Microsoft

Microsoft Partner Agreement Overview

For CSP Indirect Resellers

Agenda

· Microsoft Partner Agreement for CSP Resellers

· Key steps to enroll as a CSP Reseller on Partner Center

New Microsoft Partner Agreement for Indirect Resellers

Why	• Help build trust between partners, customers and Microsoft by providing higher degree of transparency and compliant business practices • Provide partners with a simple, unified, digitally executed partner agreement that contains a core set of perpetual terms and enhanced data privacy, security and compliance terms presented through a simplified contracting experience • Clarify and elevate partner rights and responsibilities in response to regulatory requirements
What	• All partners in the CSP program including Indirect Resellers are required to accept the Microsoft Partner Agreement[1] • Partner Center user interface (aka. dashboard) will be the main method of communication for all partner types including Indirect Resellers
When	• Start to enroll as an Indirect Reseller on Partner Center today • Microsoft Partner Agreement preview: starting **July 1, 2019** • Microsoft Partner Agreement availability date: **September 1, 2019** • After **January 31, 2020,** all partners in the CSP program are required to accept.

1. *Indirect Resellers will be required to accept Microsoft Partner Agreement when they log on to Partner Center Dashboard to access CSP tenants.*
2. *After January 31, 2020, acceptance of MPA will be required for all partners in the CSP program to be able to transact (i.e. add new subscriptions or add seats to existing subscriptions) through the Partner Center API or User Interface (aka Partner Center Dashboard) .*

"Businesses and users are going to embrace technology only if they can trust it."

Satya Nadella
Chief Executive Officer
Microsoft Corporation

- Protecting customer privacy

- Increasing transparency

- Complying with complex global regulations

Why Microsoft Partner Agreement

Vision:

Provide a simple contracting experience that supports all offers with consistent and relevant terms across GTM entry points while enabling partners to sell/build through/with Microsoft.

- All partners in the CSP program including CSP Resellers are required to accept the Microsoft Partner Agreement

- Indirect Resellers participating in the CSP program need to work with Indirect Providers to onboard on Partner Center and to execute relevant terms

- Partner Center Dashboard will be the main method of communication for all partner types including indirect resellers
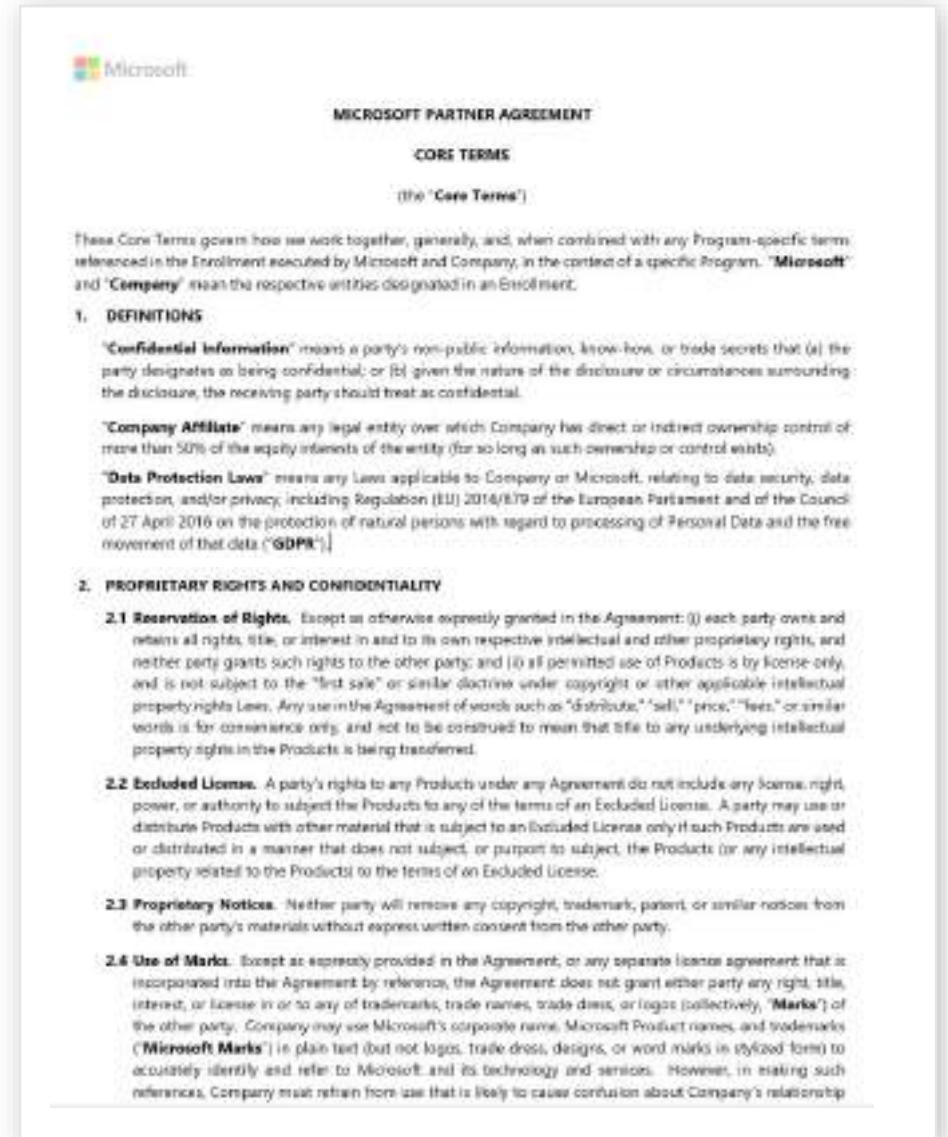
Microsoft Partner Agreement: key steps for resellers

