pass: <ul style="list-style-type: none"> Exams and certifications (as listed on the Partner Portal) 	Three individuals must pass: <ul style="list-style-type: none"> Office 365 technical assessment OR <ul style="list-style-type: none"> Windows Intune technical assessment
Business assessments	One individual must pass the Midmarket sales assessment.	One individual must pass the Midmarket sales assessment.	Two individuals must pass the Midmarket sales assessment.	Two individuals must pass the Midmarket sales assessment.
Revenue goal	No revenue goal	Sell or deploy 150 seats of Office 365 or Windows Intune.	Commit to a revenue goal (refer to revenue guide)	Sell or deploy 250 seats Office 365 or Windows Intune.
Customer evidence	Three customer references	Three customer references that include Office 365 or Windows Intune	Five customer references Customer Satisfaction (CSAT) Index survey	Five customer references that include Office 365 or Windows Intune Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

* Midmarket-focused technical assessment (with Office 365) will be required in April 2014 for all partners in standard track.

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content
- Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design



Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



OEM

Retired exams

Exam 70-635	Exam 70-683	Exam 70-577	Exam 70-643	Exam 70-648	Exam 70-246
Exam 70-682	Exam 70-680	Exam 70-642	Exam 70-169	Exam 70-649	Exam 70-247
Exam 70-681					

Exam Requirement changes

	Silver	Gold
Track	Standard track	Standard track
Technical assessments and exams	<p>Two MCPs must each pass one exam. One MCP must pass one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-684: OEM Reseller Exam 74-697: OEM Pre-installation The second MCP must pass one of the following exams: Exam 70-410: Installing & Configuring Windows Server 2012 Exam 70-411: Administering Windows Server 2012 Exam 70-412: Configuring Advanced Windows Server 2012 Services Exam 70-413: Designing and Implementing a Server Infrastructure Exam 70-684: OEM Reseller Exam 70-687: Configuring Windows 8 Exam 70-688: Managing and Maintaining Windows 8 Exam 70-689: Upgrading Your Skills to MCSA Windows 8 Exam 74-697: OEM Pre-installation Exam 74-324: Administering Office 365 for Small Businesses 	<p>Four MCPs must each pass two exams. Two MCPs must each pass one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-684: OEM Reseller Exam 74-697: OEM Pre-installation Two other MCPs must each pass two of the following exams: Exam 70-410: Installing & Configuring Windows Server 2012 Exam 70-411: Administering Windows Server 2012 Exam 70-412: Configuring Advanced Windows Server 2012 Services Exam 70-413: Designing and Implementing a Server Infrastructure Exam 70-684: OEM Reseller Exam 70-687: Configuring Windows 8 Exam 70-688: Managing and Maintaining Windows 8 Exam 70-689: Upgrading Your Skills to MCSA Windows 8 Exam 74-697: OEM Pre-installation Exam 74-324: Administering Office 365 for Small Businesses

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM**
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Project and Portfolio Management

Retired exams	New required exams
Exam 70-667: TS Exam 70-177: TS Exam 70-178	Exam 74-344 Exam 74-343 Exam 70-331 Exam 70-346 Managing Office 365 Identities and Requirements Exam 74-347 Enabling Office 365 Services
	New required assessments
	Project and Portfolio Management Sales Assessment Office 365 Technical Assessment

Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Project and Portfolio Management competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track
Technical assessments and exams	Two individuals must pass: <ul style="list-style-type: none"> Office 365 technical assessment Project 2013 exams 	Two individuals must pass: <ul style="list-style-type: none"> Office 365 technical assessment 	Four individuals must pass: <ul style="list-style-type: none"> Project 2013 exams SharePoint 2013 exam AND One of these Office options: <ul style="list-style-type: none"> Office 365 technical assessment OR Both Office 365 exams: <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 74-347: Enabling Office 365 Services 	Four individuals must pass both Office 365 exams: <ul style="list-style-type: none"> Exam 70-346: Managing Office 365 Identities and Requirements Exam 74-347: Enabling Office 365 Services

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design



Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Business assessments	One individual must pass the Project and Portfolio Management sales assessment.	One individual must pass the Project and Portfolio Management sales assessment.	Two individuals must pass the Project and Portfolio Management sales assessment.	Two individuals must pass the Project and Portfolio Management sales assessment.
Revenue goal	No revenue goal	One enterprise customer deployment of 25 or more seats of Office 365 – PPM workload	Commit to a revenue goal (refer to revenue guide)	Three enterprise customer deployments of 25 or more seats of Office 365 – PPM workload
Customer evidence	Three customer references	Three customer references that include Project Online	Five customer references Customer Satisfaction (CSAT) Index survey	Five customer references that include Project Online Customer Satisfaction (CSAT) Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Small Business

The Silver Small Business competency promotional fee of US\$999 will be extended through January 2014.

Retired Exams	New Optional Exams
Exam 70-169 : TS Exam 70-642 : TS Exam 70-680 : TS	Exam 74-325 (Refresh of exam 74-324: Administering Office 365 for Small Business)

Standard track and cloud track requirements

Starting January 2014, partners can qualify for the Small Business competency through either the standard or cloud track. Requirements are listed in the following table.

