



Quick To Market Program

Azure Local Boost (ALB) Program in Partnership with Intel

Dion Ubert – Global Sales Director Azure Local

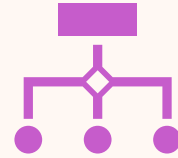
Agenda



Program Overview



Value Add



Program End-to-
End Process



Customer Intake
Form

Azure Local Boost (Pilot) Program in Partnership with Intel

Overview



Accelerate Hybrid Cloud adoption and demonstrate the value of Azure Local with **Intel technology**.

Launch: February 2025
Pilot Program Stops June 30, 2025

Program Details

- This **program offers presales deployment** incentives for Azure Local on Intel technology to partners.
- **Target audience:** customers looking to **adopt a hybrid approach** with refreshing legacy systems such as Windows Server 2012, SQL Server 2012, VMware, and or Nutanix migrations.
- **Deployment:** payments will be based on pre-set requirements, including a minimum number of nodes, deal size, and target segment (e.g., SMB, Enterprise, education).
- **Incentives:** partners can receive up to **\$28K in vouchers payments**, based on a combination of nodes deployed and the completion of an assessment/ workshop.


This offer is to be used as a deal accelerant during presales, the opportunity must be nominated and conditionally approved before the deal closes. We aim for new opportunities only.


Migration accelerator - voucher amount varies on nodes deployed (as follows).


Size (Nodes)	10-24	25-49	50-74	75+
Assessment Workshop	\$3,000	\$3,000	\$3,000	\$3,000
Migration Accelerator	\$10,000	\$15,000	\$20,000	\$25,000
Total:	\$13,000	\$18,000	\$23,000	\$28,000

Deployment Vouchers | What's In It For Me

Azure Local Boost Voucher Program in partnership with Intel helps accelerate cloud adoption and promotes Intel technology through Azure Local.

-  **Up to \$28K in Voucher Funds:** eligible deals can receive up to \$28K in deployment activity voucher funding (subject to approval). Payment is focused on assessment/workshop and migration accelerator.

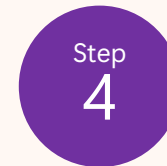
-  **Accelerate Deals:** deployment vouchers are positioned to help accelerate deals to close, start deployments faster, and support customers transitioning from legacy systems to Azure Local with Intel technology.

-  **Rapid Approval:** Quick to Market (QTM) receive nomination approvals for deployment vouchers and quickly process within 24 – 48 hours

Azure Local Boost Partner Program Terms

- ✓ Azure Local Boost Program is a pilot program.
- ✓ Program runs from February 1st, 2025, through June 30, 2025.
- ✓ Partners are selected by Azure Program Team and Intel for the pilot
- ✓ Eligible customers who want to migrate from legacy systems such as Windows Server 2012, SQL server 2012, VMware and Nutanix.
- ✓ Credits awarded: \$3K for assessment/workshop and up to \$25K for deal migration accelerator.
- ✓ SOW must be submitted before work begins and POE must be submitted no later than June 30,2025.
- ✓ SOW and POE cannot be submitted on the same day.
- ✓ Payment central setup is critical to receive payments.
- ✓ Everyone nomination will be reviewed by the governance team
- ✓ The program is focused on new customer opportunities only, not existing customers.
- ✓ Link to the T&C is included in the resource slide.

Azure Local Boost Program Process



Partner Nomination

Business Sponsor nominates **select Partners** to join Azure Local Boost Program.

A list of Partners will be provided to the QTM team by the sponsor team.

Partner Invitation Redemption

Email invitation to partners will come from: PXPartnerOnboarding@microsoft.com

Login to the **FPC Portal**

Use organization's Microsoft Entra ID

Accept the Terms and Conditions

Review the Terms and Conditions of the Program

Once **T&C is accepted**, partner receives email with:

- **Program Welcome Letter**
- **Azure Local Boost Program Membership**
- **Portal Access to begin the program.**

Customer Engagement

Partner works with Customer to complete the **Nomination Request Form** then **email to: Dion Ubert (azurelocalboost@microsoft.com)** Azure & Intel team reviews and **determines customer eligibility.**

Once customer eligible, Azure Local committee will submit into QTM team.

