



Teamwork Deployment

Partners who demonstrate deep knowledge, extensive experience, and proven success deploying Microsoft 365 Teamwork workloads may seek the Teamwork Deployment Advanced Specialization.

Customers need to properly configure, set up, and migrate to the Office 365 service before they can begin taking full advantage of it. Teamwork deployment services present partners with a critical opportunity to ensure customers achieve business value from Exchange Online, Microsoft Teams, SharePoint Online, and Yammer, which can increase customer lifetime value for the partner. The Teamwork Deployment Advanced Specialization allows partners with an active Gold Cloud Productivity Competency to further differentiate their organization, demonstrate their capabilities, and build stronger connections with customers.

Partners who earn an advanced specialization will have a customer-facing label displayed on their business profile, gain access to specific go-to-market programs, and get prioritization in customer searches through the [Microsoft partner directory](#). For those reasons, this opportunity is available only to partners who meet these additional, stringent requirements.

[Learn more about advanced specializations](#)

What are the requirements?

Eligible partners must meet the highest standards for service delivery and support. All requirements will be verified by Microsoft and/or a third-party vendor, either automatically or by manual review, and are subject to change.

Requirements	Details
Required competency	Maintain an active Gold Cloud Productivity Competency
Performance	<p>Your company must achieve a minimum of 2,500 Active Entitlement growth on three of the four separate Teamwork services (Exchange Online, SharePoint Online, Microsoft Teams, and Yammer) in a trailing twelve-month period.</p> <p>AND</p> <p>Maintain an average of 20 percent active usage for customers associated to your company in three of the four Teamwork services (Exchange Online, SharePoint Online, Microsoft Teams, and Yammer) in a trailing twelve-month period.</p> <p>AND</p> <p>Associate a minimum of 12 new customer tenants with your organization for one of the Teamwork services (Exchange Online, SharePoint Online, Microsoft Teams, and Yammer) in a trailing twelve-month period.</p>
Knowledge	<p>Your company must have four individuals that pass the following certifications.</p> <p>Two individuals must pass one of the following certifications: Microsoft 365 Certified: Teamwork Administrator Associate Microsoft 365 Certified: Messaging Administrator Associate</p> <p>AND</p> <p>Two different individuals must pass one of the following certifications: Microsoft 365 Certified: Teamwork Administrator Associate Microsoft 365 Certified: Teams Administrator Associate</p>
Customer references	Provide three customer references that demonstrate your organization's ability to deploy Microsoft 365 Teamwork workloads. Review our guidelines for customer references before submitting.

*Advanced specializations can be activated in Partner Center only. If you have not yet moved your membership account from Partner Membership Center (PMC to Partner Center, please sign in to PMC and follow the instructions. Once you've moved your account, you can review the requirements and begin working toward earning the advanced specialization.

How do I apply?

Only administrators of an organization's Microsoft partner account can submit an application for the Teamwork Deployment Advanced Specialization on behalf of the organization. If you have the appropriate role and access, you can apply by signing in to Partner Center and navigating to your Partner Center dashboard > Competencies > Advanced Specialization. If you are still in PMC, review our [help page](#) and [transition guide](#) to learn more about how to move your membership to Partner Center. Once you have moved, you can apply through your Partner Center dashboard.