1 Enroll as a CSP Indirect Reseller on Partner Center
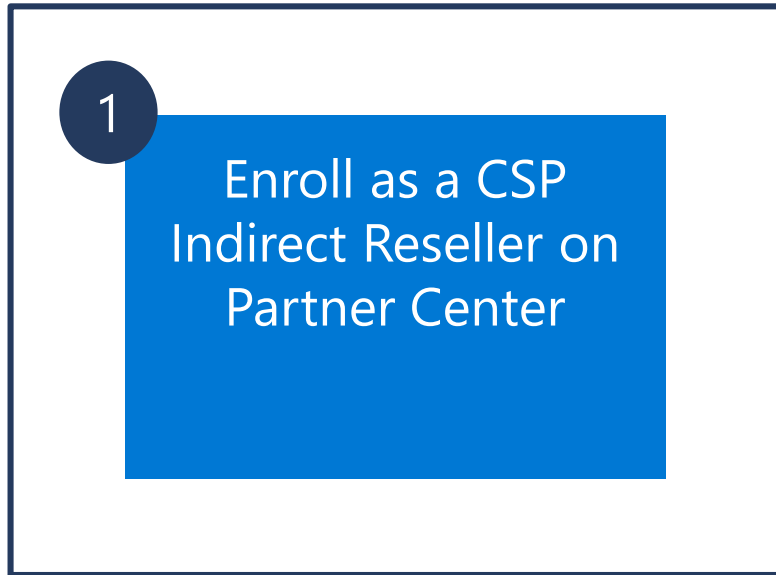
If you have not yet enrolled as a CSP Reseller on Partner Center, enroll today following the instructions

2 Preview Microsoft Partner Agreement on Partner Center

July 31, 2019

3 Accept Microsoft Partner Agreement on Partner Center

Sep 1, 2019 – Jan 31, 2020

Benefits to enroll as a CSP Reseller on Partner Center today

- Experience accelerated process by enrolling today
  - The enrollment process may take longer when it's approaching to the enforcement date of Microsoft Partner Agreement
  - Be ready early and avoid the risk of missing the deadline
- Opportunity to promote your company to Microsoft customers
- Other benefits to make you more effective
  - View customers assigned to the reseller
  - With DAP privileges, view customers' subscriptions, add users to customer accounts, administer services, and submit service requests on behalf of customers
  - View data analytics for Azure usage, subscription status, and license activation for customers
  - View health status of services provisioned to customers
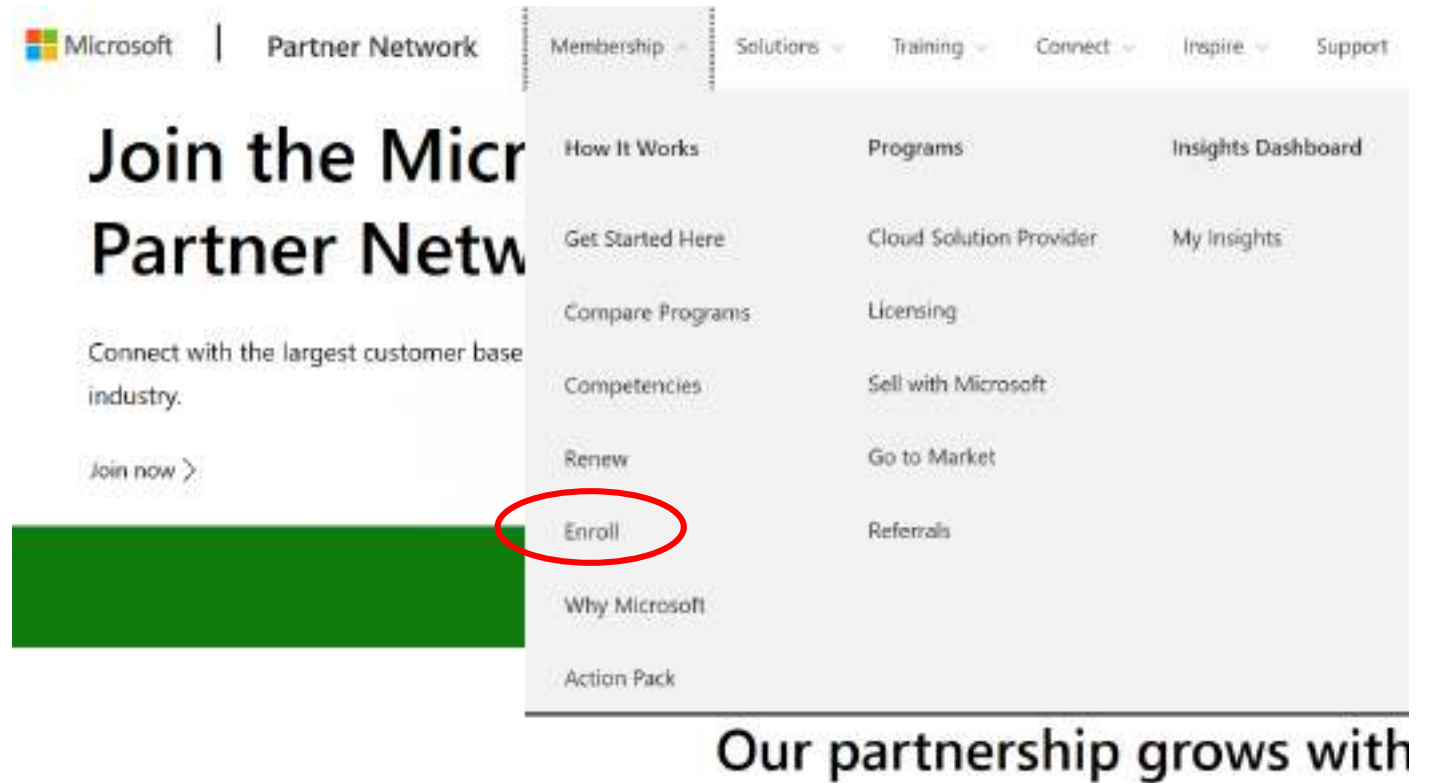
Enroll and Onboard as a CSP Reseller Checklist

MPN ID for Enrollment

1. MPN ID for enrollment

   Do you have an MPN ID specific to each location being enrolled? Or do you have the admin credentials from your company's MPN account in case you need to create new ID numbers?