Voucher Issuance



QTM **issues voucher to the customer** with the partner and the specialist copied.

SOW and POE must be executed by customer and partner*

Partner and customer have **until June 30, 2025, to complete** the engagement submit POE

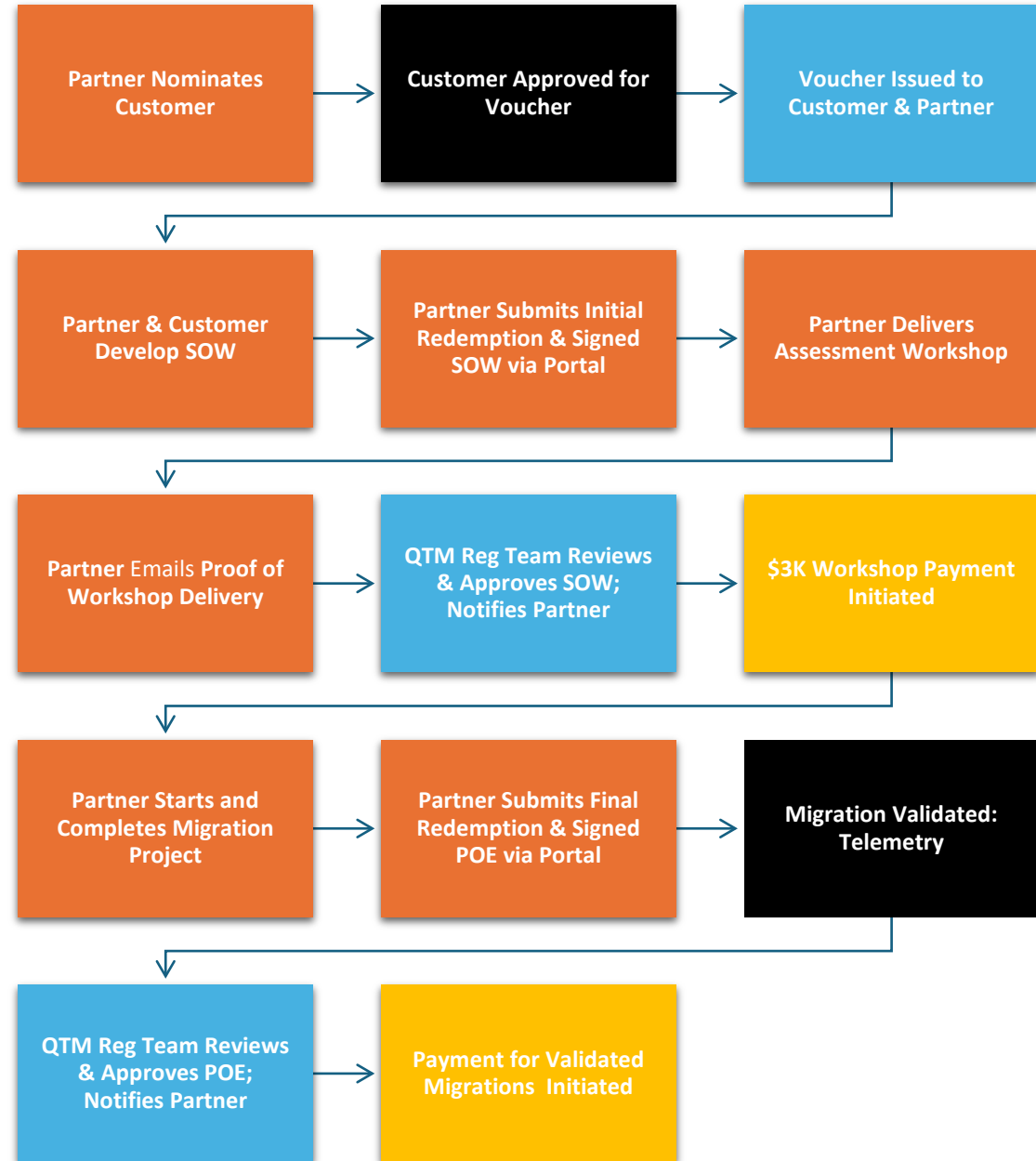
**An assessment payment is eligible upon completion in the earlier stages of the program; a proof of assessment delivery must be provided to initiate this payment.*

