Microsoft

QTM M365 and Copilot Voucher Offers FY26

Partner Office Hours

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Agenda

- Program Updates and Name Changes
- Voucher Overview: M365 E3/E5 Migration & Deployment Voucher
  - Formerly Modern Work & Security Deployment Offer
- Voucher Overview: M365 Copilot Voucher
- CSP and RAP Voucher Updates
- SOW/POE Updates
- Best Practices
- Questions and Answers

FY26 Program Updates and Changes

From (FY25)	To (FY26)	What this means for You
Modern Work & Security Deployment Offer	M365 E3/E5 Migration & Deployment Voucher	**Workloads** remain the same from FY 2025 **SOWs and POEs** will contain FY25 and FY26 versions **Submit** the SOW/POE for the Fiscal Year the voucher was issued for.
Copilot Deployment Offer	M365 Copilot Voucher	**Workloads** remain the same from FY 2025 **SOWs and POEs** will contain FY25 and FY26 versions **Submit** the SOW/POE for the Fiscal Year the voucher was issued for.
FastTrack Ready Partner (FRP) Required	FRP No Longer Required	**Participation** in these voucher programs will not require FRP status.
One Terms & Conditions Under FRP	Separate Terms & Conditions per Program	**New Terms and Conditions** will be sent out for each program (anticipated mid-July). **Accept** the Terms and Conditions for each program you would like to participate in.

July at a Glance

July 1

Partner Office Hours

Fiscal 2026 Begins

July 12

FPC Portal Open for Redemption activities

SOW/POE Submission available

July 25

Voucher Extension Ends*

Documentation Refreshed

KB Articles, SOW/POEs, etc.

By July 11

New Terms and Conditions Sent

Remember to Opt In!

No Later than 7/18

July 1-11th

FPC Portal under maintenance

Unavailable: Redemptions, Nominations, and Registration Services

**FY25 Voucher expiring during the maintenance window were given a one-time extension to July 25th for redemption activities.*

Program Sunset: Modern Work & Security CSP and RAP Voucher

The **MWS CSP Voucher** and **RAP Voucher** Programs are closed as of **June 30, 2025**, and will **not be renewing**. For the duration of existing vouchers, the Terms and Conditions are unchanged.

- **Preapproved Nominations Remain for CSP Only**

  All pre-approved nominations in FY 2025 will be honored. Nominations received as of July 1st will not be accepted.

- **Vouchers are valid through Expiration Date**

  All vouchers approved in FY25 will be valid through the expiration date outlined on the voucher.

- **Extensions Unavailable**

  No exceptions/extensions will be made for these program.

FY26 AI Business Solution + Security (ABS+S) Voucher Sales Program

	M365 Copilot	M365 E3/E5 Migration and Deployment Voucher	Compete Voucher
Products	M365 Copilot	M365 E3 M365 E5 FLW Eligible workloads (E3, E5, Compliance, FLW, Phone)	M365 Copilot M365 E3 M365 E5 OE1+
Description	Strategic investment to drive wall-to-wall Copilot adoption—empowering every employee with a Copilot License.	M365 E3 and M365 E5 Migration from on prem, and Deployment for deal acceleration through Fast Track Partner Community.	Drive active compete by migrating customers from competition (e.g., Google, Meta) to Microsoft 365 E3, and support Office 365 customers in deploying Microsoft 365 E3/E5.
Max Investment	75K	75K	100K
Other Conditions	Minimum 500 seats	M365 E3 (Enterprise and SMC Corporate) EMS – M365 Suites Core O365 – M365 Suites Core Windows – M365 Suites Core M365 E5 (Enterprise and SMC Corporate) EMS – M365 Suites E5, Compliance, Security O365 – M365 Suites E5, Compliance, Security Windows – M365 Suites E5, Compliance, Security FLW (F3 and F5) Must be attached to a new M365 E3/E5 opportunity A3 and A5 SKUs	Customers must be doing a migration from Office On Prem and/or a competitor solution. Enter the name of the competitor in the primary competitor flag in MSX Enterprise customers to leverage ECIF Competitor Workload under local discretionary
Delivery	Eligible Program Partners Jumpstart Copilot Partners	Eligible Program Partners	Eligible Program Partners

