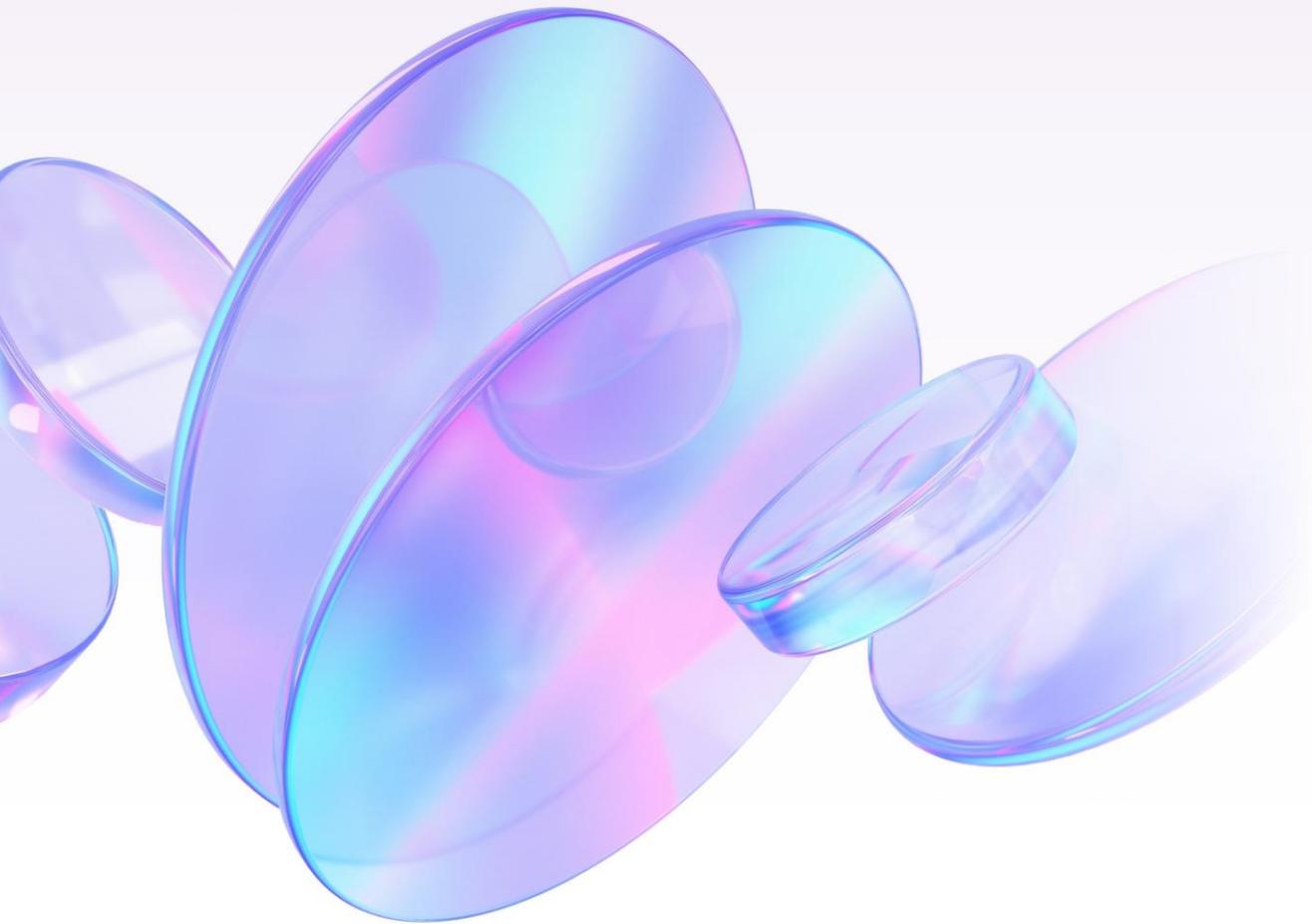




SOLUTION DESIGNATION GUIDE 2026



FY26 Partner Guide — Microsoft Solution Designations

1. What is a Solution Designation?

A Solution Designation recognises partners who demonstrate capability across Performance, Skilling, and Customer Success. To attain a designation you must reach ≥ 70 points (out of 100) and have ≥ 1 point in every metric (performance, skilling, usage growth, deployments). This requirement, the scoring model, eligibility window language, and renewal mechanics are confirmed on Microsoft Learn as of Jan 2026.