Customer Nomination Form Example

 Azure Boost Request Template 	
*Partner Name (Company Name)	*QTM Required Fields for Bulk Upload Template
*Partner ID	*QTM Required Fields for Bulk Upload Template
*Partner Contact First Name	*QTM Required Fields for Bulk Upload Template
*Partner Contact Last Name	*QTM Required Fields for Bulk Upload Template
*Partner Contact Email	*QTM Required Fields for Bulk Upload Template
*End Customer Name	*QTM Required Fields for Bulk Upload Template
*TPID	*QTM Required Fields for Bulk Upload Template
*Customer Contact First Name	*QTM Required Fields for Bulk Upload Template
*Customer Contact Last Name	*QTM Required Fields for Bulk Upload Template
*Customer Contact Email	*QTM Required Fields for Bulk Upload Template
*Segment	*QTM Required Fields for Bulk Upload Template
*Public Sector (NOT INCLUDED)	*QTM Required Fields for Bulk Upload Template
Assessment Workshop? (Y/N)	Yes or No
Number of Nodes Planned to Migrate: 10-24, 25-49, 50-74, 75-100+	Node range
Country of customer HQ	
Industry	
Project Name	Click or tap here to enter text.
Microsoft Opportunity ID if exist	Click or tap here to enter text.
Start Date project	Click or tap here to enter text.
End Date project	Click or tap here to enter text.
Estimated Annual ACR \$USD based on Azure Local	Click or tap here to enter text.
Total Cost of Engagement (\$USD)	Click or tap here to enter text.
Microsoft Investments (\$USD) and Resources - Please check the box to confirm other funds including unspent ECIF have not already been approved for engagement (stacking)	<input type="checkbox"/> I certify I am not combining requested ECIF for this customer opportunity with any other ECIF program and there is no current unutilized ECIF
Project Description - Please include project business goals, partner services and the technical solutions.	

- **All nominations should be sent to Dion Ubert (azurelocalboost@microsoft.com)**
- **The nomination form is used to determine customer eligibility.** If approved, the customer is eligible to participate in the voucher program.
- Azure team in partnership with Intel vet's customer and determines eligibility.
- Approved customer is submitted to QTM for voucher to be issued.

Azure Local Boost Voucher Redemption Process Overview



Voucher Example

 Microsoft

Quick to Market



Voucher Approved

Voucher ID	006683
Program Year	FY25
Voucher Value	\$28,000
Voucher Issued to	CONTOSO CORPORATION
Issue Date	January 23, 2025
Expiration Date	June 30, 2025
Voucher Type	Azure Local Boost
Eligible Workloads	Assessment Workshop, Migration Accelerator: Azure Local powered by Intel Xeon

Congratulations! We have approved your organization for the Azure Local Boost Program Voucher. Based on your migration needs from Legacy to Azure Local, your organization is qualified to receive a voucher valued at **\$28,000** in services credit.

Note: This must be used for an Assessment Workshop and/or Migration Accelerator services with your assigned Partner [Insert Partner Name].

Next Steps: Actions for [Insert Customer Name]

Step 1: Work with your Partner and agree to SOW. Develop and sign a [Statement of Work \(SOW\)](#) agreement with the FRP and engage to deploy the eligible workloads.

Step 2: Complete engagement and sign POE. Complete your engagement and sign the Proof of Execution (POE) by the voucher expiration date indicated above.

We hope these funds help your organization kickstart your Azure Local migrations powered by Intel Xeon technology, and accelerate migrations from legacy to Azure Local.

