



The Microsoft Partner Agreement for Cloud Solution Provider Partners

Frequently asked questions

June 10, 2019

OVERVIEW – WHAT IS THE MICROSOFT PARTNER AGREEMENT?

The Microsoft Partner Agreement (MPA) is a modular, perpetual agreement that delivers the most relevant terms and conditions based on partner type and offers they are qualified to sell. The Cloud Solution Provider program (CSP) will be the first partner channel to leverage the new agreement; and in the long term it will apply to all partner channels and offers.

It is imperative for Microsoft to digitally transform to better support customer needs, grow business and compete in a cloud-first world. Part of this digital transformation requires upgrading partner agreements to align with this reality.

The goals are to make the contracting experience easier and to continue meeting regulatory obligations and our partners' expectations of trust. To achieve these goals, the Microsoft Partner Agreement provides a simpler process to accept and manage agreements and incorporates terms that support our commitment to privacy, security, compliance and transparency.

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GENERAL QUESTIONS

How do partners benefit from the Microsoft Partner Agreement?

The primary benefits are ease of management and compliance with latest regulations. The MPA is designed to be simple, requiring fewer resources and time to accept and manage. This includes removing redundancies and enabling coordinated agreements with a single execution point.

The MPA helps Microsoft, partners and customers comply with regulatory requirements in multiple aspects. Moving the agreement to the cloud makes it easier for partners to be compliant with privacy regulations by managing and protecting personal data in a centralized location. Additionally, the agreement contains terms that help comply with anti-corruption regulations.

What is the timeline?

- June 30, 2019: Microsoft provides a written, non-renewal notice to partners who have the Microsoft Cloud Reseller Agreement and Microsoft Cloud Distributor Agreement.
- July 31, 2019: The MPA is available for partner preview.
- August 31, 2019: Microsoft Cloud Reseller Agreement and Microsoft Cloud Distributor Agreements expire, per the non-renewal notice.
- September 1, 2019: The MPA is available for acceptance.
- September 1, 2019 through January 31, 2020: Transition period for existing partners acting in good faith to sign the MPA.
- After January 31, 2020, acceptance of the MPA will be a condition for continuing participation in the CSP Program. After such date, Partners that have not accepted the MPA will be limited to the management and servicing of existing customers and subscriptions until August 31, 2020.

Which agreements transition to the Microsoft Partner Agreement on September 1, 2019

The Microsoft Cloud Reseller Agreement and Microsoft Cloud Distributor Agreement expire on August 31, 2019. New and existing Cloud Solution Provider partners are required to sign the MPA to transact in the Cloud Solution Provider program.

Additional agreements integrated into the MPA are:

1. Microsoft Cloud Reseller Agreement for the Direct Bill Partner (MCRA)
2. Microsoft Cloud Distributor Agreement for the Indirect Provider (MCDA)
3. Multi-tier Amendment for partners who are both Direct Bill Partners and Indirect Providers and want to use the same tenant for both tiers
4. Terms and Conditions Agreement for the Indirect Reseller
5. Microsoft Cloud Reseller Agreement for US Government Cloud
6. Microsoft Cloud Distributor Agreement for US Government Cloud

Will Indirect Resellers need to accept the Microsoft Partner Agreement with Microsoft? What is the Indirect Provider's obligation?

The MPA protects customers, partners and Microsoft by establishing clear requirements that allow for transparency, compliance and lawful business practices, fostering long term growth and business continuity. With the new MPA, we are asking all CSP Indirect Resellers to accept the agreement terms, so we can enhance transparency and compliance, and build more trusted business together.

Indirect Providers will be obligated to instruct their Indirect Resellers to onboard on Partner Center and sign the MPA. By signing the MPA with Microsoft, Indirect Resellers will execute terms that support compliant distribution.

How will partners accept the Microsoft Partner Agreement?

Partners will "click to accept" the MPA on Partner Center. Exceptions apply to REST country partners (Russia, Egypt, Saudi Arabia, Turkey) which will require wet/physical signatures.

Will global partners sign the agreement once, or sign for each tenant per region?

Due to Regional Authorization tax rules, new partners who will operate worldwide will sign multiple agreements. Partners will create MPN IDs associated to the legal entity in at least one country in each region, depending on currency needs.