   To register for an MPN ID, start here, click the **Enroll** link, and complete the process, or add a location under your parent ID in your MPN account in Partner Center.

Credentials for Enrollment

2. Credentials for enrollment

    Do you have an existing Microsoft global admin login associated with the country of enrollment that you will use to sign into the enrollment form?

    If not, you will need to create a new global admin account for CSP here.
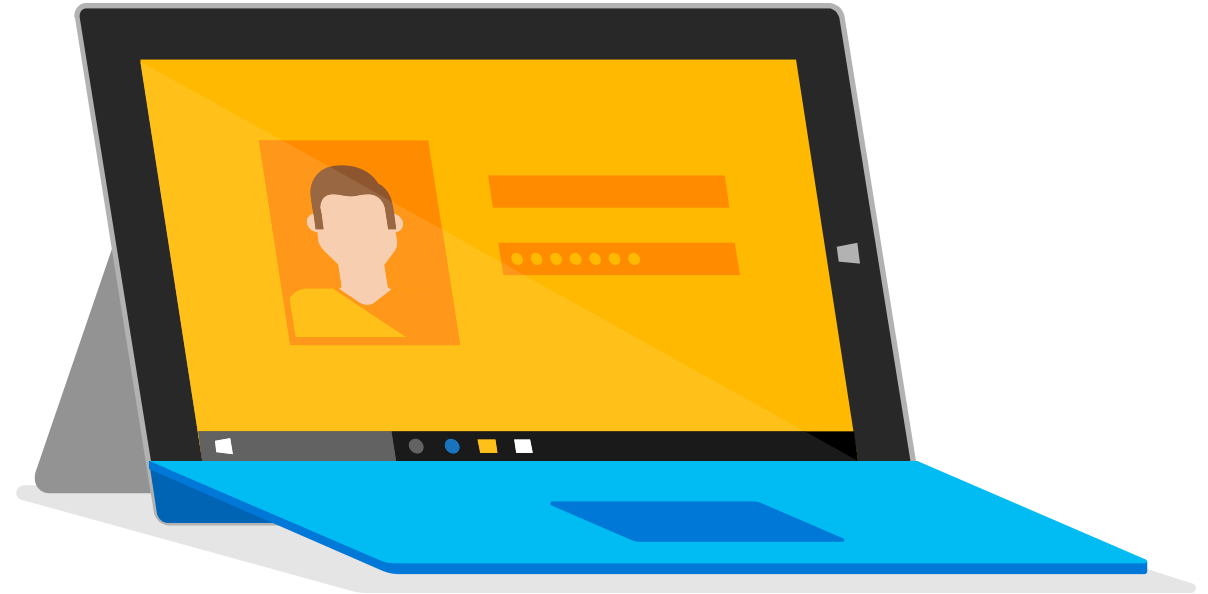
Legal Business Name and Address for Enrollment

3. Legal business name and address for enrollment

Do you have a registered legal business name, address, and phone number for each location you plan to enroll?

When submitting the enrollment form you will need to ensure that you enter your correct registered legal business name, address, and phone number, and each is up-to-date. This will assist you in going through any of our verification processes.
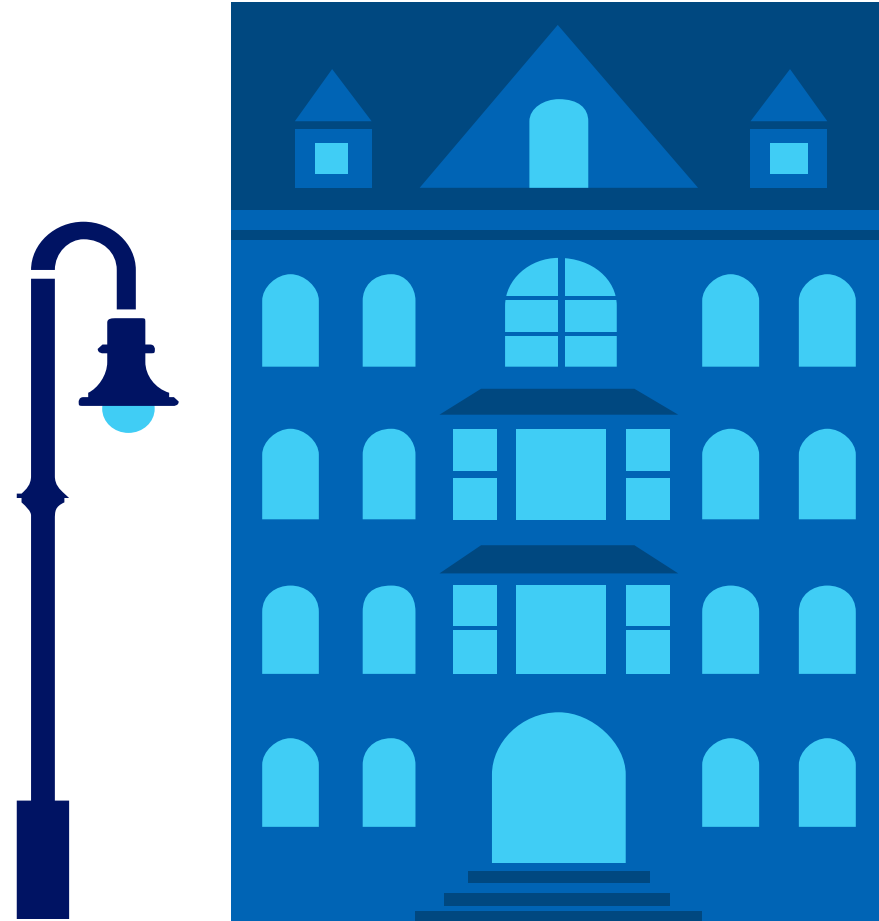
Admin for Your Enrollment