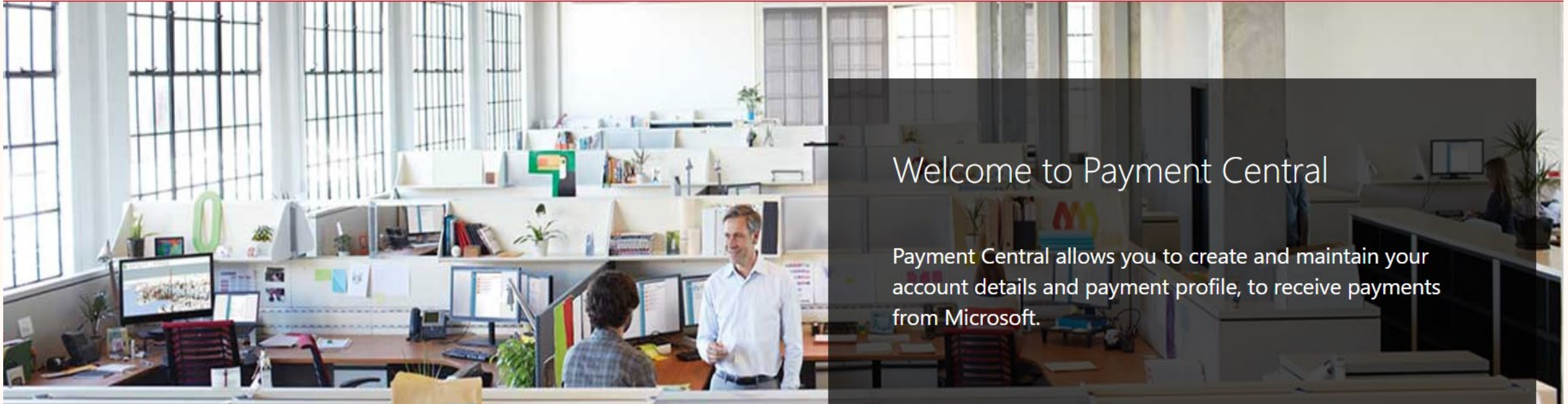
Example:
Voucher Issued to
Customer + Partner
CC: Azure Local Specialist,
nominator account team

Payment Central Setup to Receive Payment

 Sign in

Payment Central

As of September 2020, suppliers can access their data on [SupplierWeb](#). **NOTE: Payees with a short-term relationship receiving a limited number of payments should continue to use Payment Central.** For access issues, contact [Accounts Payable](#).



Welcome to Payment Central

Payment Central allows you to create and maintain your account details and payment profile, to receive payments from Microsoft.

Payment Central Onboarding Process

Partner nominates a contact to complete the Payment Central profile to receive Payment
Individual must have access to banking, finance and tax information.

Information Required for Payment Central Process

Payment Central Payee Name:

Name the payment will be made out to.

Payment Central Contact Name:

First/Last name of the individual who will receive the link to complete the profile.

Payment Central Contact Email:

Email of the individual who will complete the profile.

Cannot be a group email (e.g., accounting@company.com).

Must be the Partner company's email domain (not @outlook.com or @gmail.com etc.).

Profile Completion:

Link sent within three business days to the Payment Central Contact's email.

Partner has 30 days to complete the profile before it expires.

