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Microsoft



SMB Pathway For Microsoft's Security Designation Program

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Agenda

Solutions Partner Designation For Security (SMB)

- Introducing the SMB Security Designation Pathway
- Requirements for this Designation
- Requirements for the Performance criteria
- Requirements for the Skilling criteria
- Requirements for Customer Success
- IUR Program Benefits
- Questions



Solutions Partner Designation For Security

Introducing The SMB Pathway



Existing designation



Informed by and aligned to existing Security designation



Same designation badge, regardless of path



Unlock new benefits



Two paths, one goal



Qualify on either the SMB path or the Enterprise path



Two scores in Partner Center



Specific but related criteria will qualify for each path



Adjusted requirements



Streamlined thresholds between SMB and Enterprise paths



Fewer prerequisite certifications



Points for prerequisite certifications



New eligible associations



CSP will count toward Microsoft 365 Security and Azure Security customer metrics



All CSP customers who meet required thresholds will count toward one path or the other

Requirements For Security



A minimum of **70** points must be earned, with points in each subcategory.



There are **100** points possible in total across categories.



Performance

This category is measured by net customer adds.



Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.



Customer success

This category is measured by usage growth and the number of solution deployments.

Solutions Partner Designation For Security

Requirements For This Designation

	Maximum contribution (Enterprise path)	Maximum contribution (SMB path)	Max points
Performance			20
Net customer adds	Up to 10 net tenants from any combination of: <ul style="list-style-type: none"> Microsoft 365: net tenants with >300 protected seats Azure: net tenants with ≥\$600* Security Azure Consumed Revenue (ACR) over the trailing twelve months (TTM) 	Up to 5 net tenants from any combination of: <ul style="list-style-type: none"> Microsoft 365: net tenants with 5-300 protected seats Azure: net tenants with ≥\$600 Security ACR TTM 	20
Skilling			40
Intermediate certifications	Minimum 2/maximum 10 unique individuals: 4 prerequisite certifications** 2-6 scoring certifications	Minimum 1/maximum 6 unique individuals: 2 prerequisite certifications*** 1-4 scoring certifications	40
Customer Success			40
Usage growth	Usage growth points from any combination of: Microsoft 365: >300 seats, 1 point protected user growth of 125 seats in TTM, up to 2,500 seat growth Azure: Aggregated tenants with >\$12,000 Security ACR TTM, 1 point each \$1,250 growth increment, up to \$25,000 growth	Usage growth points from any combination of: Microsoft 365: 5-300 seats, 1 point each protected user growth of 50 seats in TTM, up to 1,000 seat growth Azure: Aggregated tenants with ≤\$12,000 Security ACR TTM, 1 point each \$750 growth increment, up to \$15,000 growth	20
Deployments	Up to 6 net deployments from any combination of: Microsoft 365: >300 seats, 15% of paid seats as active Azure: >\$12,000 Security ACR TTM	Up to 6 net deployments from any combination of: Microsoft 365: 5-300 seats, 15% of paid seats as active Azure: \$750-\$12,000 Security ACR TTM	20
TOTAL			100
			70

Requirements For Performance

20pts



Net customer adds

The net customer adds (NCA) subcategory measures the growth of a partner's experience with new customers over time. We look at the number of net customers added over the trailing twelve months (TTM). Partners earn points for each incremental NCA.

$NCA = \text{contributing customer tenants last month} - \text{contributing customer tenants in same month last year}$. Tenants will count positively toward the NCA if they are contributing in the current TTM and not contributing in the previous TTM. Tenants will count negatively toward NCA if they are not contributing in the current TTM and contributing in the previous TTM. Tenants will not impact NCA if they are contributing or not contributing in both current and previous TTM.

For Security, all customer adds will count toward both the Enterprise and SMB path scores.



Enterprise path

2 points per NCA, up to 10. Contributing tenants:

- Microsoft 365: >300 seats
- Azure: >= \$600 Security ACR TTM



SMB path

4 points per NCA, up to 5. Contributing tenants:

- Microsoft 365: 5-300 seats
- Azure: >= \$600 Security ACR TTM

Requirements For Skilling

40pts



Intermediate certifications

For Security, skilling points are earned only in the intermediate subcategory. Partners must meet the prerequisites for their path before they earn points for the scoring certifications. The individuals who earn the prerequisite certifications can be the same as or different than the individuals who earn the scoring certifications. However, individuals who earn more than one of the scoring certifications will count only once toward your scoring certifications.

Prerequisite certifications

- [Azure Security Engineer Associate \(AZ-500\)](#)
- [Microsoft Security Operations Analyst \(SC-200\)](#)

Scoring certifications

- [Microsoft Cybersecurity Architect Expert \(SC-100\)](#)
- [Microsoft Identity and Access Administrator \(SC-300\)](#)
- [Information Protection and Compliance Administrator \(SC-400\)](#)



Enterprise path

- **Prerequisites:** Partners must earn at least two Azure Security Engineer Associate and at least two Microsoft Security Operations Analyst. Prerequisites do not earn points.
- **Scoring certifications:** Once prerequisites are met, partners earn 6.67 points each for up to six unique certified individuals.