4. Admin for your enrollment
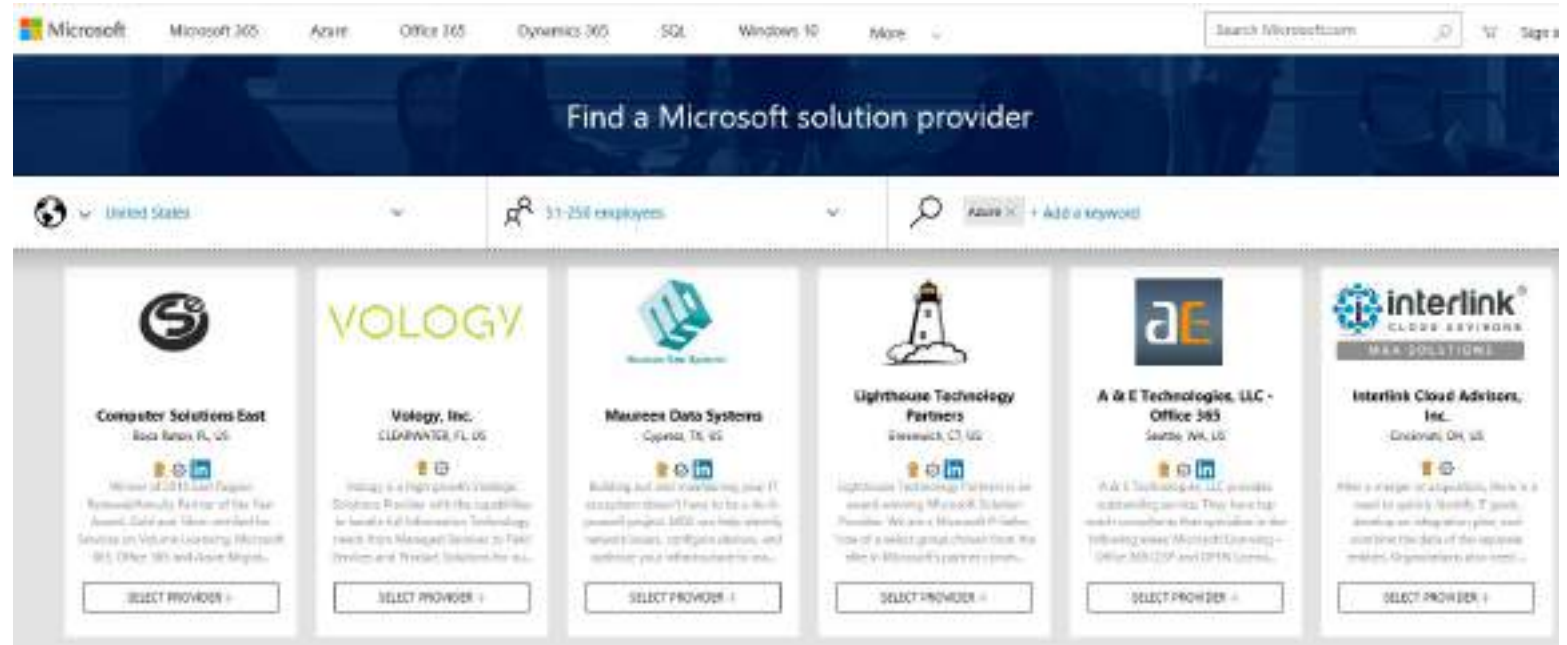
   Have you identified the person in your organization who will be the primary contact for the enrollment and onboarding process?
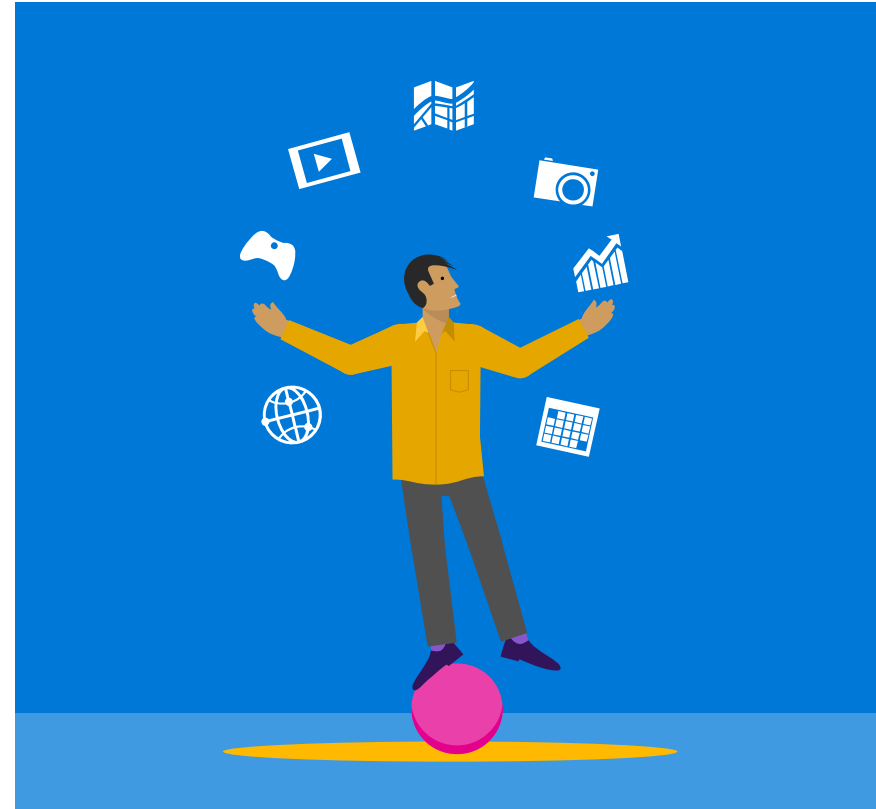
Marketing to Customers

5. Marketing to customers

   Are you ready to create a business profile in your Partner Center account to have your company displayed on "Find a Partner" search?