Solution Designations are available for:

- Modern Work
- Security
- Business Applications
- Azure Data & AI
- Azure Digital & App Innovation
- Azure Infrastructure

2. Why Solution Designations Matter

- Customer-visible validation and discoverability via public badging.
- Access to benefits (cloud credits, IURs), advanced support, and GTM programs.
- Clear alignment to FY26 commercial focus areas: AI Business Solutions, Cloud & AI Platform, and Security.

3. How the 100-Point Partner Capability Score Works

You must achieve ≥ 70 points total and ≥ 1 point in every metric. Metrics roll up under three categories:

Category	What it measures	Typical max points
Performance	Net customer adds (growth in qualifying customers)	≈ 20
Skilling	Intermediate + Advanced certifications	≈ 40
Customer Success	Usage growth + Deployments	≈ 40

4. Per-Designation Descriptions & Qualified Workloads

4.1 Modern Work — Description & Qualified Workloads

Description: Demonstrates broad capability to help customers boost productivity and adopt hybrid work using Microsoft 365.

Qualified workloads: Microsoft Learn defines these as “qualifying Modern Work workloads” used for Net Customer Adds and Customer Success. Microsoft does not publish a formal named list; they map to Microsoft 365 productivity usage signals (e.g., Teams, Exchange Online, SharePoint Online, OneDrive, Office apps).

4.2 Security — Description & Qualified Workloads

Description: Demonstrates capability across Microsoft 365 security and Azure security. Scoring combines performance, skilling, and customer success from M365 security usage and Azure security revenue (ACR).

Qualified workloads: Microsoft 365 Security workloads (Defender family, Entra ID security, threat protection/compliance) and Azure Security services (e.g., Microsoft Sentinel, Defender for Cloud).

4.3 Business Applications — Description & Qualified Workloads

Description: Demonstrates capability to deliver solutions with Dynamics 365 and Power Platform.

Qualified workloads: Dynamics 365 workloads (Sales, Customer Service, Field Service, Finance, Supply Chain, HR) and Power Platform (Power Apps, Power Automate, Power Virtual Agents, Power Pages).

4.4 Azure Data & AI / Digital & App Innovation / Infrastructure — Description & Qualified Workloads

Description: Demonstrates capability across Azure for data/AI, app innovation, and infrastructure modernisation.

Qualified workloads: All Azure services count for performance and usage growth; for deployment counts, Virtual Machines/VM licenses are excluded per Microsoft criteria.

5. How Each Metric is Scored — with FY26 Examples

5.1 Performance — Net Customer Adds

Measures net growth in qualifying customer tenants in the last 12 months in the solution area.

Example (Modern Work, SMB track): 12 months ago 12 tenants → today 18 tenants → Net adds = 6 → SMB scoring = $6 \times 2 = 12$ points.

5.2 Skilling — Intermediate & Advanced Certifications

Points accrue based on certified individuals for each designation. Exact certification lists and caps appear in Partner Center and vary by solution area.

Example: Intermediate certs earn 12 points; Advanced certs 14 points → Skilling subtotal = 26 points.

5.3 Customer Success — Usage Growth

Measures growth in active usage across qualifying workloads (for Azure this is ACR YoY; for Modern Work, M365 usage signals; for Business Apps, D365/Power Platform usage).

Example (Modern Work): Tenant Teams meetings MAU increases from 50 → 75 (▲50%). Points accrue proportionally across your tenant base.

5.4 Customer Success — Deployments

Counts tenants where workloads meet Microsoft's defined deployment/active-usage thresholds for the designation. Thresholds and scenarios appear in Partner Center metric details.

Example (Modern Work): A tenant crosses the active-usage threshold → workload begins to contribute deployment points.

6. Eligibility Windows, Renewal Dates & Status

- **Qualification eligibility window:** You qualify if you meet the $\geq 70 + \geq 1$ -point-per-metric criteria on **any day** within the window.
- **Anniversary date:** The annual date tied to your last purchase/activation.
- **Renewal window:** Opens on your Anniversary date and **closes 30 days after**. Benefits continue during this 30-day window; renew while **Qualified** to retain benefits and badging.

Status in Partner Center: "Enrolled" (tracking metrics), "Qualified" (met criteria within the window). If you don't renew within the 30-day window, you lose benefits and the designation/badge until repurchased after requalification.

