

# Microsoft Learning Partner Program Performance Guidelines

# Measuring Your Performance

Success in the Learning Program is measured by performance guidelines (KPIs) designed to reward you on your reach of Microsoft training. KPIs are tracked via purchases of qualifying Official Microsoft Learning Products, purchased on [Courseware Marketplace](#). Each membership level has a different KPI requirement. Partners must meet their KPIs by end of the month prior to their anniversary date to be eligible for renewal in the program, at their current level.

## Learning Program Performance Requirements (KPIs)



Requirements	Gold	Silver	Learning Action Pack
<b>Capability</b> (MCT <sup>^</sup> Requirements)	4 MCTs	2 MCTs	1 MCT
<b>Capability</b> (Exam Requirements)	Meet Gold LO* exam requirements specific to Competency	Meet Silver LO* exam requirements specific to Competency	-
<b>Performance</b> # of KPI units	5,000 & \$500K USD Revenue	200	-

\*Learning Option  
^Microsoft Certified Trainer

# Qualifying Official Microsoft Learning Product

Official Microsoft Learning Product	Purchase Unit	Performance Value
Microsoft Training Courseware <ul style="list-style-type: none"> <li>• MOC, DMOC, Custom MOC</li> <li>• MOC On-Demand</li> <li>• Microsoft Cloud Workshops (405XXX series)</li> <li>• Microsoft Training Courses (40XXX series, excluding First Look and other free content)</li> <li>• Packaged Sets (each Training courseware component will get an equivalent KPI value)</li> <li>• Microsoft Technical Associate (MTA) Courseware</li> </ul>	1 Student Kit	1
Microsoft Course Certificate Voucher LaaS (MCCVL) (For Open edX) <ul style="list-style-type: none"> <li>• Microsoft Course Certificate Vouchers</li> <li>• Packaged Sets (each MC Voucher component will get an equivalent KPI value)</li> </ul>	1 Student Kit	.5
Microsoft Exams <ul style="list-style-type: none"> <li>• Microsoft Certified Professional (MCP) Exam Voucher</li> <li>• Exam Bundles (MCP Exam Voucher with Retake/Practice Test)</li> <li>• Exam Packaged Set (Azure Exam Set)</li> <li>• Microsoft Technical Associate (MTA) Exam Voucher</li> </ul>	Revenue Only	Revenue Only
Microsoft Authorized Labs	Revenue Only	Revenue Only

All qualifying courseware purchases + products listed as "revenue only" will contribute to Gold revenue targets

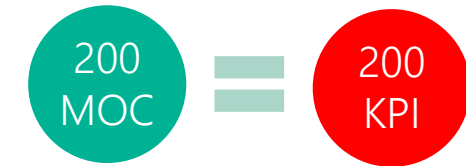
# Performance Examples

Performance is measured using KPIs whether your training is instructor-led or blended. The examples to the right translate KPIs values to real world usage.

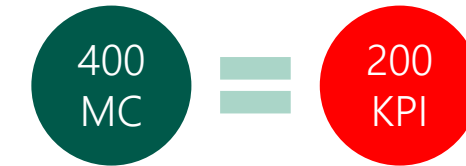
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## Instructor Led



