



Introducing the Security competency

August 2019

Recognizing partner expertise in delivering security solutions on the Microsoft platform

Data security threats and regulatory compliance requirements are more daunting than ever. And yet, talent adequately skilled in security is hard to come by. That means many organizations will count on partners to secure their business-critical systems and data.

These customers will be well-served by cloud security providers from a world-class ecosystem underpinned by a trusted global cloud services provider like Microsoft. That's why Microsoft is introducing the Security competency to recognize partners who have demonstrated advanced skill and capability in delivering security solutions on the Microsoft platform—and continue to enhance that capability.

The Security competency distinguishes partners who are best prepared to help customers:

- Protect information.
- Implement identity and access management.
- Defend against cybersecurity threats.

By attaining the Security competency, you validate that you have deep technical and managerial competence as well as the skills, experience, and credibility necessary to design, engineer, implement, and manage your customers' information-security programs to guard against today's sophisticated cyberthreats.

The Security competency will create new opportunities for Microsoft partners who are selling security solutions by creating new specialization pathways to differentiate their capabilities in the marketplace.

Partners must meet specific requirements to attain the **Silver** or **Gold** Security Competency. Once the competency is attained, recognized partners receive access to extra benefits designed to help them:

- Differentiate themselves to customers.
- Attract interest and drive new sales leads.
- Receive expert technical guidance and support.
- Take advantage of special incentives.
- Grow their cloud security solutions business.

Security competency requirements*

To attain the Silver or Gold Security Competency, partners must meet three key requirements:

1. Pass the skills validation (Microsoft certification requirement).
2. Meet the performance requirements.
3. Pay the fee.

Security competency requirements overview

	Silver	Gold
Pass the skills validation (Microsoft certification requirements)	One individual must pass: MS-500: Microsoft 365 Security Administrator OR AZ-500: Microsoft Azure Security Engineer	The four same or different individuals must pass: MS-500: Microsoft 365 Security Administrator AND AZ-500: Microsoft Azure Security Engineer

<p>Meet the performance requirements</p>	<p>1,000 active users in any of the following workloads (within the last 12 months):</p> <ul style="list-style-type: none"> • Microsoft Intune • Azure Information Protection • Microsoft Azure Active Directory Premium <p>OR</p> <p>USD500/month (within the last 12 months) revenue in any of the following workloads:</p> <ul style="list-style-type: none"> • Azure Security Center • Azure Firewall/DDoS Protection/Web Application Firewall 	<p>4,000 active users in any of the following workloads (within the last 12 months):</p> <ul style="list-style-type: none"> • Microsoft Intune • Azure Information Protection • Microsoft Azure Active Directory Premium <p>OR</p> <p>USD1,000/month (within the last 12 months) revenue in any of the following workloads:</p> <ul style="list-style-type: none"> • Azure Security Center • Azure Firewall/DDoS Protection/Web Application Firewall
<p>Pay the fee</p>	<p>Partners must pay the Silver Security Competency fee which is based on the physical location of your organization. Once all skills validation and performance requirements are met, you can pay the fee by signing in to Partner Center.</p>	<p>Partners must pay the Gold Security Competency fee which is based on the physical location of your organization. Once all skills validation and performance requirements are met, you can pay the fee by signing in to Partner Center.</p>

Security competency benefits

Incremental benefits	Silver Security Competency	Gold Security Competency
<p>Core benefits</p>	<p>All partners who attain a competency receive access to a set of benefits designed to help them enhance their knowledge, strengthen their offerings, attract more customers, and grow their businesses.</p>	
<p>Product licenses Please sign in to Partner Center to review your product licenses or check the competency benefits table.</p>	<p style="text-align: center;">✓</p>	<p style="text-align: center;">✓</p>
<p>Branding</p>	<ul style="list-style-type: none"> • Silver competency badge to market your organization as a partner with a Silver Security Competency. 	<ul style="list-style-type: none"> • Gold competency badge to market your organization as a partner with a Gold Security Competency.

Security competency benefits

Go-To-Market Services

Get access to [marketing content and programs](#) that help speed up time to market, drive leads, and expand your business. Also, take advantage of a personalized consultation with a marketing specialist for actionable recommendations on:

- Improving your partner listing in AppSource co-sell solution finder and Partner Center.
- Enhancing your website, value proposition, lead-generation campaign, and sales and marketing assets.

- Get access to [marketing content and programs](#) that help speed up time to market, drive leads, and expand your business.
- Take advantage of a personalized consultation with a marketing specialist for actionable recommendations on:
 - Improving your partner listing in AppSource co-sell solution finder and Partner Center.
 - Enhancing your website, value proposition, lead-generation campaign, and sales and marketing assets.
- Receive co-branded lead-generation assets, including a lead-capture landing page, three nurture emails to further qualify leads, editorial review, and lead flow.
- Get one customer success story featured on Microsoft Partner Network communication channels.

Priority Microsoft referrals placement

Receive prioritized listing in the [Microsoft partner directory](#). Partners who have created a business profile and have an active competency will appear higher in customer search results with their competency badge visible on their business profile. Your business profile is the first step to connecting with more customers and receiving [referrals](#).



Additional technical enablement benefits		<ul style="list-style-type: none"> • Unlimited Technical Security Presales assistance and 50 partner advisory hours • Prioritized registration to Microsoft engineering training • CXP engagement for technical enablement (weekly calls) • Weekly community calls
Usage incentive eligibility Learn more about incentives		
End Customer Investment Funds (ECIF) prioritization		

Is the Security competency right for your organization?

[Sign in to Partner Center](#) and follow the prompts to review the current requirements and associated benefits, and start working toward attaining the Security competency.

*Requirements and associated benefits communicated in this document are subject to change. Always review the requirements and benefits in Partner Center as you work toward attainment of the Security competency.