Example timeline: Anniversary = 30 April → renewal window = 30 Apr to 30 May. Qualify (≥ 70 with ≥ 1 point in every metric) on any day in the eligibility window prior to 30 May, then complete payment to renew; the new Anniversary becomes 365 days after Microsoft receives payment.

7. Worked Example — Putting It Together (Modern Work)

Performance: 7 net SMB customer adds → 14 pts

Skilling: 12 (Intermediate) + 10 (Advanced) → 22 pts

Customer Success (Usage Growth): 18 pts

Customer Success (Deployments): 10 pts

Total PCS = 64 → Not yet qualified. Action: add 3 SMB customers (6 pts) or increase skilling/usage to reach ≥ 70 .

8. Field Checklist — Attain & Maintain a Solution Designation

- Confirm enrolment in each solution area you will pursue.
- Export metric reports in Partner Center to see tenant/workload contributions.
- Create a 90-day plan to add net new customers (Performance).
- Run certification sprints (Skilling) aligned to designation requirements.
- Plan adoption plays to lift usage growth and push near-threshold tenants over deployment thresholds (Customer Success).
- Track eligibility/renewal windows and your Anniversary date; renew within 30 days of the Anniversary.

9. References (Microsoft Learn — verified 19 Jan 2026)

Partner Capability Score — qualification & renewal mechanics: <https://learn.microsoft.com/en-us/partner-center/membership/partner-capability-score>

Solutions Partner — qualification criteria (Azure; deployments exclude VMs):

<https://learn.microsoft.com/en-us/partner-center/insights/solution-partner-designation-qualification-criteria>

Solutions Partner for Modern Work — definition & net customer adds:

<https://learn.microsoft.com/en-us/partner-center/membership/solutions-partner-modern-work>

Solutions Partner for Security — M365 + Azure security workloads: <https://learn.microsoft.com/en-us/partner-center/membership/solutions-partner-security>

Solutions Partner for Business Applications — D365 + Power Platform:

<https://learn.microsoft.com/en-us/partner-center/membership/solutions-partner-business>

Solutions Partner for Azure (Data & AI, D&AI; D&AI Apps; Infrastructure) — metrics & tracks:

<https://learn.microsoft.com/en-us/partner-center/membership/solutions-partner-azure>

Renew membership offers — renewal window = anniversary + 30 days:

<https://learn.microsoft.com/en-us/partner-center/membership/renew-mpn-offers>

Requirements for each Solutions Partner designation

Each designation has a specific number of possible points that can be earned per category. You have the flexibility to choose which categories to focus on within a solution area to match your business needs

Each Solutions Partner designation requires **70+ points** with at least one point in each subcategory

	Solutions Partner for Business Applications	Solutions Partner for Data & AI (Azure)	Solutions Partner for Digital & App Innovation (Azure)	Solutions Partner for Infrastructure (Azure)	Solutions Partner for Modern Work	Solutions Partner for Security
	Subcategory					
Performance	Net customer adds ▶ 15pts	Net customer adds ▶ 30pts	Net customer adds ▶ 30pts	Net customer adds ▶ 30pts	Net customer adds ▶ 20pts	Net customer adds ▶ 20pts
Skilling	Intermediate Certs ▶ 20pts	Intermediate Certs ▶ 40pts	Intermediate Certs ▶ 20pts	Intermediate Certs ▶ 20pts	Intermediate Certs ▶ 10pts	Intermediate Certs ▶ 40pts
	Advanced Certs ▶ 15pts		Advanced Certs ▶ 20pts	Advanced Certs ▶ 20pts	Advanced Certs ▶ 15pts	
Customer Success	Usage Growth ▶ 30pts	Usage Growth ▶ 20pts	Usage Growth ▶ 20pts	Usage Growth ▶ 20pts	Usage Growth ▶ 30pts	Usage Growth ▶ 20pts
	Deployments ▶ 20pts	Deployments ▶ 10pts	Deployments ▶ 10pts	Deployments ▶ 10pts	Deployments ▶ 25pts	Deployments ▶ 20pts

represents maximum number of points in that subcategory

Current status ⓘ

✔ Enrolled

valid till Mar 2, 2025

Enrolment Track:

SMB

[Learn more](#) ↗

Upcoming renewal status

Business rule: You are allowed to renew during your renewal window, if you achieve "Qualified" status on any day in your qualification eligibility window (renewal month or previous 5 months)

Your renewal window Feb 1, 2025 - Mar 2, 2025

Your qualification eligibility window Sep 1, 2024 - Mar 2, 2025 * [View scores](#)

Your renewal status (as of today): Allowed to renew

Reason: You have reached "Qualified" status during the qualification eligibility window.