Instructions for Completing CSP Reseller Enrollment Process on Partner Center

Onboarding to Partner Center

1. Go to:
   https://partner.microsoft.com/en-us/pcv/register/joinnow/enrollmentwelcome/valueaddedreseller
   to start the CSP onboarding process. Check that you have all the requirements for onboarding, then click **Next** to go to the first step.
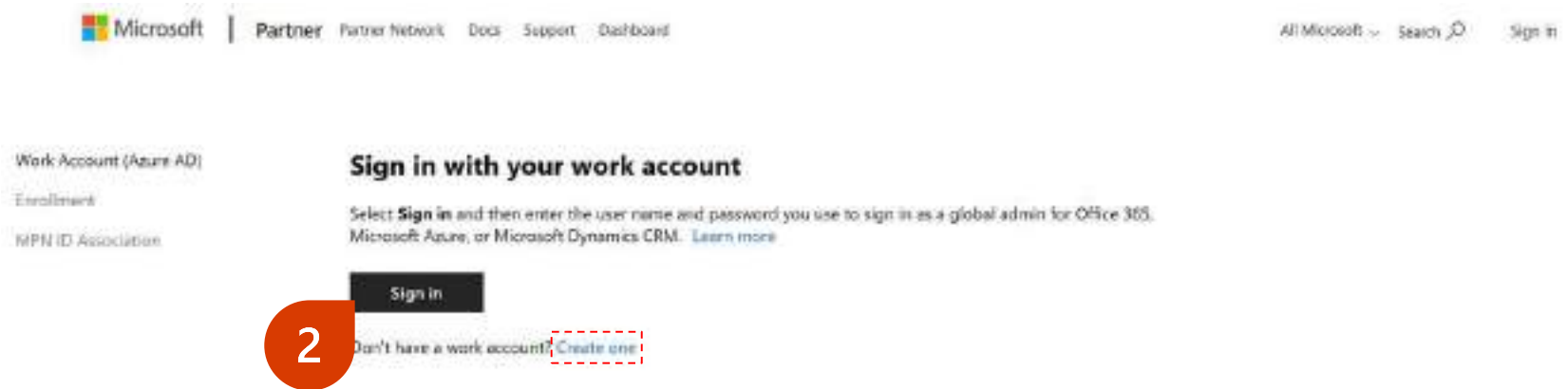
Onboarding to Partner Center

2. Click on the **Sign in** button to sign in with your Microsoft global admin work account.

Note: If you don't already have an account or want to create a new one, click the **Create one** link to set up a Partner Center account. You will then use the newly created credentials from the account form to log in to the enrollment process.
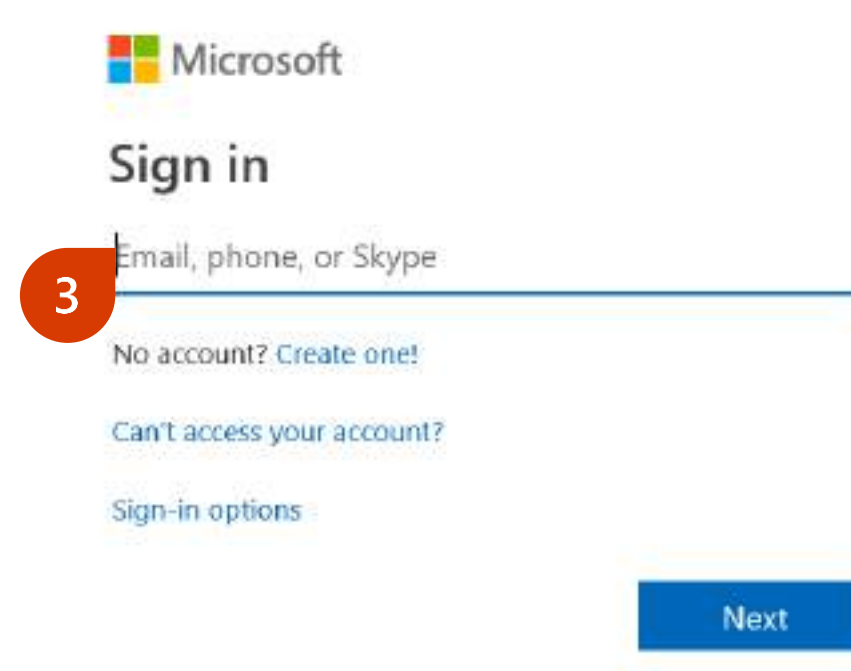
Onboarding to Partner Center

3. Sign in using your account username and password (the ID for signing into an Office 365, Azure, or Dynamics account.

Example: admin@partnerabc.onmicrosoft.com.

Please note that you must sign in using an account that has global admin privileges, and one that you plan to use to manage your CSP indirect reseller account in the Partner Center.

Onboarding to Partner Center

4. Complete the CSP Indirect Reseller enrollment form.

Important note:

When completing the enrollment form please ensure that you enter the correct registered legal business name, address, and phone number and that each are up-to-date. This will assist you in going through any of our verification processes.

4

Onboarding to Partner Center

5. A pop-up message will say that an email will be sent to the email address you provided on the form. Click **OK** to complete the enrollment submission.

Important note:

Provide an official company email address associated with the registered legal business name and address provided on the enrollment form.

Email addresses from web-based email services, including .onmicrosoft.com addresses, will not be accepted. However, Microsoft will do its best to work with you if you do not have an official company email address.

Verifying primary contact's email address

We'll email _____ @microsoft.com to verify that this email address belongs to your company _____ @microsoft.com must respond before we can continue to review your application.

Important: We don't accept email addresses from Web-based email services such as Gmail, Yahoo! Mail, iCloud Mail, AOL Mail, or Outlook Mail.

If _____ @microsoft.com doesn't get our email, go to **Account Settings** and select **Resend verification email**.