Track	Silver		Gold	
	Standard track	Cloud track	Standard track	Cloud track

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content
- Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD & SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Technical assessments and exams	One individual must pass two exams or two individuals must each pass one exam: <ul style="list-style-type: none"> Office 365 exam for Small Business Windows 8 or Windows Server 2012 exam 	One individual must pass: <ul style="list-style-type: none"> Office 365 technical assessment for small business 	Two individuals (up to four individuals) must in aggregate pass four exams: <ul style="list-style-type: none"> Office 365 exam for Small Business Windows 8 or Windows Server 2012 exam 	Two individuals must pass: <ul style="list-style-type: none"> Office 365 technical assessment for small business
Business assessments	One individual must pass the Small Business sales assessment.	One individual must pass the Small Business sales assessment.	Two individuals must pass the Small Business sales assessment.	Two individuals must pass the Small Business sales assessment.
Revenue goal	No revenue goal	Sell or deploy 150 seats of Office 365	Commit to a revenue goal (refer to revenue guide)	Sell or deploy 250 seats of Office 365
Customer evidence	Three customer references	Three customer references that include Office 365	Five customer references Customer Satisfaction (CSAT) Index survey	Five customer references that include Office 365 CSAT Index survey
Competency fee	Silver competency fee	Silver competency fee	Gold competency fee	Gold competency fee

Note: See the Microsoft Partner Portal for details about flexibility in MCP requirement for the standard track.

Software Asset Management

Silver and gold requirements are being adapted in order to recognize the particularities of SAM partners. The overall number of required Microsoft Certified Professionals (MCP)s is reduced to one for silver. For the gold SAM competency, two options are proposed to partners:

1. Certify four professionals as it is required today. The two Volume Licensing exams will be required for two professionals instead of one Volume Licensing exam out of the two as of today.
2. Certify two professionals instead of four but each professional must demonstrate a broader range of expertise around SAM, volume Licensing and system management.

Retired exams

- Exam 70-656: TS: Microsoft Desktop Optimization Pack, Configuring
- Exam 70-674: Delivering Business Value Planning Services

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise
- Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



Requirement changes

Track	Silver	Gold
Technical assessments and exams	<p>Standard track</p> <p>One MCP must pass:</p> <ul style="list-style-type: none"> Exam 70-673: TS: Designing, Assessing, and Optimizing Software Asset Management (SAM) 	<p>Standard track</p> <p>Option 1:</p> <p>Four MCPs must pass:</p> <ul style="list-style-type: none"> Exam 70-673: TS: Designing, Assessing, and Optimizing Software Asset Management (SAM) <p>In addition, two of those people must each pass the following Volume Licensing exams:</p> <ul style="list-style-type: none"> Exam 70-671: Designing and Providing Microsoft Volume Licensing Solutions to Small and Medium Organizations Exam 70-672: Designing and Providing Microsoft Volume Licensing Solutions to Large Organizations <p>And the other two people must each pass one of the following exams:</p> <ul style="list-style-type: none"> Exam 70-401: TS: Microsoft System Center Configuration Manager 2007, Configuring or Exam 70-243: Administering and Deploying System Center 2012 Configuration Manager Exam 70-243: System Center 2012, Configuration Manager Exam 70-247: Administering and Deploying System Center 2012 Configuration Management <p>Option 2:</p> <p>Two MCPs must pass the following exams:</p> <ul style="list-style-type: none"> Exam 70-671: Designing and Providing Microsoft Volume Licensing Solutions to Small and Medium Organizations Exam 70-672: Designing and Providing Microsoft Volume Licensing Solutions to Large Organizations Exam 70-673: TS: Designing, Assessing, and Optimizing Software Asset Management (SAM)

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY



		<p>And one of the following exams:</p> <ul style="list-style-type: none"> • Exam 70-401: TS: Microsoft System Center Configuration Manager 2007, Configuring or Exam 70-243: Administering and Deploying System Center 2012 Configuration Manager • Exam 70-243: System Center 2012, Configuration Manager • Exam 70-247: Administering and Deploying System Center 2012 Configuration Management
Customer evidence	Three customer references	Completion of four SAM engagements in the past 12 months
Competency fee	Silver competency fee	Gold competency fees

User Experience Design

New requirements		
	Silver	Gold
Track	Standard track	Standard track
Technical exams	Two professionals pass the new Exam 74-353: Windows UX Design.	Four professionals pass the new Exam 74-353: Windows UX Design.
Business assessment	One professional passes the new sales assessment for User Experience Design	Two professionals pass the new sales assessment for User Experience Design.
Customer evidence	Three customer references related to the design of an application on Windows 8	Five customer references related to the design of an application on Windows 8 Customer Satisfaction (CSAT) Index survey for 10 people into two organizations
Competency fee	Silver competency fee	Gold competency fees

Requirement changes

- Application Development
- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Collaboration and Content Communications
- Customer Relationship Management
- Datacenter
- Data Platform
- Devices and Deployment
- Enterprise Resource Planning
- Learning
- Messaging
- Midmarket Solution Provider
- OEM
- Project and Portfolio Management
- Small Business
- Software Asset Management
- User Experience Design

Exams and test color code

- GOLD AND SILVER COMPETENCY
- GOLD COMPETENCY
- SILVER COMPETENCY