

SOLUTIONS PARTNER MODERN WORK SMB - KLEIN UND MITTELUNTERNEHMEN

Benefits for Infrastructure (Azure)

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 Infrastructure (Azure).

Product Group	Solutions Partner for Infrastructure	per Azure specialization*	
Incremental Core among Solutions Partner for Infrastructure, Data & AI, and Digital App & Innovation	Azure Production Credits	\$6,000 per year (bulk)	\$12,000 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	-
	Power BI	100 Power BI Premium users	-
	Microsoft 365 (M365)	100 M365 E3 users	30 M365 E3 users
	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 5 specializations across all Azure specializations and expert programs (shared across Solutions Partner for Infrastructure, Data & AI, and Digital & App Innovation designations). 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 and requirements subject to change.

*For more information about requirements specific to Solutions Partner for Modern Work, [click here](#).



ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER

MODERN WORK SMB - KLEIN UND MITTELUNTERNEHMEN

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
<p>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.</p> <ul style="list-style-type: none"> Describe cloud concepts Describe Microsoft 365 apps and services Describe security, compliance, privacy, and trust in Microsoft Describe Microsoft 365 pricing, licensing, and support 	<p>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.</p> <ul style="list-style-type: none"> Deploy Windows client Manage identity and compliance Manage, maintain, and protect devices Manage applications 	<p>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.</p> <ul style="list-style-type: none"> 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
<p>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.</p> <ul style="list-style-type: none"> Configure and manage a Teams environment Manage teams, channels, chats, and apps Manage meetings and calling Monitor, report on, and troubleshoot Teams 	<p>Collaboration communications systems engineers have a fundamental understanding of networking, telecommunications, audio/visual and meeting room technologies, and identity and access management.</p> <ul style="list-style-type: none"> 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 	<p>Microsoft 365 Enterprise Administrators evaluate, plan, migrate, deploy, and manage Microsoft 365 services.</p> <ul style="list-style-type: none"> 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

MODERN WORK SMB - KLEIN UND MITTELUNTERNEHMEN

Zwischenzertifizierung BASIC = Pro Person 5 Punkte

Bis zu zwei Personen müssen die folgende Prüfung absolvieren:

Microsoft Examen: [MS-900](#)

Ein Examen ablegen



Die Zertifizierung verdienen



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

ODER

Microsoft Examen: [MD-102](#)

Take one exam



Earn the certification



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

ODER

Microsoft Examen: [MS-700](#)

Ein Examen ablegen



Die Zertifizierung verdienen



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

ODER

Microsoft Examen: [SC-300](#)

Ein Examen ablegen



Die Zertifizierung verdienen



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




ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER MODERN WORK SMB - KLEIN UND MITTELUNTERNEHMEN

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
5 Punkte
(Max. 10 Punkte)

Zertifizierung ADVANCED = Pro Person 15 Punkte

Maximal eine Personen kann 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
Maximal 15 Punkte



ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER

MODERN WORK SMB - KLEIN UND MITTELUNTERNEHMEN

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



[Watch the Microsoft 365 certifications overview video](#)

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



[Watch the Microsoft 365 certifications overview video](#)



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ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER

MODERN WORK SMB - KLEIN UND MITTELUNTERNEHMEN

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

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.

Not right for you?

Browse all Microsoft 365 certifications

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](#)

Additional resources

Microsoft 365 Developer Program

Build confidence

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

Get recognized

- > 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.

Products featured

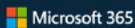
- Microsoft 365
- Microsoft Teams

Continue to grow

Explore these certifications next

Next level (Expert)

- Microsoft 365 Certified: Teams Voice Engineer Expert



[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

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.

Not right for you?

Browse all Microsoft 365 certifications

Skills outline guide

- > [MS-721](#)

Self-paced training

- > [Microsoft Learn](#)

Instructor-led training

- > [Course MS-721: Collaboration Communications Systems Engineer](#)

Additional resources

Microsoft Docs

Build confidence

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

Get recognized

- > 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



[Watch the Microsoft 365 certifications overview video](#)



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ZERTIFIZIERUNGSPFADE FÜR SOLUTIONS PARTNER

MODERN WORK SMB - KLEIN UND MITTELUNTERNEHMEN

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

[Watch the Microsoft 365 certifications overview video](#)



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