

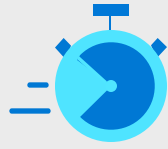


Azure Migrate and Modernize & Azure Innovate Partner-led

Azure Migrate and Modernize & Azure Innovate are our two hero programs that enable partners to turn customers' vision into Impact on Azure by providing a friction-less fast path to funding to accelerate their cloud journey.



New self-serve workflow through Microsoft Commerce Incentives

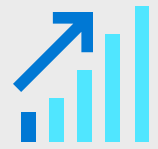


Faster approvals via standardized engagement sizes



Engagements are nominated and led by partners

Note: FastTrack for Azure available but not required



Scale quickly with more engagements

✓ **Partners nominate customer engagements directly:**
Now *Azure Expert MSP* and *Azure Specialized* partners can nominate directly in Partner Center and gain access to investments to help accelerate customer migration and modernization engagements.

✓ **Faster approval via standardized offers:**
Azure Migrate and Modernize Partner-led uses pre-determined offer sizes to expedite approval times and enable agility and scale.

✓ **Self-serve workflow to nominate and track:**
Partners can now nominate customers through Microsoft Commerce Incentives (MCI). A self-serve workflow provides partners with the ability to track approval status and get paid upon engagement completion.



Rich incentives for every stage, from pre- to post-sales



End-to-end coverage of customer needs from migration to AI innovation



Built for all from SMB to enterprises, SI's and ISV's

Thousands of customers have already modernized and migrated with Azure

ACCESS THE BENEFITS:



Proven approach: Microsoft Cloud Adoption Framework & Well Architected Framework



Cost-effective offers and incentives



Technical skill building



In-depth assistance from FastTrack for Azure engineers**



Support environmentally sustainable initiatives

Explore more | aka.ms/AzureP offerings

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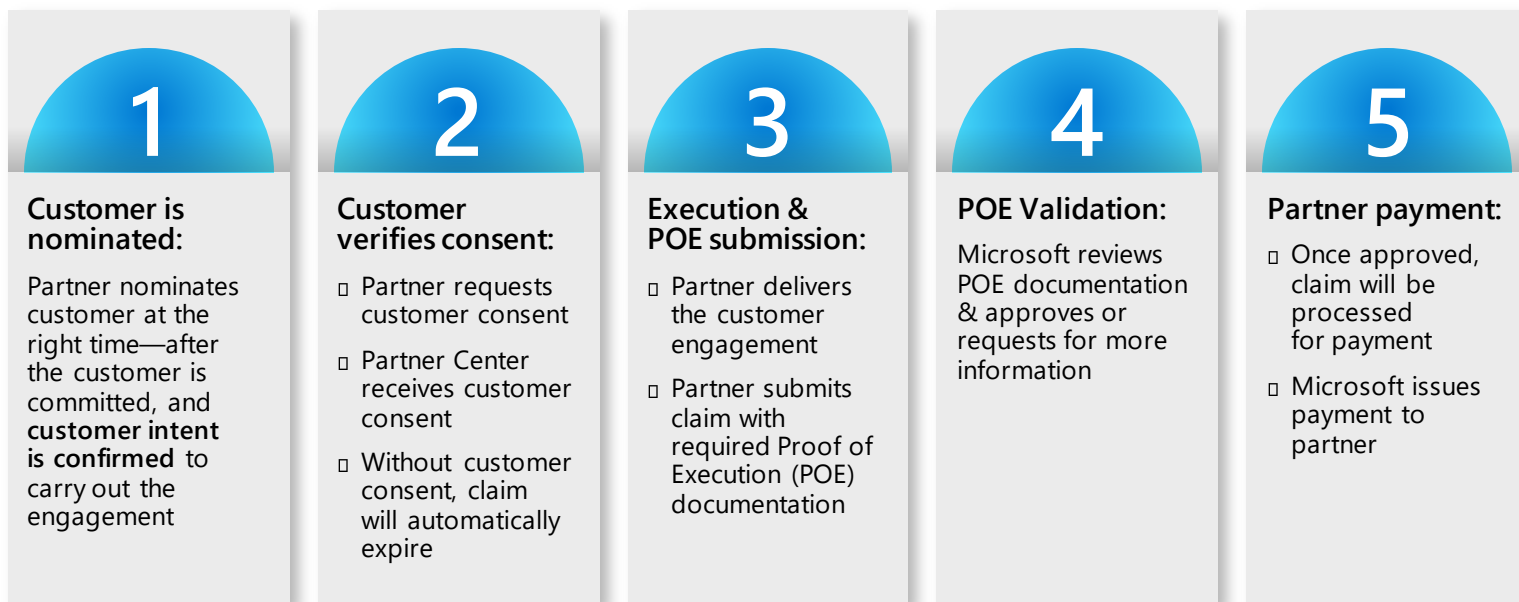
Customer criteria: Majors, SMC (Corporate & Scale) and SMB (with a TPID) customers are supported

SCENARIOS SUPPORTED & REQUIREMENTS

Engagement type	Requirements
Infra & database migration (Windows Server, Linux, SQL Server and open-source databases)	Any <u>one</u> of the below: Azure Expert MSP or Azure Specialized partner in Infrastructure and Database Migration
Azure VMware Solution	Azure Expert MSP or Azure Specialized partner in Azure VMWare Solution
Azure Virtual Desktop	Azure Specialized partner in Azure Virtual Desktop
App and data modernization	Azure Specialized partner in Migrate Enterprise Apps (Modernization of web apps)
SAP Workloads (Native & SAP RISE)	Azure Specialized partner in SAP
ISV SaaS & BYOL	Qualified ISV partners
Analytics	Azure Specialized partner in Analytics OR Data Warehouse Migration
Build & Modernize AI Apps	Azure Specialized partner in either of the following: <ul style="list-style-type: none">• Build & Modernize AI Apps• Kubernetes• AI & ML

For detailed list of offers & funding by market rates.
Please view the [Microsoft Commerce Incentives Guide](#)

Azure Offerings Partner-led engagement stages:



[NOMINATE](#) → aka.ms/AzurePLOfferings