Current month	Qualification window
January	August - January
February	September - February
March	October - March
April	November - April
May	December - May
June	January - June
July	February - July
August	March - August
September	April - September
October	May - October
November	June - November
December	July - December

How to Get Started

- Join the Microsoft AI Cloud Partner Program via Partner Centre, more information can be found [here](#)
- 2. Choose your solution area(s) and track your progress, but selecting "Home" And then Membership on the right hand side

Home > Membership

Overview
Learning profile
ISV Success program
Build & Publish
Marketplace rewards
Training Services Partner
Solutions Partner
Overview
Business Applications
Data & AI
Digital & App Innovation
Infrastructure
Modern Work
Security
Insights

Membership | Overview

Membership workspace enables you to efficiently manage various offerings of Microsoft AI Cloud Partner Program. Within this workspace, you can access program details, check your qualification status, enroll in the program, and make purchases where applicable. The benefits you qualify for will be provisioned and can be redeemed in the [Benefits](#) workspace. [Learn More](#)

Membership status

Programs	Status	Start date	End date

Quick Links

- [Activate benefits](#)
- [Download invoice](#)
- [My payment profile](#)
- [Purchase membership](#)
- [Account details](#)
- [Download Certification/Logo](#)

Explore Paths

Services ISV Training Surface

As a Services partner, explore offerings that support how you grow and deploy high-performing, customer-centric services solutions. Get more from our technology ecosystem with different offerings - **Partner Launch Benefits**, **Microsoft Action Pack**, **Partner Success Core Benefits** or **Partner Success Expanded Benefits**. Highlight your capabilities in areas with high demand by attaining **Solutions Partner designations**. Further prove your expertise with **Specializations** or by joining the **Azure Expert Managed Services Provider (MSP) program**. You know your goals. We know how to help you achieve them.

Partner Launch Benefits

Partner Launch Benefits kickstarts your business. With Microsoft 365 (M365), Dynamics 365 (D365), and Azure product benefits you can build and grow your business in the cloud.

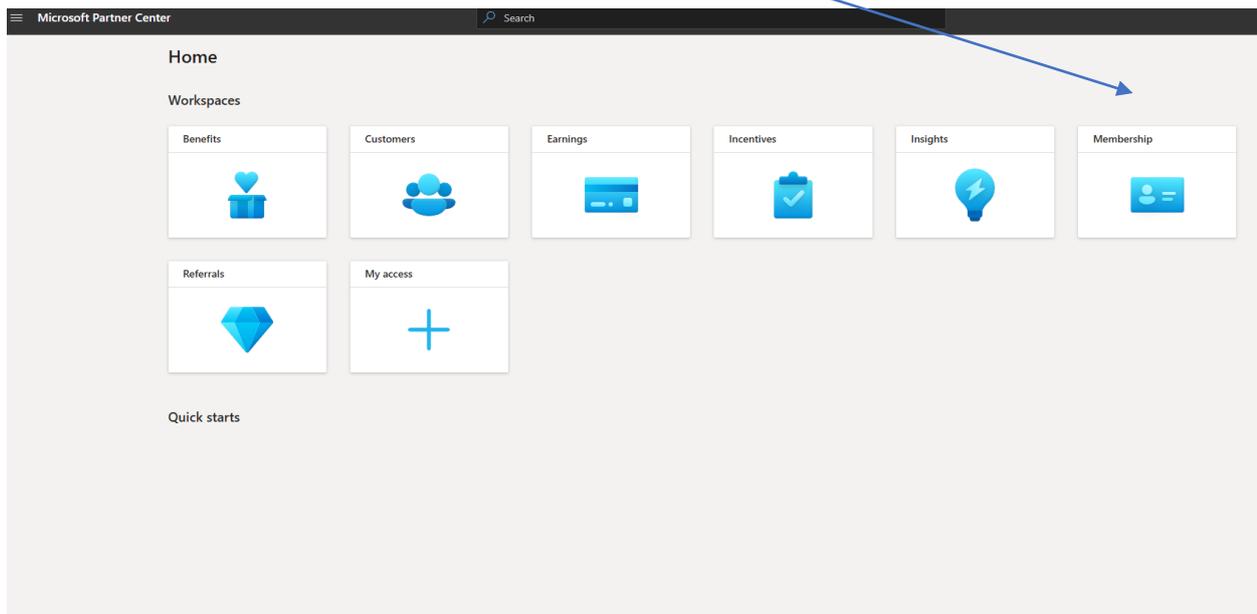
[Learn More](#)

