

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 Partner Agreement
Partner Authorization	Microsoft CSP Indirect Reseller Channel Authorization
Revenue Threshold	Trailing Twelve Month (TTM) Revenue \$25K USD
Partner Center	Valid and complete identification, tax and banking information submitted and accepted by Microsoft
Program Term	October 1, 2021 – September 30, 2022



Incentive rate

Incentive structure	Rate	Earning Split
Core – Azure billed revenue ¹	4%	60% Rebate 40% Co-op <i>Starting July 1st, a \$10K per semester threshold to qualify for co-op usage will apply.</i>
Core – Modern Work & Security billed revenue	4%	
Core – Business Applications billed revenue	4.75%	
Customer Add Accelerator – Modern Work & Security ¹	10%	
Customer Add Accelerator – Business Applications ¹	20%	
Global Strategic Product Accelerator – Tier 1 <i>M365 E3, M365 E5, M365 Business Premium, Business Central</i>	5%	
Global Strategic Product Accelerator – Tier 2 <i>Sales Pro, Power Apps</i>	10%	
Global PSTN Calling and Conf Accelerator	20%	100% Rebate
Nonprofit (TSI) Product Accelerator	12%	
Azure Reservation consumption	10%	
Subscription software	Core: 1.25% Strategic: 6%	

The CSP incentive program Product Addendum is the governing document detailing product applicability for each CSP incentive earning opportunity. Partners can access the Product Addendum on the [Microsoft partner website](#).

¹ See FY22 Incentive Guide for upcoming changes and supporting detail.

Classified as Microsoft Confidential and program information is subject to change.

*This asset is intended only for reference purposes, as a high level overview of the program. Do not blog, tweet, post photos, or otherwise display information about this overview.

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