## LaaS



## Blended



# Official Microsoft Learning Products

Training Product	Classroom	Self Study	Details
Microsoft Official Curriculum	●	●	<ul style="list-style-type: none"> <li>Developed by industry experts, available in Digital or Print</li> <li>Ability to customize and modularize content to suit needs</li> <li>'Skillpipe' E-Reader, available through Apps for Android, iOS, Windows and a Web Browser</li> <li>Includes 'Fresh Editions' for Digital MOC and Role-Based Courseware which updates content automatically</li> </ul>
Microsoft On-Demand		●	<ul style="list-style-type: none"> <li>MOC On-Demand video training product, SATV eligible</li> <li>Delivered by expert Microsoft Certified Trainers (MCT)</li> <li>Blend of video, text, integrated labs and knowledge checks</li> <li>90-day and 180-day student access options</li> </ul>
Microsoft Labs Online	●		<ul style="list-style-type: none"> <li>Lab hosting services provided by authorized lab hosts, available 24x7</li> <li>To be used in conjunction with MOC and Digital MOC</li> </ul>
Certification Voucher	●	●	<ul style="list-style-type: none"> <li>Includes both professional &amp; academic certifications</li> <li>Online Exams now available through Pearson VUE</li> </ul>
Certification Practice Test	●	●	<ul style="list-style-type: none"> <li>Official Practice Test from Measure Up</li> <li>Popular approach to preparing for a Microsoft Exam</li> </ul>
MOOC Courses (LaaS)		●	<ul style="list-style-type: none"> <li>Job Role specific, online structured learning</li> <li>Integrated Labs and assessments</li> </ul>
Microsoft Course Certificate Voucher (LaaS)		●	<ul style="list-style-type: none"> <li>Course completion certificates for Learning as a Service (LaaS)</li> <li>Identical to certificates available on edx.org</li> </ul>

## Skillpipe App



## MOC On-Demand



## Value of Certification



# Monitoring Your Performance (KPIs)

Monitor your performance on your KPI Dashboard. Navigate to the [Learning page](#) and scroll down to “Track your progress” and click on “View your dashboard.” (You must be signed into your account, using the primary contact email associated with your MPN profile.) Then scroll down, and to the right, and click on “Learning Partner dashboard.”