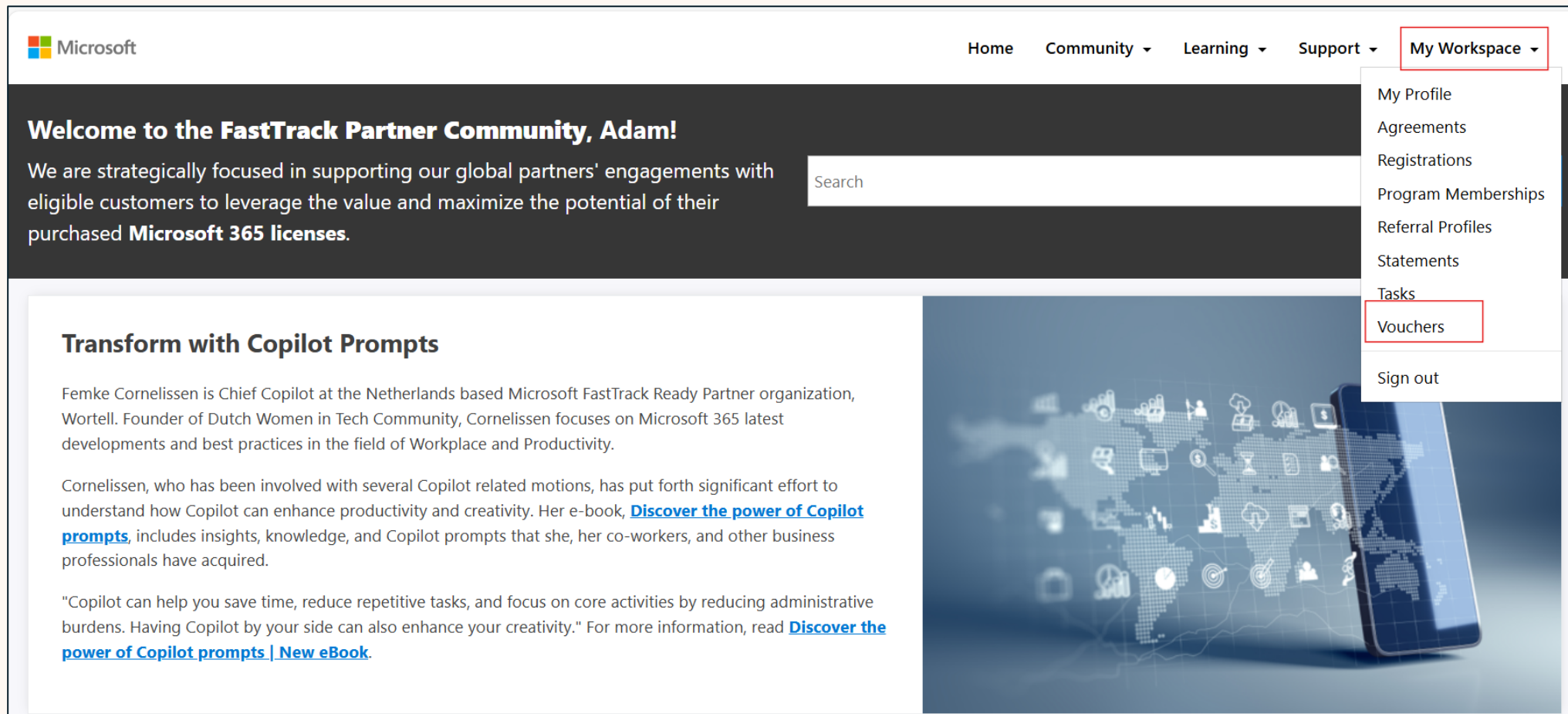
Reminder notice sent after two weeks if the profile is still pending.

Assistance:

Contact the Payment Onboarding team for help: frpPaymentOB@microsoft.com. [Payment Central Knowledge Article](#)

Voucher Redemption Process (Step 1)

- Go to [FastTrack Partner Community Portal](#)
- Sign In (need to request and redeem invitation code on first use; email PXPartnerSupport@microsoft.com)
- Under **My Workspace** select **Vouchers**



The screenshot displays the Microsoft FastTrack Partner Community Portal. At the top left is the Microsoft logo. The navigation bar includes links for Home, Community, Learning, Support, and My Workspace. The My Workspace dropdown menu is open, showing options like My Profile, Agreements, Registrations, Program Memberships, Referral Profiles, Statements, Tasks, Vouchers, and Sign out. The Vouchers option is highlighted with a red box. Below the navigation bar, there is a search bar and a welcome message for Adam. The main content area features a section titled 'Transform with Copilot Prompts' with text about Femke Cornelissen and a link to an e-book. To the right of the text is a graphic of a smartphone displaying various icons over a world map.

Microsoft

Home Community Learning Support **My Workspace**

My Profile
Agreements
Registrations
Program Memberships
Referral Profiles
Statements
Tasks
Vouchers
Sign out

Welcome to the FastTrack Partner Community, Adam!

