

CSP Indirect Reseller Incentives*

Purpose



Rewards CSP Indirect Resellers for driving Cloud Solution Provider (CSP) revenue, adding customers, and selling strategic products



How to earn

To be eligible for participation, a partner must have an active MPN membership and agreement. Partners must perform all registration requirements and qualifying activities, as stated in the Incentive guide before the incentive can be earned.

Competency

Active Gold or Silver membership in one of the eligible competencies: Cloud Business Applications, Cloud Platform, Cloud Productivity, Data Analytics, Data Platform, Enterprise Mobility Management, Enterprise Resource Planning, Small and Midmarket Cloud Solutions, Windows and Devices

Partner Agreement

Microsoft CSP Indirect Reseller Channel Authorization

Partner Center

Valid and complete identification, tax and banking information submitted and accepted by Microsoft

Program Term

October 1, 2020 – September 30, 2021



Incentive rate

Incentive structure	Rate	Earning Split
Core – Azure billed revenue	4%	60% Rebate 40% Co-op
Core – Modern Work & Security billed revenue	4%	
Core – Business Applications billed revenue	4.75%	
Customer Adds Accelerators	Varies – see guide	
Global Strategic Product Accelerator	5%, 10%	
Emerging Market Strategic Product Accelerator	5%	
Global Non-Profit Product Accelerator	15%, 20%	
Global PSTN Calling and Conf Accelerator	20%	100% Rebate
Azure Reservation consumption	10%	
Subscription software	Core: 1.25% Strategic: 6%	

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Full details and program requirements are set forth and subject to the applicable program guide and partner agreement.