Solution Assessment Incentives and Payments

1. What will happen to my approved Solution Assessment incentive deals?
   - All open and approved Solution Assessments incentive requests in process on October 14th will be treated under the FY19 payment process
   - All newly submitted and approved Solution Assessments on October 15th and after will be treated under the new FY20 payment process

2. Will my Solution Assessment engagement, open and approved prior to October 15th, be able to be paid 50% at Milestone 1?
   - Yes. The FY19 Milestones will be still in place at 50%/50% for all open and approved Solution Assessments incentive deals

3. Will I have to wait until all Milestone 1 & 2 requirements are completed to be paid out?
   - No. Partners will be paid out in two parts.
   - Once for completion of Milestone 1 and once when Milestone 2 is validated with a new Customer Add or increased Azure Consumed Revenue (ACR) on the account.

4. What are the criteria to be eligible for Milestone 2 payouts?
   - Milestone 2 payouts are based on New Customer Adds and/or increased Azure Consumed Revenue (ACR) in the customer account. See Solution Assessment Incentive Program Guide for more information

5. Where can I see the reports for Milestone 2 payout?
   - We are not able to share externally the current information on the Customer Adds tracking
   - Your Solution Assessment Engagement Manager will have access to the end of month Power BI reports
   - You will be notified when your Milestone 2 has been validated by the SAM POE Validation Team

6. How long will I have to wait for a payment after Milestone 1 or 2?
   - Standard CI Ops payment process will apply for partner payout. Review the Solution Assessment Incentive Program Guide for more information
   - Milestone 1 payments will be made within 35 days from the end of the month following review and approval of Milestone 1 POE by the POE Validation Team
   - Milestone 2 payments will be released at the point where the customer adds criteria has been validated, limited to 6 months from Milestone 1 validation

7. My customer met the requirements for Customer Add/ACR, but I did not receive a Milestone 2 payment:
   - Contact your local Solution Assessment Engagement Manager to ensure all requirements have been as per the Solution Assessment Incentive Program Guide.

8. What are the POE requirements for Solution Assessments?
   - POE requirements for all Solution Assessments as follows:
     - Letter of Engagement (LoE), including Customer Acceptance of the engagement
     - Final Assessment Report, including a Migration plan (migration plan optional for Contract Optimization)
   - Review the Solution Assessment Incentive Program Guide for more information

9. Where can I find more information on the Solution Assessment Incentive Process?
   - See Solution Assessment Incentive Program Guide for more information
10. How do I determine which level I will be paid for a Solution Assessment?
   o The engagement level is determined by your local Solution Assessment Engagement Manager. Ensure the engagement level is discussed and agreed prior to commencing a Solution Assessment.

Solution Assessment Partner Eligibility

1. Do I still need the 70-713 MCP to qualify to earn Solution Assessment incentives?
   o No – the 70-713 MCP is no longer a requirement for Solution Assessment incentive eligibility.
   o The only requirement is an active Silver or Gold MPN competency

2. Do I need to attain a specific MPN competency to qualify to earn Solution Assessment incentives?
   o No – any active Gold or Silver MPN competency will qualify you to onboard and earn Solution Assessment incentives.

3. How do I register to earn Solution Assessment incentives?
   o Once you have an active Gold or Silver MPN competency, contact your local Solution Assessment Engagement Manager to start the onboarding process to gain access to CHIP and the Solution Assessment incentive deal registration capability in Partner Sales Connect (PSC).

4. What happens if I lose my MPN competency?
   o Partner eligibility will be reviewed annually, in line with Microsoft’s fiscal year end. If your organization no longer meets the eligibility requirements, or you have not been an active partner, you will be offboarded from earning Solution Assessment incentives. Review the Solution Assessment Incentive Program Guide for more information.