Partner Success Core Benefits

How to track your progress

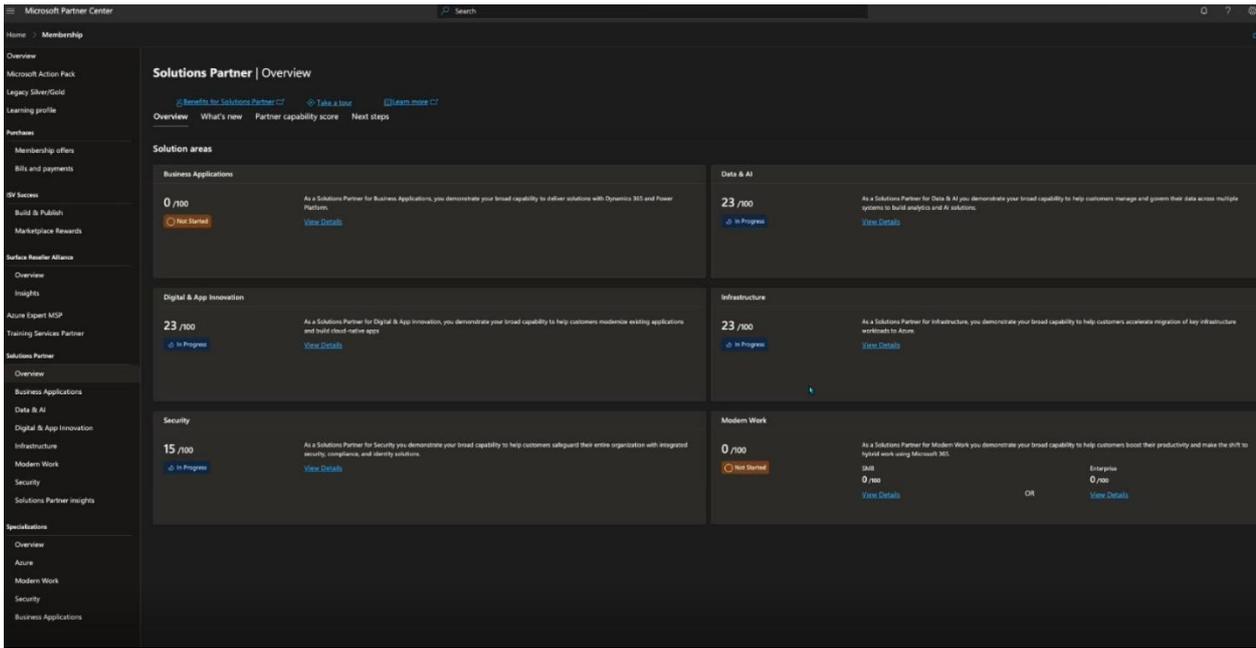
Login to Partner Center with the correct permissions (MPN ADMIN)

Select Membership tile



This will bring up the following page

Click on overview- This will show you the current position of the Solution Designations



The screenshot shows the Microsoft Partner Center interface for a Solutions Partner. The page is titled "Solutions Partner | Overview" and features a navigation sidebar on the left with categories like Overview, Microsoft Action Pack, Legacy Silver/Gold, Learning profile, Purchase, Membership offers, Bills and payments, My Success, Build & Publish, Marketplace Rewards, Surface Ready Alliance, Insights, Azure Expert MSP, Training Services Partner, Solutions Partner, Business Applications, Data & AI, Digital & App Innovation, Infrastructure, Modern Work, Security, Solutions Partner insights, and Specifications.

The main content area displays a grid of solution areas with their respective scores and status:

Solution Area	Score	Status
Business Applications	0 / 100	Not Started
Data & AI	23 / 100	In Progress
Digital & App Innovation	23 / 100	In Progress
Infrastructure	23 / 100	In Progress
Security	15 / 100	In Progress
Modern Work	0 / 100	Not Started

Each solution area card includes a brief description of the partner's role in that space and a "View Details" link. For example, the Business Applications card states: "As a Solutions Partner for Business Applications, you demonstrate your broad capability to deliver solutions with Dynamics 365 and Power Platform."