We are strategically focused in supporting our global partners' engagements with eligible customers to leverage the value and maximize the potential of their purchased **Microsoft 365 licenses**.

Search

Transform with Copilot Prompts

Femke Cornelissen is Chief Copilot at the Netherlands based Microsoft FastTrack Ready Partner organization, Wortell. Founder of Dutch Women in Tech Community, Cornelissen focuses on Microsoft 365 latest developments and best practices in the field of Workplace and Productivity.

Cornelissen, who has been involved with several Copilot related motions, has put forth significant effort to understand how Copilot can enhance productivity and creativity. Her e-book, [Discover the power of Copilot prompts](#), includes insights, knowledge, and Copilot prompts that she, her co-workers, and other business professionals have acquired.

"Copilot can help you save time, reduce repetitive tasks, and focus on core activities by reducing administrative burdens. Having Copilot by your side can also enhance your creativity." For more information, read [Discover the power of Copilot prompts | New eBook](#).

Voucher Redemption Process (Step 2)

- Select **+Create**

The screenshot shows the Microsoft FastTrack Partner Community interface. At the top left is the Microsoft logo. The top right navigation bar includes links for Home, Community, Learning, Support, and My Workspace. A dark banner contains a welcome message for Adam and a search bar. Below the banner, the breadcrumb 'Home / Voucher Redemptions' is visible. The main heading is 'Voucher Redemptions'. A yellow maintenance notice is displayed. At the bottom left, the '+ Create' button is highlighted with a red box, next to an 'Export Data' button. At the bottom right, there is a search bar and a 'My Program Redemptions' dropdown menu.

Microsoft

Home Community Learning Support My Workspace

Welcome to the FastTrack Partner Community, Adam!

We are strategically focused in supporting our global partners' engagements with eligible customers to leverage the value and maximize the potential of their purchased **Microsoft 365 licenses**.

Search

Home / Voucher Redemptions

Voucher Redemptions

Maintenance Notice: Changes to enhance user experience and consistency of Voucher Issuance and Expiration dates are currently being deployed. You may temporarily observe an incorrect value for the Expiration Date which should be resolved shortly.

+ Create Export Data

My Program Redemptions Search

Voucher Redemption Process (Step 3)

- Enter the six-digit **Voucher ID** (from Voucher email)
- Select **Validate Voucher ID**
- Select **Next**

The screenshot shows the Microsoft FastTrack Partner Community interface. At the top, there is a navigation bar with the Microsoft logo on the left and links for Home, Community, Learning, Support, and My Workspace on the right. Below the navigation bar is a dark header section with a welcome message: "Welcome to the FastTrack Partner Community, Adam!" followed by a paragraph about supporting global partners. To the right of the welcome message is a search bar with the placeholder text "Search" and a magnifying glass icon. Below the header is a breadcrumb trail: "Home / Voucher Redemptions / Voucher Redemption Create". The main heading is "Voucher Redemption Create". Below the heading is a paragraph of instructions: "To submit a voucher redemption, enter a valid Voucher ID in the field below. Then select the 'Validate Voucher ID' button. If the Voucher ID is valid, you will be prompted to select 'Next' to enter information on the following page." Below the instructions is a large text input field labeled "Voucher ID *". Below the input field are two buttons: "Validate Voucher ID" and "Next".

Microsoft

Home Community Learning Support My Workspace

Welcome to the FastTrack Partner Community, Adam!

We are strategically focused in supporting our global partners' engagements with eligible customers to leverage the value and maximize the potential of their purchased **Microsoft 365 licenses**.

Search

Home / Voucher Redemptions / **Voucher Redemption Create**

Voucher Redemption Create

To submit a voucher redemption, enter a valid Voucher ID in the field below. Then select the "Validate Voucher ID" button. If the Voucher ID is valid, you will be prompted to select "Next" to enter information on the following page.

Voucher ID *

Validate Voucher ID Next

Voucher Redemption Process (Step 4)

- Select **Program Membership** for your Partner Organization
- Select **Redemption Type** (Initial for SOW; Final for POE)
- Enter the **Customer Organization Name**
- Enter the Customer **Tenant ID** on which the work will be performed
- Select **Next**

Microsoft

Home Community Learning Support My Workspace

Welcome to the Community

The FastTrack Partner Community Portal supports your membership in one or more special partner programs or opportunities.