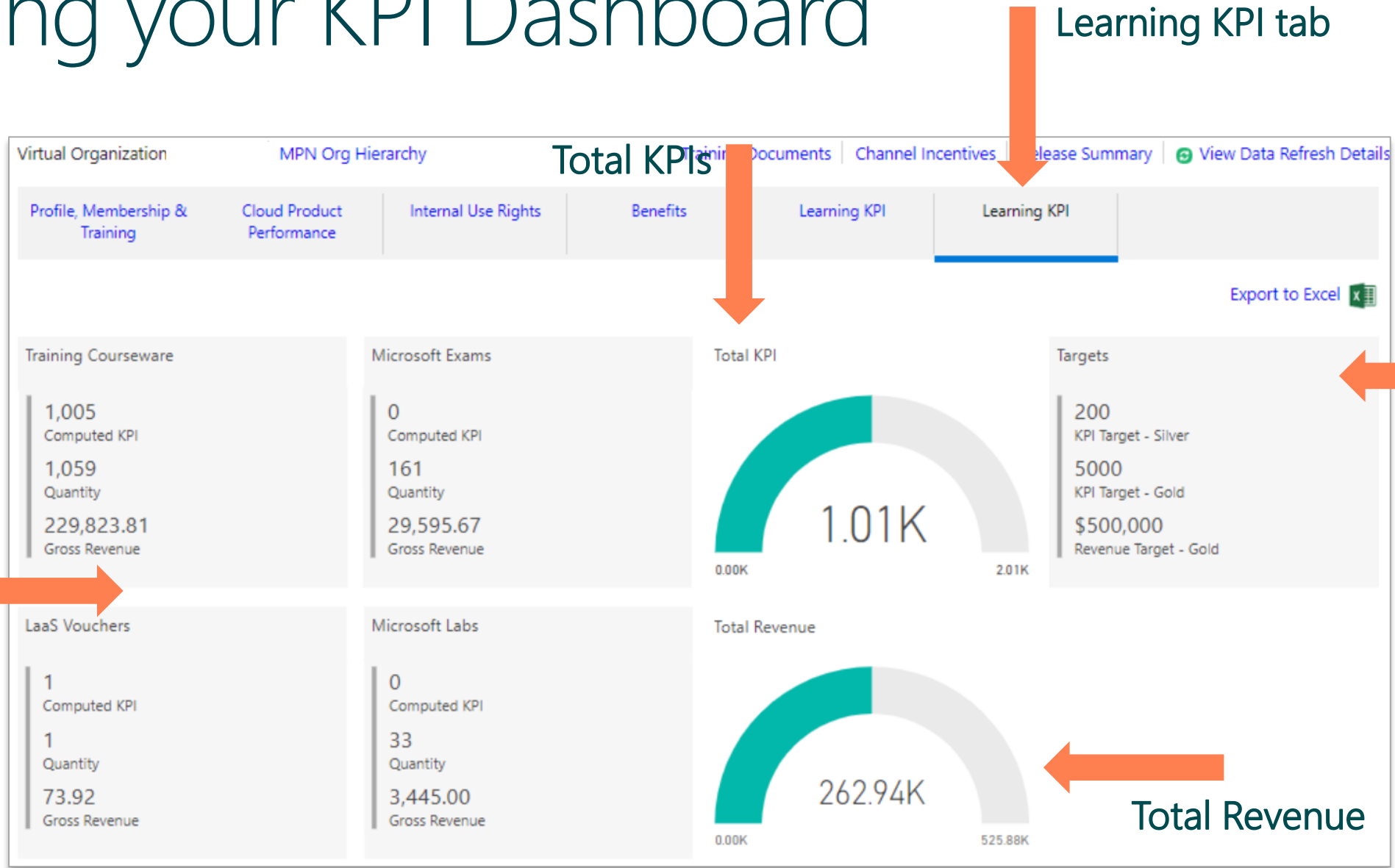
## Track your progress

Visit the performance requirement report (KPIs) on your dashboard to see how your business is progressing toward your annual performance targets. Login is required.

[View your dashboard >](#)

**Note:** KPI reports are updated once a month, mid-month. Learning Program renewal eligibility is measured on KPIs attained during the previous twelve months of performance activity based on your anniversary date.

# Reading your KPI Dashboard



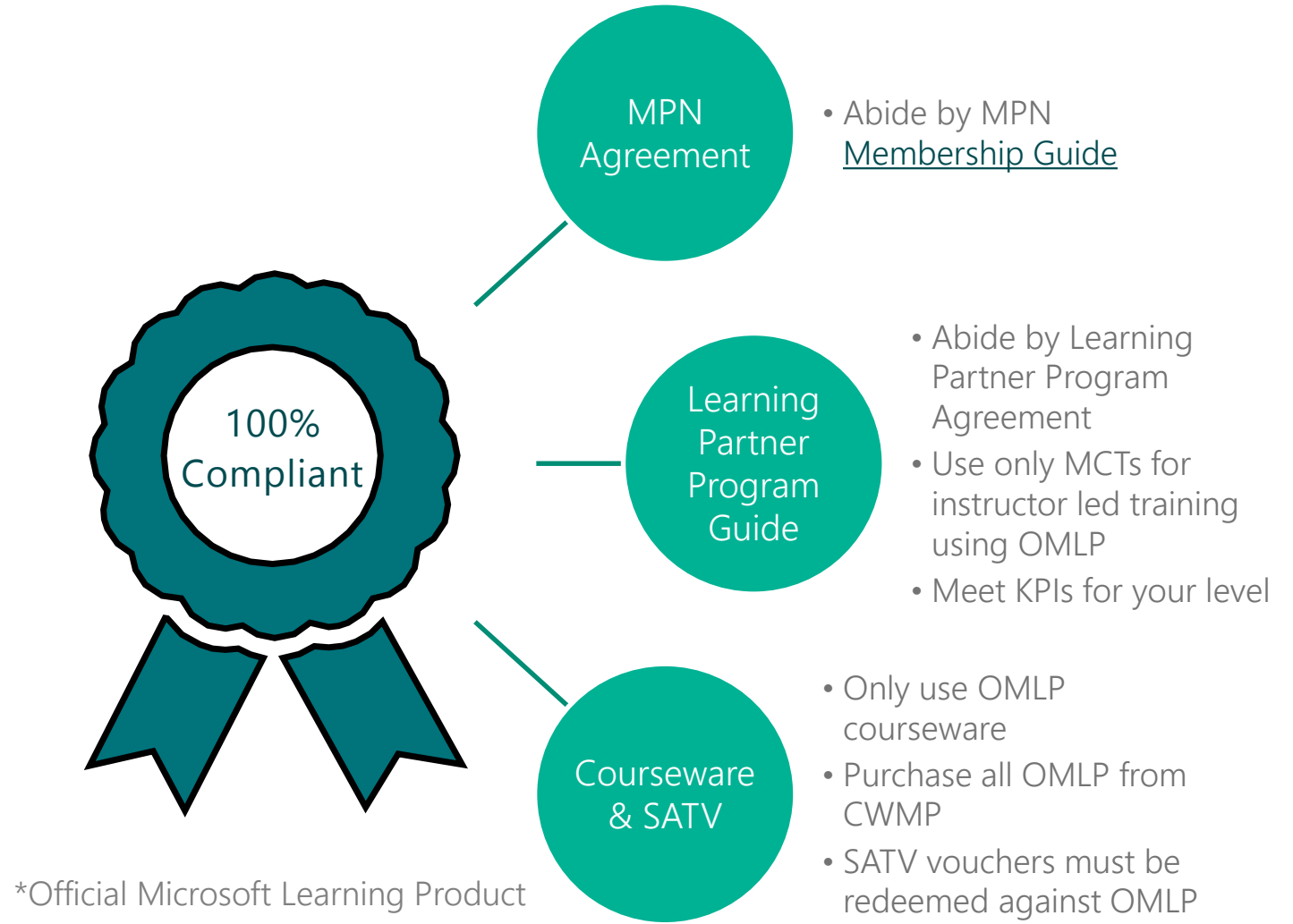
The KPI Dashboard also includes a monthly view to help keep track of monthly totals for courseware units purchased computed into KPIs attained and revenue.





