SOLUTIONS PARTNER
MODERN WORK ENTERPRISE
GROSSUNTERNEHMEN

Benefits for Modern Work

Benefits will include all common Solutions Partner benefits, like go-to-market services, TP&D advisory hours, technical support incidents, as well as unique product benefits designed specifically for Solutions Partner for Modern Work.

Product Group	Solutions Partner for Modern Work	Modern Work specialization*
Azure Production Credits	-	$4,500 per year (bulk)
Azure Dev/Test Credits	*Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise*	*Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise*
Visual Studio Subscriptions	25 Visual Studio Enterprise subscriptions	10 Visual Studio Enterprise subscriptions
Dynamics 365 (D365)	D365 Operations Application Partner Sandbox, D365 Sales, Field Service and Customer Service Partner Sandbox	-
Viva	50 users	50 users
Microsoft 365 (M365)	200 M365 E5 users, 25 Business Premium users, 25 M365 EDU A5 users	50 M365 E5 users
Windows 365 Enterprise	5 users (Premium)	-
Microsoft Project Online	20 users (Plan 5)	-
Visio Online	5 users (Plan 2)	-
Software Licenses	100 Windows Server Standard 2022, 32 Windows Server 2022 Data Center, 16 SQL Server, 100 System Center Standard, select CALs, and more	-

Max stacking of 3 specializations across all Modern Work specializations.
This asset is intended only for reference purposes as a high-level overview. Benefits are subject to change. Full details and terms and conditions are subject to applicable program guide.

Requirements for Modern Work: Skilling

Intermediate Certifications

4 Enterprise or 2 SMB individuals at a partner who have achieved any one of the certifications below. Each individual will be counted only once even if they have multiple certifications from the list below.

Eligible Microsoft 365 associate certifications:

- Collaboration Communications Systems Engineer Associate
- M365 Fundamentals
- Messaging Administrator Associate
- *Modern Desktop Administrator Associate (certification is changing to Endpoint Administrator Associate July 1, 2023)
- Teams Administrator Associate
- Teams Application Developer Associate
- Identity and Access Administrator Associate

Advanced Certifications

2 Enterprise or 1 SMB individuals at a partner who have achieved one of the certifications below. These can be the same or different individuals as those who earned points for intermediate certifications.

Eligible Microsoft 365 expert certifications:

- *Enterprise Administrator Expert (certification is changing to Administrator Expert July 1, 2023)
- Teams Meetings and Meeting Rooms Technical Assessment

All dates an requirements subject to change.
*For more information about requirements specific to Solutions Partner for Modern Work, click here.

ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER
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Microsoft 365 certifications

Fundamentals and Role-based, Associate

Open doors to new career possibilities. Choose the certification that's right for you, based on the recommended skills, knowledge, and experience for each exam.

Microsoft 365 Certified: Fundamentals Exam MS-900	**Microsoft 365 Endpoint Administrator Associate** Exam MD-102	**Microsoft 365 Messaging Administrator** Exam MS-203
Demonstrate that you understand the options available in Microsoft 365 and the benefits of adopting cloud services, the Software as a Service (SaaS) cloud model and implementing Microsoft 365 cloud service.	Endpoint administrators collaborate with architects, Microsoft 365 administrators, security administrators, and other workload administrators to plan and implement a modern workplace strategy that meets the business needs of an organization.	Microsoft 365 Messaging Administrators deploy, configure, manage, troubleshoot, and monitor recipients, permissions, mail protection, mail flow, and public folders in hybrid and cloud enterprise environments.
• Describe cloud concepts • Describe Microsoft 365 apps and services • Describe security, compliance, privacy, and trust in Microsoft • Describe Microsoft 365 pricing, licensing, and support	• Deploy Windows client • Manage identity and compliance • Manage, maintain, and protect devices • Manage applications	• Manage Microsoft Exchange Online settings and resources • Plan and manage the mail transport architecture • Secure the messaging environment

Microsoft 365 certifications

Role-based, Associate, Expert

Microsoft 365 Teams Administrator Exam MS-700	**Microsoft 365 Collaboration Communications Systems Engineer** Exam MS-721	**Microsoft 365 Administrator** Exam MS-102
Microsoft Teams Administrators configure, deploy, and manage Office 365 workloads for Teams that focus on efficient and effective collaboration and communication in an enterprise environment.	Collaboration communications systems engineers have a fundamental understanding of networking, telecommunications, audio/visual and meeting room technologies, and identity and access management.	Microsoft 365 Enterprise Administrators evaluate, plan, migrate, deploy, and manage Microsoft 365 services.
• Configure and manage a Teams environment • Manage teams, channels, chats, and apps • Manage meetings and calling • Monitor, report on, and troubleshoot Teams	• Plan and design collaboration communications systems • Configure and manage Teams meetings and events • Configure and manage Teams Phone • Configure and manage Teams Rooms and devices	• Design and implement Microsoft 365 services • Manage user identity and roles • Manage access and authentication • Plan Office 365 workloads and applications • Implement modern device services • Implement Microsoft 365 security and threat management • Manage Microsoft 365 governance and compliance

ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER
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Zwischenzertifizierung BASIC = Pro Person 2,5 Punkte

Mindestens vier Personen müssen die folgende Prüfung absolvieren:

Microsoft Examen: **MS-900**

BASIC = Pro Person
2,5 Punkte
(Max. 10 Punkte)

ODER

Microsoft Examen: **MD-102**

BASIC = Pro Person
2,5 Punkte
(Max. 10 Punkte)

ODER

Microsoft Examen: **MS-700**

BASIC = Pro Person
2,5 Punkte
(Max. 10 Punkte)

ODER

Microsoft Examen: **SC-300**

BASIC = Pro Person
2,5 Punkte
(Max. 10 Punkte)

ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER
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ODER

Microsoft Examen: **MS-721**

Ein Examen ablegen

ZERTIFIZIERUNGSPRÜFUNG

Technische Fachkräfte für Kommunikationssysteme für die Zusammenarbeit

Die Zertifizierung verdienen

ASSOCIATE-ZERTIFIZIERUNG

Microsoft 365 Certified: Collaboration Communications Systems Engineer Associate

BASIC = Pro Person
2,5 Punkte
(Max. 10 Punkte)

Zertifizierung ADVANCED = Pro Person 7,5 Punkte

Bis zu zwei Personen können durch das Erreichen der folgenden Zertifizierung Punkte sammeln:

Microsoft Examen: **MS-102**

Eine Voraussetzung erfüllen

VORAUSSETZUNGSOPTION 1

Microsoft 365 Certified: Endpoint Administrator Associate

ODER

VORAUSSETZUNGSOPTION 2

Microsoft 365 Certified: Messaging Administrator Associate

ODER

VORAUSSETZUNGSOPTION 3

Microsoft 365 Certified: Teams Administrator Associate

ODER

VORAUSSETZUNGSOPTION 4

Microsoft Certified: Identity and Access Administrator Associate

ODER

VORAUSSETZUNGSOPTION 5

Microsoft Certified: Information Protection and Compliance Administrator Associate

Ein Examen ablegen

ZERTIFIZIERUNGSPRÜFUNG

Microsoft 365-Administrator

Die Zertifizierung verdienen

EXPERTENZERTIFIZIERUNG

Microsoft 365 Certified: Administrator Expert

BASIC = Pro Person
7,5 Punkte
(Max. 15 Punkte)

ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER
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The journey to Microsoft 365 Certified:
Fundamentals

Get started at
aka.ms/M365Certs_Fundamentals

Start here
Decide if this is the right certification for you

Get trained	Build confidence	Get recognized	Continue to grow

This certification is a good fit if:

- You're a business user, administrator, or IT professional.

OR

- You want to understand the capabilities of Microsoft 365 and how to build basic solutions, deploy cloud services in your organization, or are simply looking to acquire foundational-level knowledge on the considerations and benefits of adopting cloud services in general and the software as a service (SaaS) cloud model specifically.

Not right for you?

Browse all Microsoft 365 certifications

Skills outline guides

> MS-900

Self-paced training

> Microsoft Learn

Instructor-led training

> Course MS-900T01-A: Microsoft 365 Fundamentals (1 day)

Virtual events

> Microsoft Virtual Training Days

Additional resources

Microsoft Docs

Take a practice exam

> Practice Assessment on Microsoft Learn MS-900

Skills measured:

- Describe cloud concepts
- Describe Microsoft 365 apps and services
- Describe security, compliance, privacy, and trust in Microsoft
- Describe Microsoft 365 pricing, licensing, and support

> **Pass** Exam MS-900 to earn this certification.

Microsoft 365 Certified:
Fundamentals

Prove that you understand the options available in Microsoft 365, the benefits of adopting cloud services, the benefits of the software as a service (SaaS) cloud model, and how to implement Microsoft 365 cloud services.

Products featured

- Microsoft 365

Explore these certifications next

Next level up (Associate)

- Microsoft 365 Messaging Administrator Associate
- Microsoft 365 Modern Desktop Administrator
- Microsoft 365 Security Administrator
- Microsoft 365 Teams Administrator

Microsoft 365   Watch the Microsoft 365 certifications overview video

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The journey to Microsoft 365 Certified:
Endpoint Administrator Associate

Get started at
aka.ms/M365Certs_EndpointAdministrator

Start here
Decide if this is the right certification for you

Get trained	Build confidence	Get recognized

This certification is a good fit if:

- You're an administrator or an IT professional.

OR

- You have experience with Azure Active Directory and Microsoft 365 technologies, including Intune, along with strong skills and experience in deploying, configuring, and maintaining Windows client and non-Windows devices.

Not right for you?

Browse all Microsoft 365 certifications

Skills outline guide

> MD-102

Self-paced training

> Microsoft Learn

Instructor-led training

> Course MD-102: Microsoft 365 Endpoint Administrator

Additional resources

Microsoft Docs

Exam preparation

> Exam Readiness Zone

Skills measured:

- Deploy Windows client
- Manage identity and compliance
- Manage, maintain, and protect devices
- Manage applications

> **Pass** Exam MD-102 to earn this certification.