All Search

Home / Voucher Redemptions / Voucher Redemption Create

Voucher Redemption Create

Program Membership *

Redemption Type *

Customer Name *

Customer Tenant ID *

Previous **Next**

Voucher Redemption Process (Step 5)

- Select **Choose File**
- Select SOW or POE document to upload
- Select **Submit**

The screenshot shows the Microsoft FastTrack Partner Community interface. At the top left is the Microsoft logo. The top right navigation bar includes links for Home, Community, Learning, Support, and My Workspace. A dark banner below the navigation contains a welcome message for Adam and a search bar. The main content area shows the breadcrumb 'Home / Voucher Redemptions / Voucher Redemption Create' and the title 'Voucher Redemption Create'. Below the title, an 'Initial Voucher Redemption Request' section provides instructions and a link to a SOW template. A 'File Upload' section contains a 'Choose File' button and the text 'No file selected'. At the bottom, there are 'Previous' and 'Submit' buttons.

Microsoft

Home Community Learning Support My Workspace

Welcome to the FastTrack Partner Community, Adam!

We are strategically focused in supporting our global partners' engagements with eligible customers to leverage the value and maximize the potential of their purchased **Microsoft 365 licenses**.

Search

Home / Voucher Redemptions / **Voucher Redemption Create**

Voucher Redemption Create

Initial Voucher Redemption Request: Download the SOW template at <https://aka.ms/ModernWorkDeploymentSOW>. Complete the SOW document including customer signature and upload it below.

File Upload *

No file selected

Voucher Redemption Process (Step 6)

- Redemption Successfully Created and Submitted

The screenshot displays the Microsoft FastTrack Partner Community interface. At the top left is the Microsoft logo. The top right navigation bar includes links for Home, Community, Learning, Support, and My Workspace. A dark banner below the navigation contains a welcome message for Adam and a search bar. The main content area shows the breadcrumb 'Home / Voucher Redemptions / Voucher Redemption Create' and the title 'Voucher Redemption Create'. A green success message states 'Submission completed successfully.'

Microsoft

Home Community Learning Support My Workspace

Welcome to the FastTrack Partner Community, Adam!

We are strategically focused in supporting our global partners' engagements with eligible customers to leverage the value and maximize the potential of their purchased **Microsoft 365 licenses**.

Search

Home / Voucher Redemptions / **Voucher Redemption Create**

Voucher Redemption Create

Submission completed successfully.

Voucher Redemption Process (Step 7)

- Select **Vouchers** to view all Voucher redemption activity


The screenshot displays the Microsoft FastTrack Partner Community interface. At the top left is the Microsoft logo. The top navigation bar includes links for Home, Community, Learning, Support, and My Workspace. A dropdown menu for 'My Workspace' is open, showing options like My Profile, Agreements, Registrations, Program Memberships, Referral Profiles, Statements, Tasks, **Vouchers** (highlighted with a red border), and Sign out. Below the navigation is a dark banner with a welcome message: 'Welcome to the FastTrack Partner Community, Adam!' and a paragraph about supporting global partners. A search bar is positioned to the right of the banner. Below the banner is a breadcrumb trail: Home / Voucher Redemptions / Voucher Redemption Create. The main heading is 'Voucher Redemption Create'. At the bottom, a green banner displays the message: 'Submission completed successfully.'

Example Statement of Work (SOW)

- Requires Voucher to complete
- Provide full info requested
- Keep details brief
- Can send for review before signing
- Physical or digital signatures
- Partner/Customer info should match signers
- Downloadable SOW template

Azure Local Boost Program

Services Agreement Verification Form - Statement of Work



Template Updated January 7, 2025

Azure Local Boost Program (Powered by Intel Xeon)
Services Agreement Verification Form – Statement of Work

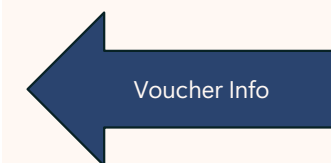
Section 1 (Required): Identify **Voucher ID #**, **Voucher Value**, and **Voucher Expiration Date** for the voucher being redeemed. You will need the voucher email from the Customer to complete this correctly.

