

Date	Document	Pages/Slides	Changes	Estimated Date Posted to MPN
14-Jan-19	Customer T&Cs	1	Section 1 Program benefits - Removed A "Fresh Start" and related verbiage , previously the first bullet	16-Jan-19
14-Jan-19	Customer T&Cs	1	Replaced Ongoing product End-of-Life with "End-of-Support" , and replaced Ongoing SAM Optimization Model consultation with SAM maturity tracking in Section 1 Program Benefits and Section 2 Customer Obligations and eligibility.	16-Jan-19
1-Jun-18	Customer T&Cs	2	Section 5 Customer data updated verbiage to clarify and to include "encrypted" when referring to PII. Also, updated URL link to the SAM Engagement Data Usage and Privacy Information document.	10-Jun-18

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14-Jan-19	Partner T&Cs	3	Section 7 Warranties (b) (2) Updated the first bullet to remove "formerly WorkSpace, including the Centralized ELP Service" .	16-Jan-19
14-Jan-19	Partner T&Cs	8	Exhibit A (h) Partner must share the following with Microsoft - Removed the bullet "All SOM reviews with status and improvement plans,"	16-Jan-19
2-May-18	Partner T&Cs	5, 7	Section 12 (b) Termination by Microsoft, fourth bullet updated for minimum onboarding requirement of three (3) new customers into the Program by each annual Re-Assessment date. Exhibit A updated for new Volume Licensing Exam (70-705) that replaces exam (74-678) and is a requirement effective September 1st, 2018.	5/9/2018
5-Dec-17	Partner T&Cs	3, 8	Centralized Customer Licensing Position Service renaming to "Centralized ELP Service"	12/11/2017
5-Dec-17	Partner T&Cs	7	Exhibit A Eligibility Criteria and Exam Requirements: Added verbiage "In addition, any Partner employee that will be directly consulting a SAM Managed Service customer must pass the SAM MCP Exam (70-713)"	12/11/2017
12-Jul-17	Partner T&Cs	3, 4	Workspace naming to Intelligent Asset Manager	8/18/2017

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14-Jan-19	Program Guide	7, 11, 12, 24	Deleted "Fresh Start" with Microsoft Licensing (previously slide #12) from the Program Guide removed all subsequent "Fresh Start" references.	16-Jan-19
14-Jan-19	Program Guide		Deleted Licensing and SOM Consultation slide (previously slide #19)	16-Jan-19
14-Jan-19	Program Guide	13, 18, 24, 25, 27, 39, 40	Removed references to Effective License Position (ELP) and replaced with Established Deployment Position (EDP)	16-Jan-19
14-Jan-19	Program Guide	17	Updated On-going strategic consultation slide - Solution Assessments updated to reflect current assessments	16-Jan-19
14-Jan-19	Program Guide	11, 18, 24, 27	Removed reference to End-of-Life and replaced with End-of-Support	16-Jan-19
2-May-18	Program Guide	33	Annual Re-assessment and Ongoing Monitoring: Added final bullet Minimum Customer Onboarding of three new customers into the program by each annual reassessment date.	9-May-18
17-Apr-18	Program Guide	40	Partner Payment Method: Updated footnote containing billing currencies and added footnote remark "If a Partner receives an ineffective overall rating during the assessment process, the assessment fee will not be refunded." which was previously on Assessment Process slide # 41.	24-Apr-18
17-Apr-18	Program Guide	41	Assessment Process: Updated Assessment timeline graphic and verbiage. Assessment should take no longer than 6 weeks total assuming all milestones and requirements met.	24-Apr-18
1-Mar-18	Program Guide	9	High Level Process Overview: Numbers added to steps to clarify sequence and flow	7-Mar-18
1-Mar-18	Program Guide	18, 26	Removed references to "software metering"	7-Mar-18
1-Mar-18	Program Guide	18, 26	On-going strategic consultation: Updated 1st bullet to clarify that only one value added consultation is required per year with updated POE, delivered every 6 months, based on the inventory data.	7-Mar-18
1-Mar-18	Program Guide	22	Global vs. Local Accreditation and Customer Implications: Updated #3 for clarity and added verbiage that partner who may not meet the local criteria in a secondary location has up to 6 months from date of the primary accreditation was achieved to work with the local SAM team in the additional location. If the secondary location's criteria is met within the required 6 months, and with the local SAM&C Lead's approval, the partner may then apply their primary location accreditation to the secondary location without going through the full accreditation process in the secondary location.	7-Mar-18
1-Mar-18	Program Guide	23	Eligibility Criteria – Initial Vetting: Exam Requirements - Added verbiage to # 7 for new Volume Licensing Exam 70-705 which replaces exam 74-678 effective September 1st, 2018	7-Mar-18
1-Mar-18	Program Guide	25	Additional Local Partner Eligibility Criteria – Initial Vetting. Edited #1 to remove "Headquarters" and replace with "centralized service location" to make this consistent with centralized processing requirements	7-Mar-18
1-Mar-18	Program Guide	40	Partner Payment Method: Added bullets to define the Billing process and sorted pricing table alphabetically.	7-Mar-18