# Compliance in the Learning Partner Program

The integrity, and reputation, of the Microsoft Learning Partner program is maintained when partners remain compliant in the program. Performance (KPI) compliance is mandatory and KPIs must be attained each year, by end of the month prior to their anniversary date. Failure to meet the performance requirements (KPIs) for your membership level will result in dropping to the next level, or being removed from the program. Review both the Microsoft Partner Network Membership Guide and the Learning Partner Program Agreement to understand the terms and conditions of the Learning Partner Program.



# Learning Program Benefits

Benefits are earned by the level achieved. Silver and Gold partners, with a Technical Competency and the Learning Option, earn both Learning Program and Competency benefits.

Learning Action Pack partners earn the benefits for their level.

Benefits	Gold	Silver	Learning Action Pack
Courseware Discount	High	High	Low
Partner Management	Dedicated	Dedicated*/Community	RSC/Community
Training Use Licenses	300	250	100
Internal Use Rights Software	Highest	Yes	Yes (MAPs Specific)
Azure Credit	Up to \$12K Annually	Up to \$6K Annually	\$100 Monthly
Customer Referrals	Yes (endorsed)	Yes (endorses LaaS only)	No
Marketing Assets	Yes	Yes	Yes
Incentive Program Eligibility	Yes	Yes	No
Marketing Development Funds	Yes	Potential	No
Software Assurance Training Voucher Program	Yes	Yes	No
Event Access	Regional & Inspire	Regional & Inspire	Inspire
Community Calls	Yes	Yes	Yes

# Resources

- **MPN Learning Resources Collection**

Program documents, marketing materials, and other assets

- **Learning Partner Yammer Group**

Real-time updates and a place to post questions

- **Microsoft Learning Community**

Blogs, announcements, and links to many Microsoft Learning resources

- **Learning Partner Newsletter**

Monthly update to Learning Partners consisting of courseware, certification, and general program updates