Voucher ID:
Voucher Value: (US dollars)
Voucher Expiration Date: June 30, 2025
Voucher Type: Azure Local Boost

Section 2 (Required): Select the activities to be delivered.

Assessment Workshop <input type="checkbox"/> YES, Planned Completion Date: <input type="checkbox"/> NO, Will not provide workshop.	Migration Accelerator (Select One): <input type="checkbox"/> Size (nodes) 10-24 <input type="checkbox"/> Size (nodes) 25-49 <input type="checkbox"/> Size (nodes) 50-74 <input type="checkbox"/> Size (nodes) 75-100+ <input type="checkbox"/> No Migration Accelerator Planned
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Section 3 (Required): **Scope of Work Details**
Describe in a bullet point list the activities to be performed for each of the activities selected in **Section 2**. Indicate in US Dollars (USD/US\$) the total cost of services to be delivered for Azure Local Boost activities.



Voucher Info

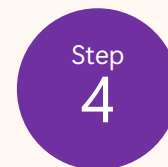
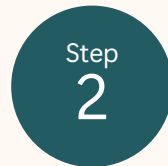


Eligible Workloads



Scope of Work Details

Assessment Workshop Process and Payment



Workshop Intel Presentation

Partner downloads the **Intel + Microsoft assessment/workshop Presentation**.

The Intel Workshop Presentation deck is mandatory to use when performing the workshop and used as the **Proof of Completion document.*

Statement of Work

Partner submits the SOW documenting the planned completion date when performing the Assessment Workshop.

Registration team will email Partner when SOW is approved, and payment will be pending until Proof of Completion document is submitted.

Proof of Completion

Partner will email **Proof of Completion** to Registration email.

Registration team will email when Proof of Completion is accepted/approved and payment of \$3k will be issued.

Workshop Payment

\$3k payment is issued once **Proof of Completion** document has been received and approved.

Proof of Execution (POE) Template

- POE must be submitted after approved SOW
- POE should match approved SOW
- No changes to workloads/scope
- Provide full info requested
- Physical or digital signatures are accepted
- Partner/Customer info should match signers
- Submit before Voucher Expiration Date
- Downloadable POE template

Azure Local Boost Program

Services Agreement Verification Form – Proof of Execution



Template Updated January 7, 2025

Azure Local Boost (Powered by Intel Xeon)

Services Agreement Verification Form – Proof of Execution

Section 1 (Required): Identify **Voucher ID #, Voucher Value, and Voucher Expiration Date** for the voucher being redeemed. You will need the voucher email from the Customer to complete this correctly.

Voucher ID:

Voucher Value: (US dollars)

Voucher Expiration Date: June 30, 2025

Voucher Type: Azure Local Boost

Section 2 (Required): Select the workload and activities delivered.

Assessment Workshop (Y/N)

- Yes, Completed Date:
 No, Did not provide workshop

Migration Accelerator

- Size (nodes) 10-24
 Size (nodes) 25-49
 Size (nodes) 50-74
 Size (nodes) 75-100+
 No Migration Accelerator Planned

Section 3 (Required): **Scope of Work Details**

Describe in a bullet point list the activities performed for each of the workload activities selected in **Section 2**. Indicate in US Dollars (USD/US\$) the total cost of services to be delivered for Azure Local Boost activities.

POE should match approved SOW

Resources

- Intel knowledge article: <https://aka.ms/AzureIntelBoostProgramInfo>
- Intel Workshop Presentation: <https://aka.ms/IntelWorkshopPresentation>
- Program T&C: <https://aka.ms/AzureLocalBoostIntelOfferTerms>
- Customer Nomination Form: <https://aka.ms/ALBIntelCustomerNomination>
- [Payment Central Knowledge Article](#)
- [Voucher Redemption Knowledge Article](#)



Thank you