To change the primary contact's email, select **Cancel** and then change the email address to one associated with your company's domain name.
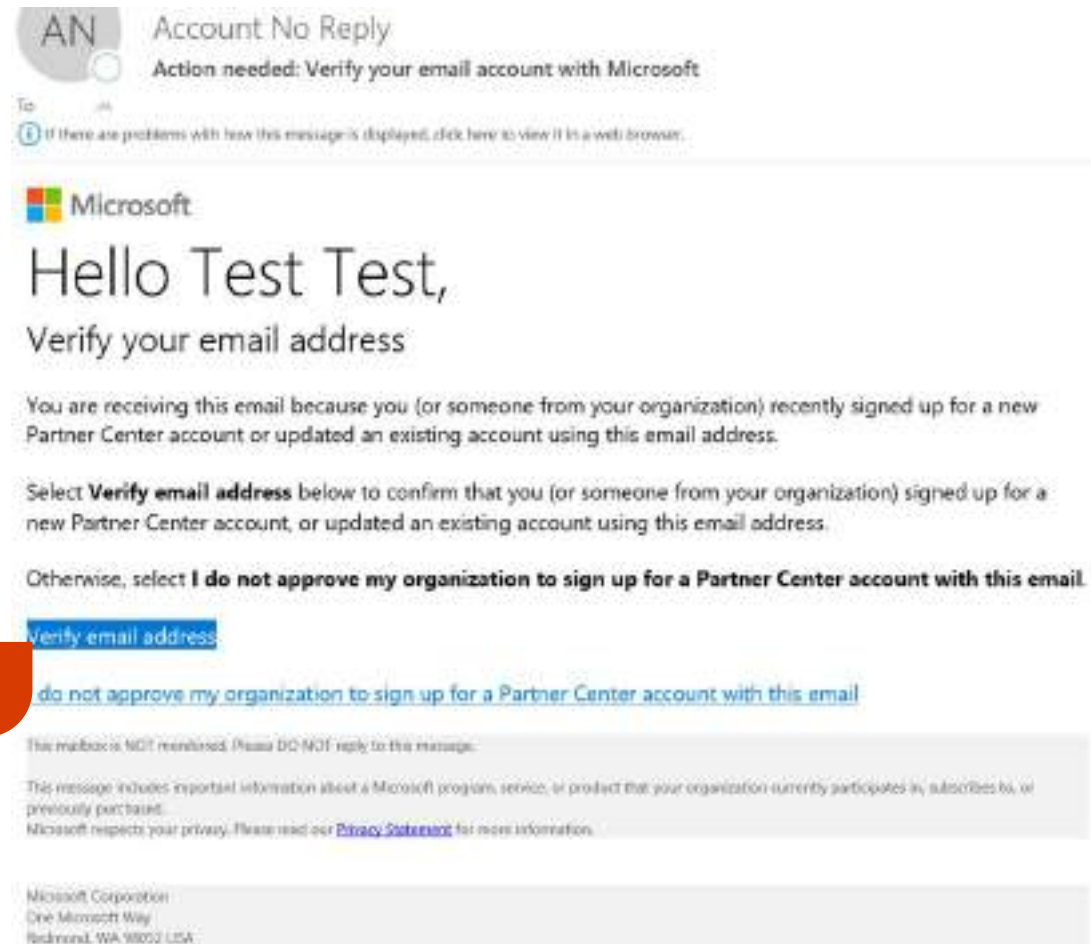
OK	Cancel

5

Onboarding to Partner Center

6. Your primary contact will receive an email asking them to verify email ownership. They will need to complete this step as part of the enrollment verification process.

Onboarding to Partner Center

7. Once your primary contact clicks to confirm the email address, you'll see a confirmation page in the CSP onboarding portal to let you know that the email address has been verified.

Microsoft | Partner   Partner Network   Docs   Support   Dashboard

Email successfully verified

Thank you for verifying your email address. We will now continue reviewing your organization's application.

Close

7

Onboarding to Partner Center

8. Enter the company name or MPN ID for the business location you're enrolling and click the **Search** button so it can be found in our system. Select the location you want to associate with your Indirect reseller account.

Note: If you skip this step, you must complete it before your account can be activated.

Associate your MPN ID to your Partner Center account

We need to link your organization's Microsoft Partner Network ID (MPN ID) with your new Partner Center account so that you can manage your membership benefits in Partner Center.

Be sure to choose the MPN location for the organization profile linked to your incentives, membership benefits, and competencies, if eligible, so we can align this important information under your Partner Center account. The MPN location must be associated with an organization profile that is active and located in the same country/region as your Azure AD tenant.

You can complete this step later, but your account won't be fully active until you complete this association. For additional assistance, contact Microsoft support.

Enter your company name or MPN ID

| 4   1   ✕ 🔎 |

Select the location to associate to this account

Cloud Solution Partner, Redmond, WA, US

⦿ Cloud Solution Partner, Redmond, WA, US

8

| Associate my MPN ID | Skip for now |

Onboarding to Partner Center

9. You will see a confirmation of the submission of your enrollment form on the Dashboard page of the Partner Center. Click on **Account settings** to monitor your legal business entity verification progress.

Welcome, Test!

We're reviewing your Partner Center account application. We'll email your organization's primary contact when we've finished reviewing your application. Please note that it can take several days to complete our review. Go to Account settings for more details about the status of your application.

Current tasks 9

New! Partner Center status

Get Real-time status on Partner Center Website Operations.

View now

Quick links

Partner search

Find solutions built by Microsoft partners. Create a business profile to help customers and partners find you (admin credentials required).