SMB path

- **Prerequisites:** Partners must earn at least one Azure Security Engineer Associate and at least one Microsoft Security Operations Analyst, each individual can earn four points for each prerequisite certification.
- **Scoring certifications:** Once prerequisites are met, partners can earn eight points for each individual certified in one or more of the scoring certifications, up to four unique certified individuals.

Requirements For Customer Success

40_{pts}



Deployments

20_{pts}

Net deployments = eligible deployments last month – eligible deployments same month last year.

Eligible deployments in each relevant month are summed up from both Microsoft 365 Security and Azure Security deployments.

Eligible SMB deployments:

- **Microsoft 365:** unique customer tenants with 5-300 paid seats in given month and 15% of paid seats are active
- **Azure:** unique customer tenants with a total of between $\geq \$750$ and $\leq \$12k$ Security ACR TTM

Eligible ENT deployments:

- **Microsoft 365:** unique customer tenants with > 300 paid seats in given month and 15% of paid seats are active
- **Azure:** unique customer tenants with a total of $> \$12k$ Security ACR TTM

Usage Growth

20_{pts}

Usage growth percentage = (total ACR summed across all customers last month – total ACR summed across all customers same month last year)/total ACR summed across all customers same month last year x 100

Eligible SMB usage growth:

- **Microsoft 365:** among tenants with 5-300 seats, each protected users growth of 50 earns one point
- **Azure:** among aggregated tenants with $\leq \$12,000$ in Security ACR TTM, each Security ACR growth of \$750 USD earns one point

Eligible ENT usage growth:

- **Microsoft 365:** among tenants with > 300 seats, each protected users growth of 125 earns one point
- **Azure:** among aggregated tenants with $> \$12,000$ in Security ACR TTM, each Security ACR growth of \$1,250 USD earns one point

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40_{pts}



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Solutions Partner Designation For Security

IUR Program Benefits

Solutions Partner designations

Security product benefits

	Microsoft product name or description	Quantity	Type
	Azure Bulk Credits (Production)	\$6,000 USD	Per year
	Dynamics 365 Partner Sandbox – Operations Application	25	Users
	Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	Users
NEW 2025	Microsoft 365 E5 (no Teams) (EEA or RoW)	100	Users
NEW 2025	Microsoft 365 Business Premium (no Teams) (EEA or RoW)	12	Users
NEW 2025	Teams Enterprise (EEA or RoW)	112	Users
NEW 2025	Power Apps Premium	25	Users
NEW 2025	Power Automate Premium	25	Users
NEW 2025	Power Automate Process	5	Bots
	Microsoft 365 EDU A5	12	Users
	Microsoft Project Online (Plan 5)	20	Users
	Visio Online (Plan 2)	5	Users
	Visual Studio Enterprise subscriptions*	25	Users
	Windows 365 Enterprise - 8 vCPU, 32 GB RAM, 512 GB Storage	2	Users
	Microsoft SQL Server Enterprise - per core (2019)	16	Licenses
	Microsoft Endpoint Configuration Manager (2019) <small>formerly System Center Configuration Manager Suite</small>	100	Licenses
	System Center Client Management Suite (2022)**	100	Licenses

Solutions Partner designations

Security product benefits (continued)

	Microsoft product name or description	Quantity	Type
	System Center Endpoint Protection (2019)	100	Licenses
	System Center Standard (2022)**	32	Licenses
NEW 2025	Windows Server Standard – Per core (2025)	100	Cores
NEW 2025	Windows Server Datacenter – Per core (2025)	32	Cores
NEW 2025	Windows Server CALs (2025)	100	Licenses
NEW 2025	Windows Server Remote Desktop Services (RDS) CALs (2025)	100	Licenses
NEW 2025	Window 11 Enterprise 24H2	50	Licenses
NEW 2025	Window 11 Enterprise N 24H2	50	Licenses
NEW 2025	Windows 11 IoT Enterprise LTSC	20	Licenses
NEW 2025	Windows 11 Enterprise LTSC	50	Licenses
NEW 2025	Windows 11 Enterprise N LTSC	50	Licenses
NEW 2025	Windows Storage Server Workgroup (2016)	2	Licenses

Specializations

Security specialization product benefits

Max cap amount: 3 specializations or expert programs

	Microsoft product name or description	Quantity	Type
NEW 2025	Security Copilot (via Azure Credits)	\$5,000 USD	Per year
NEW 2025	Microsoft 365 E5 (no Teams) (EEA or RoW)	50	Users
NEW 2025	Teams Enterprise (EEA or RoW)	50	Users
	Azure Bulk Credits (Production)	\$9,000 USD	Per year
	Visual Studio Enterprise subscriptions*	10	Users
NEW 2025	Window 11 Enterprise 24H2	50	Licenses
NEW 2025	Window 11 Enterprise N 24H2	50	Licenses
NEW 2025	Windows 11 IoT Enterprise LTSC	20	Licenses
NEW 2025	Windows 11 Enterprise LTSC	50	Licenses
NEW 2025	Windows 11 Enterprise N LTSC	50	Licenses

Security Based Specialisations

- Cloud Security
- Identity and Access Management
- Information Protection and Governance
- Threat Protection

Complete a up to 3 specializations (customer references) and earn the listed 'Specialization program benefits' above - per specialization!



Questions?



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D A T A



Thank you

for your time and participation today

