

Important news about the Cloud Productivity competency and modern work advanced specializations

OCTOBER 2020

OVERVIEW

Competencies and advanced specializations help you differentiate your business in the marketplace and assure customers of your technical competence and ability to drive success with Microsoft products.

Microsoft is changing how it measures Office 365 adoption. Beginning October 23, 2020, monthly active usage, or MAU, will replace active entitlements as how we measure performance requirements for:

- Cloud Productivity competency
- Adoption and Change Management advanced specialization
- Calling for Microsoft Teams advanced specialization
- Teamwork Deployment advanced specialization
- Meetings and Meeting Rooms for Microsoft Teams advanced specialization

Monthly active usage is a more accurate measurement of performance, measured at the customer tenant level instead of the SKU level.

FREQUENTLY ASKED QUESTIONS

Q: What is the change Microsoft is making to performance requirements for the Cloud Productivity competency and associated advanced specializations?

A: We are changing how we measure performance requirements for Office 365 deployments. Starting October 23, 2020, we'll use monthly active usage, or MAU, which is measured at the customer tenant level, instead of active entitlements (AE), which is measured at the SKU level.

Q: Why is Microsoft making this change?

A: Monthly active usage, or MAU, is a more accurate way of measuring the Office 365 workload deployments required for the Cloud Productivity competency and modern work advanced specializations.

Q: How is monthly active usage calculated?

A: Monthly active usage, or MAU, is calculated on a rolling 28-day basis and represents the unique number of users taking an intentional action on a specific service.

Q: Which programs does this change apply to?

A: This change applies to these programs:

- Cloud Productivity competency
- Adoption and Change Management advanced specialization
- Calling for Microsoft Teams advanced specialization
- Teamwork Deployment advanced specialization
- Meetings and Meeting Rooms for Microsoft Teams advanced specialization

Q: Does this change have any impact on the competency extension that is currently in place?

A: No, the competency extension remains in effect and applies to partners with competency anniversary dates through December 31, 2020. More information: <https://docs.microsoft.com/partner-center/renew-mpn-offers>.

Q: Could this change result in my organization not being able to meet the performance requirements for the competency and advanced specializations it applies to?

A: In a small number of cases, partners may see their progress toward meeting the performance requirement decline and receive a Partner Center notification that they are no longer meeting the requirements. Please open a partner support ticket to request assistance if you believe this scenario applies to you.

Q: When will this change be implemented?

A: We will replace active entitlements with monthly active usage (MAU) starting October 23, 2020.

Q: Where can I view my organization's progress towards meeting competency and advanced specialization requirements?

A: You can check your organization's status in Partner Center under the MPN menu by selecting Competencies or advanced specializations.