5-Dec-17	Program Guide	12	Fresh Start Benefit: Removed "annual ELP" and replaced with " Microsoft approved ELP ". Foot note added to define Microsoft approved ELPs as those utilizing Centralized ELP Services through IAM.	1-Dec-17
5-Dec-17	Program Guide	18	Ongoing Strategic Consultation: Updated naming of SAM Value Engagements (i.e. Cloud Productivity, Server Optimization, Infrastructure Optimization)	1-Dec-17
5-Dec-17	Program Guide		Deleted Slide - Additional Local Benefits - US only (previously slide #20)	1-Dec-17
5-Dec-17	Program Guide	20, 29	Program Deliverables & Partner Deliverables: ELP no longer a required annual deliverable to Microsoft. Updated verbiage to reflect ELP requirements and timing: Annual deliverable to partner; required deliverable to Microsoft via IAM at month 3 and 39. Updated timeline chart on slide 20 to reflect milestones and delivery via IAM.	1-Dec-17
5-Dec-17	Program Guide	22	Global vs Local Accreditation and Customer Implications: Added verbiage to clarify #3 re: Partners accredited in another country; must meet local criteria and centralized service. Partners denied accreditation in a secondary location may re-apply in that location once local criteria is met however they must go through the full accreditation.	1-Dec-17
5-Dec-17	Program Guide	23	Eligibility Criteria – Initial Vetting: Exam Requirements - Added verbiage to # 7 - "In addition, any Partner employee that will be directly consulting a SAM Managed Service customer must pass the SAM MCP Exam (70-713) "	1-Dec-17
5-Dec-17	Program Guide	25	Additional Local Partner Eligibility Criteria – Initial Vetting. Updated # 4b naming of value engagements Added # 5 (new) : "Partner must provide evidence to the local SAM&C Manager of their ability to deliver cloud migration services or that they have established relationships with Microsoft Partner Network cloud competent partners to deliver this service to customers".	1-Dec-17
5-Dec-17	Program Guide	26	Additional Partner Eligibility Criteria – Flow Down Terms: Updated verbiage #4 re: License optimization and SAM maturity roadmap to clarify an ELP is required and, when it is required, and 95% accuracy requirement. Foot note added to clarify ELP deliverable to Partner and to Microsoft and how it applies to Fresh Start Benefit. For Fresh Start to advance with the customer, a new Microsoft approved ELP is required.	1-Dec-17
5-Dec-17	Program Guide	33	Partner Responsibility for Customer Onboarding: Added link to secure Microsoft SAM Managed Service Program portal where accredited providers input customer onboarding information	1-Dec-17
5-Dec-17	Program Guide	47	New slide " Sales and Marketing Plan " which includes verbiage re "Partners and the local SAM&C Manager will work together to develop joint sales and marketing plan" and bulleted list of plan components	1-Dec-17
5-Dec-17	Program Guide		Deleted Slide - SAM Partner Portal (previously slide #51). Referenced pilot information for Partners in UK and US.	1-Dec-17
5-Dec-17	Program Guide		Deleted Slide - SAM Partner Portal (previously slide #51). Referenced pilot information for Partners in UK and US.	1-Dec-17
1-Aug-17	Program Guide	25, 28	Workspace naming to Intelligent Asset Manager, and capitalized Accredited Provider throughout	18-Aug-17