

Microsoft SAM Managed Service Program Local Eligibility Criteria

To become accredited for the Microsoft SAM Managed Service Program, partners must meet all global and local eligibility requirements, by country. This document outlines the local eligibility requirements as set by the local SAM&C Lead. The local eligibility criteria is based on market conditions and is subject to change.

Please refer to the [Program Guide](#), [Eligibility Criteria – Initial Vetting](#) and [Additional Location Partner Eligibility – Initial Vetting](#) slides to fully review all requirements.

Criteria			
Global eligibility criteria	An established managed service reasonably acceptable to Microsoft >2 years with 10+ customers or >5000 seats for each specified geography in which partner seeks accreditation.	Or	SAM partner utilizing SAM Incentives >2 years with 10+ customers or >5000 seats for each geography in which Partner seeks accreditation.
Local eligibility criteria	Partner has delivered xx completed SAM Partner Generated Opportunities (PGOs) in the past 12 months in the local country.	And / Or	Partner is capable of delivering at least Cloud Ready, Cybersecurity, and SQL Workloads as value engagements and xx% of engagements use these workloads in the local country.

Eligibility Criteria Requirements: All partners must meet the global eligibility criteria as indicated in Column C for each country. However, there may be variances in how the local criteria in Columns C and D is applied in each country. Please see Legend for these details.

Legend:

‡ LSPs required to meet PGO local criteria only; Independent Partners required to meet Value Engagement local criteria only

Ω All Partners must meet both PGO and Value Engagement local criteria

© Partners must meet either the PGO OR the Value Engagement local criteria

A	B	C	D	E
Legend	Accreditation Location	Established Managed Service OR SAM Channel Incentives Funding	# PGOs within past 12 months	% Value Engagements within past 12 months
Ω	Albania	Established Managed Service	10	50%
‡	Argentina	Use of SAM CI Funding	15	25%
Ω	Australia	Established Managed Service	10	25%
Ω	Austria	Use of SAM CI Funding	10	50%
Ω	Baltics	Established Managed Service	10	50%
Ω	Belgium & Luxembourg	Use of SAM CI Funding	10	50%
Ω	Bosnia and Herzegovina	Established Managed Service	10	50%
‡	Brazil	Use of SAM CI Funding	15	25%
Ω	Bulgaria	Established Managed Service	10	50%
Ω	Canada	Established Managed Service	3	0%
‡	Caribbean Region - LATAM*	Use of SAM CI Funding	15	25%
Ω	CEE MC CIS*	Established Managed Service	10	50%
‡	Central Region – LATAM*	Use of SAM CI Funding	15	25%
‡	Chile	Use of SAM CI Funding	15	25%
Ω	China	Use of SAM CI Funding	10	80%
‡	Colombia	Use of SAM CI Funding	15	25%
Ω	Croatia	Established Managed Service	10	50%
Ω	Czech Republic	Established Managed Service	10	50%
Ω	Denmark / Iceland	Established Managed Service	10	50%
©	Egypt	Use of SAM CI Funding	15	50%

Ω	Estonia	Established Managed Service	10	50%
Ω	Finland	Use of SAM CI Funding	10	50%
Ω	France	Established Managed Service	10	50%
Ω	Georgia	Established Managed Service	10	50%
Ω	Germany	Established Managed Service	15	50%
Ω	Greece / Cyprus / Malta	Established Managed Service	10	50%
©	Gulf*	Use of SAM CI Funding	15	50%
Ω	Hong Kong	Use of SAM CI Funding	8	40%
Ω	Hungary	Established Managed Service	10	50%
‡	India	Established Managed Service	0	0%
Ω	Indonesia	Use of SAM CI Funding	10	25%
Ω	Ireland	Use of SAM CI Funding	10	50%
©	Israel	Use of SAM CI Funding	15	50%
Ω	Italy	Use of SAM CI Funding	10	50%
Ω	Japan	Established Managed Service	10	40%
Ω	Korea	Use of SAM CI Funding	10	25%
Ω	Kosovo	Established Managed Service	10	50%
Ω	Latvia	Established Managed Service	10	50%
Ω	Lithuania	Established Managed Service	10	50%
Ω	Macedonia	Established Managed Service	10	50%
Ω	Malaysia	Use of SAM CI Funding	10	25%
©	MEA Multi-Country Cluster (MCC)*	Use of SAM CI Funding	15	50%
‡	Mexico	Use of SAM CI Funding	15	25%
Ω	Moldova	Established Managed Service	10	50%
Ω	Montenegro	Established Managed Service	10	50%
Ω	Netherlands	Established Managed Service	10	50%
Ω	New Zealand	Use of SAM CI Funding	10	25%
Ω	Norway	Use of SAM CI Funding	10	50%
Ω	Philippines	Use of SAM CI Funding	10	25%
Ω	Poland	Established Managed Service	10	50%
Ω	Portugal	Established Managed Service	10	50%
Ω	Romania	Established Managed Service	10	50%
Ω	Russia	Established Managed Service	10	50%
©	Saudi Arabia	Use of SAM CI Funding	15	50%
Ω	SEA New Markets*	Use of SAM CI Funding	10	25%
Ω	Serbia	Established Managed Service	10	50%
Ω	Singapore	Use of SAM CI Funding	10	25%
Ω	Slovakia	Established Managed Service	10	50%
Ω	Slovenia	Established Managed Service	10	50%
©	South Africa	Use of SAM CI Funding	15	50%
‡	South Region – LATAM*	Use of SAM CI Funding	15	25%
Ω	Spain	Use of SAM CI Funding	10	50%
Ω	Sweden	Use of SAM CI Funding	10	50%
Ω	Switzerland	Use of SAM CI Funding	10	50%
Ω	Taiwan	Use of SAM CI Funding	8	40%
Ω	Thailand	Use of SAM CI Funding	10	25%
©	Turkey	Use of SAM CI Funding	15	50%

Ω	Ukraine	Established Managed Service	10	50%
Ω	United Kingdom	Established Managed Service	20 **	50%
Ω	United States	Established Managed Service	20 **	50%
Ω	Vietnam	Use of SAM CI Funding	10	25%

** 50% of PGOs must be Level C or above for the United States and United Kingdom local eligibility criteria.

Appendix

Caribbean Region - LATAM	Caribbean New Markets (Bahamas, Belize, Bermuda, Cayman Islands, Turks and Caicos Islands)	South Region - LATAM	Bolivia
	Dominican Republic		Ecuador
	Jamaica		Paraguay
	Puerto Rico		Peru
	Trinidad & Tobago		Uruguay
CEE MC CIS	Armenia	MEA Multi-Country Cluster (MCC)	Algeria
	Azerbaijan		Angola
	Belarus		Angola
	Central Asia		Botswana
	Kazakhstan		Côte d'Ivoire
	Turkmenistan		Ghana
Central Region - LATAM	Costa Rica		Iran
	El Salvador		Iraq
	Guatemala		Jordan
	Honduras		Kenya
	Panama		Kenya
	Venezuela		Kenya
Gulf	Bahrain		Lebanon
	Kuwait		Libya
	Oman		Mauritius
	Qatar		MEA EMCC Scale
	United Arab Emirates		Morocco
SEA New Markets	Bangladesh		Nigeria
	Bhutan		Pakistan
	Brunei		Senegal
	Cambodia	Tunisia	
	Laos	Zambia	
	Maldives	Zambia	
	Myanmar	Zambia	
	Nepal		
	Sri Lanka		