Find other Partners

User accounts

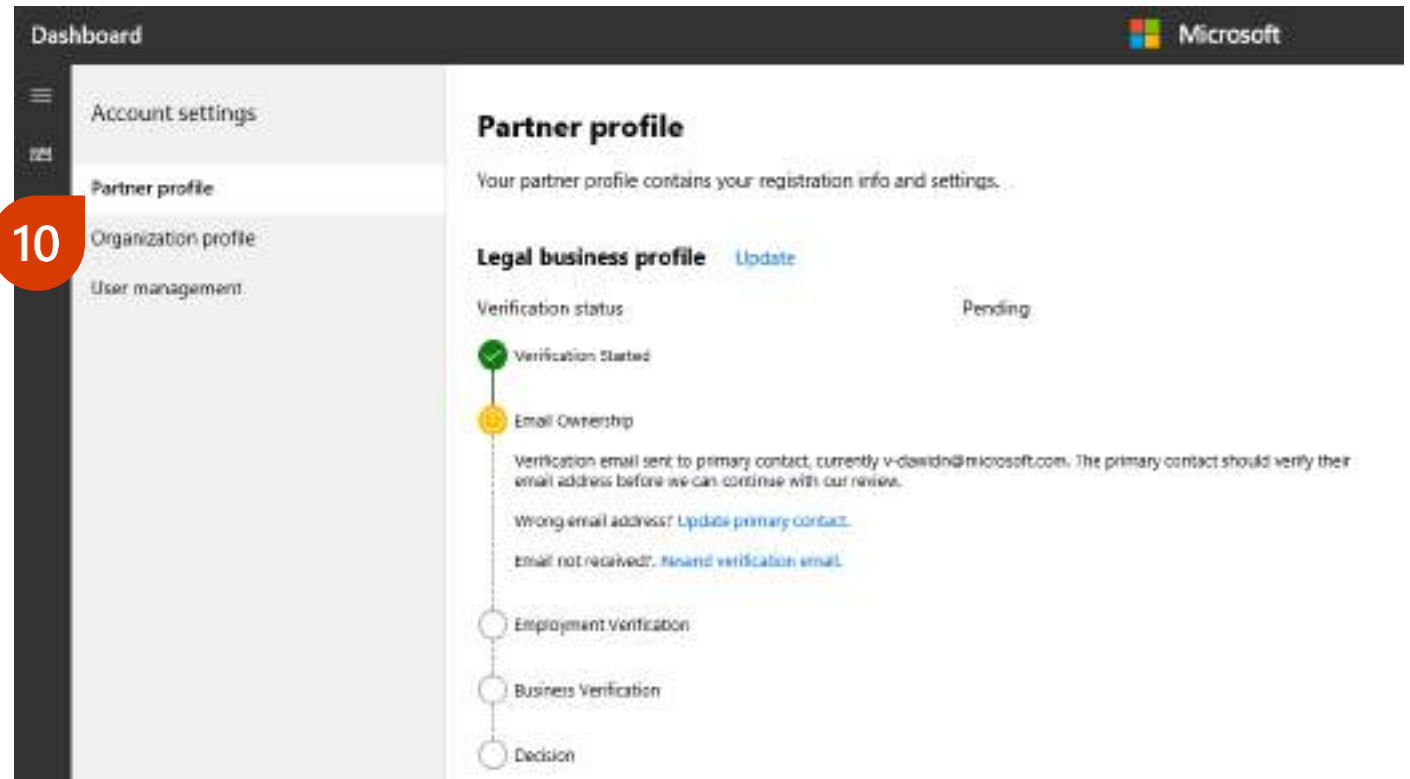View users

My permissions

My Profile

Onboarding to Partner Center

10. You can check the progress of your legal business entity verification by clicking on **Partner Profile** in **Account Settings.**

Note: In most cases, the authorization process will take a couple of days. In certain cases, it may take longer time to validate and authorize, and resellers may be notified to provide additional information.

Onboarding to Partner Center

11. Once legal business verification is completed, the status will update to "Authorized."

Partner profile

Your partner profile contains your registration info and settings.

Legal business profile   Update

Verification status	Authorized
Organization name	Microsoft Corp.
Address	One Microsoft Way Redmond Washington 98052 United States
Primary contact	Anthony Test email@microsoft.com 206-555-1212

Support   Update

| Support info | www.test.com test@test.com 206-555-1212 |

Onboarding to Partner Center

12. You will then receive an email to let you know that your application has been approved. You'll also be asked to accept the agreement terms by clicking on the **agreement terms** link.

Microsoft Partner Center <msftpc@microsoft.com>

Approved: Your Partner Center application has been approved.

Microsoft

Your request has been approved

Organization:
MPN ID:

We've approved your application. The last thing you need to do before using or transacting in Partner Center is sign the agreement terms.

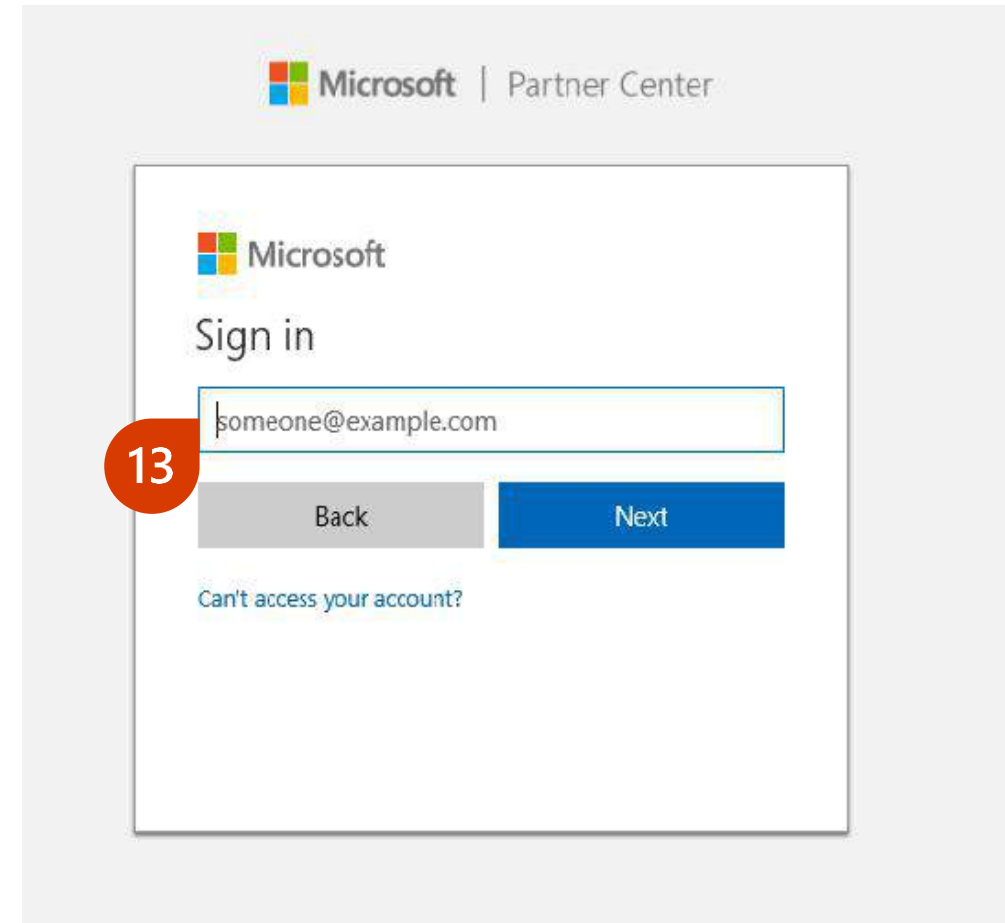If you've received this email in error, contact support