Microsoft 365 Certified:
Endpoint Administrator Associate

Endpoint administrators collaborate with architects, Microsoft 365 administrators, security administrators, and other workload administrators to plan and implement a modern workplace strategy that meets the business needs of an organization.

Products featured

- Microsoft 365

Microsoft 365   Watch the Microsoft 365 certifications overview video

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The journey to Microsoft 365 Certified:
Teams Administrator Associate

Get started at
aka.ms/M365Certs_TeamsAdmin

Start here
Decide if this is the right
certification for you

Get trained

Build confidence

Get recognized

Continue to grow

This certification is a good fit if:

• You're an administrator or an IT professional.

OR

• You're responsible for activities including planning, deploying, and managing Microsoft Teams chat, apps, channels, meetings, audio conferencing, live events, and calling; you collaborate with telephony engineers to integrate advanced voice features into Microsoft Teams.

Skills outline guides

› MS-700

Self-paced training

› Microsoft Learn

Instructor-led training

› Course MS-700T00-A: Managing Microsoft Teams (4 days)

Virtual events

› Microsoft Virtual Training Days

Take a practice exam

› Practice Assessment on Microsoft Learn MS-700

Skills measured:

• Configure and manage a Teams environment

• Manage teams, channels, chats, and apps

• Manage meetings and calling

• Monitor, report on, and troubleshoot Teams

› **Pass** Exam MS-700 to earn this certification.

Microsoft 365 Certified:
Teams Administrator Associate

Microsoft Teams Administrators configure, deploy, and manage Office 365 workloads for Microsoft Teams that focus on efficient and effective collaboration and communication in an enterprise environment. Microsoft Teams Administrators must be able to plan, deploy, and manage Teams: chat, apps, channels, meetings, audio conferences, live events, and calls.

Explore these certifications next

Next level (Expert)

• Microsoft 365 Certified: Teams Voice Engineer Expert

Products featured

• Microsoft 365
• Microsoft Teams

Not right for you?

Browse all Microsoft 365 certifications

Additional resources

Microsoft 365 Developer Program

Microsoft 365

Watch the Microsoft 365 certifications overview video

The journey to Microsoft 365 Certified:
Collaboration Communications Systems Engineer Associate

Get started at
aka.ms/CollaborationCommunicationsEngineer

Start here
Decide if this is the right
certification for you

Get trained

Build confidence

Get recognized

This certification is a good fit if:

• You're responsible for planning, deploying, configuring, maintaining, and troubleshooting Microsoft Teams Phone, meetings, and personal and shared space devices, including Teams Rooms and Microsoft Surface Hub.

Skills outline guide

› MS-721

Self-paced training

› Microsoft Learn

Instructor-led training

› Course MS-721: Collaboration Communications Systems Engineer

Exam preparation

› Exam Readiness Zone

Skills measured:

• Plan and design collaboration communications systems

• Configure and manage Teams meetings and events

• Configure and manage Teams Phone

• Configure and manage Teams Rooms and devices

› **Pass** Exam MS-721 to earn this certification.

Microsoft 365 Certified:
Collaboration Communications Systems Engineer Associate

Collaboration communications systems engineers have a fundamental understanding of networking, telecommunications, audio/visual and meeting room technologies, and identity and access management.

Products featured

• Microsoft 365

Not right for you?

Browse all Microsoft 365 certifications

Additional resources

Microsoft Docs

Microsoft 365

Watch the Microsoft 365 certifications overview video

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ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER
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The journey to Microsoft 365 Certified:
Administrator Expert

Get started at
aka.ms/M365Certs_AdministratorExpert

Start here
Decide if this is the right
certification for you

Get trained

Build confidence

Get recognized

This certification is a good fit if:

- You aspire to the Microsoft 365 administrator role and have completed one of the Microsoft 365 role-based administrator certification paths.

OR

- You have functional experience with all Microsoft 365 workloads and Azure Active Directory, part of Microsoft Entra, and have administered at least one of these.

- You also have a working knowledge of networking, server administration, DNS, and PowerShell.

Not right for you?

Browse all Microsoft 365 certifications

Skills outline guide
> MS-102

Self-paced training
> Microsoft Learn

Instructor-led training
> Course MS-102:
Microsoft 365 Administrator

Additional resources

Microsoft Docs

Exam preparation
> Exam Readiness Zone

Skills measured:

- Deploy and manage a Microsoft 365 tenant

- Implement and manage identity and access in Azure AD

- Manage security and threats by using Microsoft 365 Defender

- Manage compliance by using Microsoft Purview

> Pass Exam MS-102 to earn this certification.

Microsoft 365 Certified:
Administrator Expert

Microsoft 365 administrators function as the integrating hub for all Microsoft 365 workloads. They coordinate across multiple Microsoft 365 workloads, and they work with architects and other administrators responsible for workloads, infrastructure, identity, security, compliance, endpoints, and applications.

Products featured
- Microsoft 365

Microsoft 365

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