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Thank you!
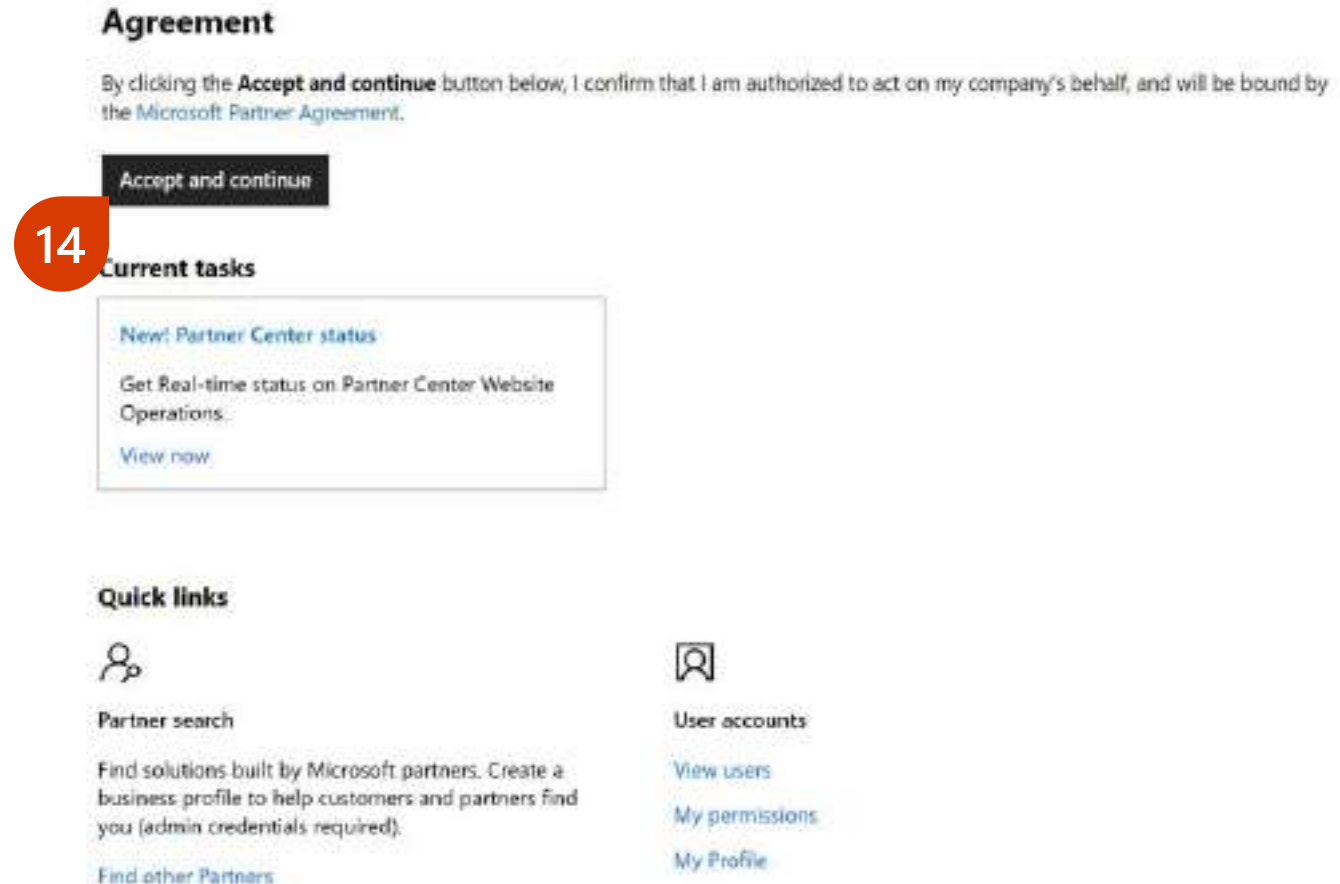Your Partner Center Team

Onboarding to Partner Center

13. The link will take you to the Partner Center sign-in page. **You must sign in with the global admin credentials you used to submit your enrollment.**

Onboarding to Partner Center

14. Review the agreement terms. Click **Accept and continue** to proceed. This step will activate your Indirect Reseller account.

Note: This agreement is separate from the Microsoft Partner Agreement.

Indirect Resellers Not Onboarded to the Partner Center

Your next steps after onboarding

From September 1, 2019 until January 31, 2020:
- Log into the Partner Center as a global admin and accept the Microsoft Partner Agreement.

Note: From September 1, 2019, accepting the Microsoft Partner Agreement will be part of the onboarding process.

Microsoft

Microsoft

Microsoft Partner Agreement Term Enforcement Timeline

- **September 1, 2019–January 31, 2020:** Indirect Resellers must accept the terms of the Microsoft Partner Agreement.

- **After January 31, 2020:** Indirect Resellers who have not accepted the Microsoft Partner Agreement will have their CSP transactions blocked.

- **From August 31, 2020:** Indirect Resellers who have not accepted the Microsoft Partner Agreement will be offboarded from the CSP Program.

Microsoft

Questions?

Contact CSP support at https://partner.microsoft.com/support