M365 E3/E5 Migration & Deployment Voucher

Formerly Modern Work Security & Deployment Offer

Still includes:

- Microsoft 365 Deployment
- Migration + Microsoft 365 Deployment
- Security & Compliance

How it works

- MSFT Field nominates a customer for a voucher before deal is signed
- Once approved and the deal is signed the customer is issued the voucher
- **Customers presents the Voucher ID to the Partner they choose (must have opted-in), Partner redeems the voucher and engages**

Eligible Customers – Enterprise & SMC

- Commercial Manage, Public Sector and EDU customers
- Non-profit and CSP customers are ineligible for this Program

Offer Terms

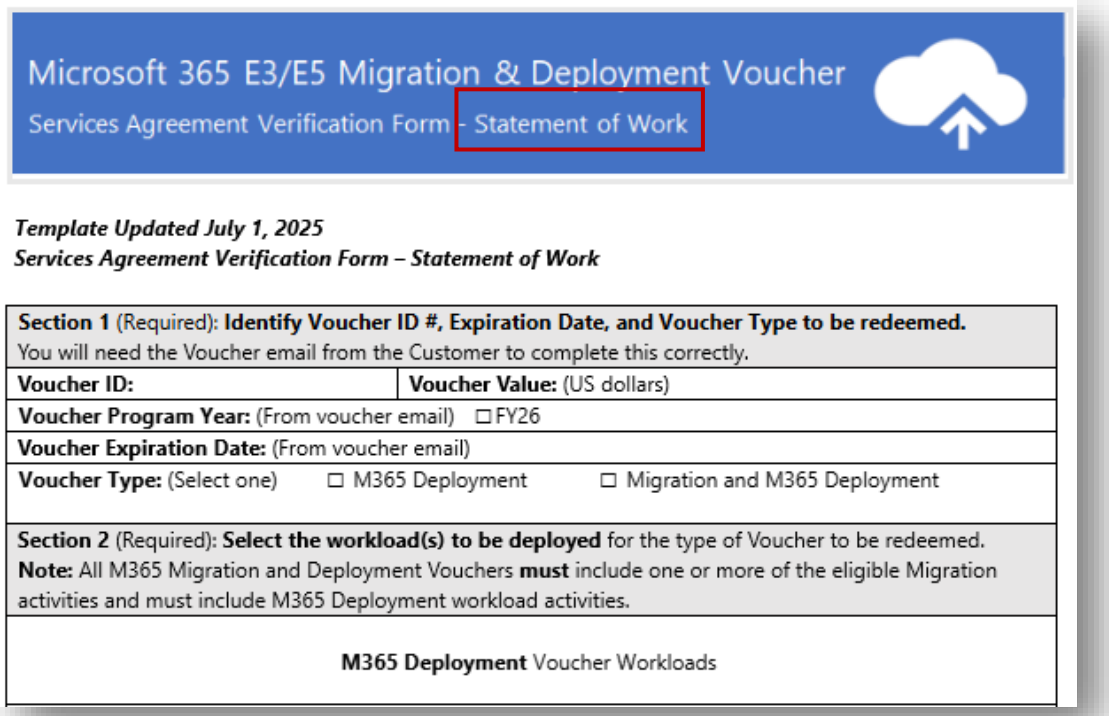
- Qualifying M365 workload purchases - July 1, 2025, to June 30, 2026
- Vouchers are valid for six (6) months from voucher issue to customer, expiration date is listed on the voucher
- Partners have six (6) months from voucher issue to customer, expiration date listed on voucher, to submit voucher redemption requests and SOW and POE for payment
- M365 Deployment Voucher and M365 Migration + Deployment Voucher cannot be combined with each other or another offer
- Voucher payments are inclusive of any tax obligations as per program Terms & Conditions

Proof of Execution (submitted and accepted prior to voucher expiration date)

- Commercial Customers
  - 50% Payment: submitted and accepted Statement of Work signed by partner and customer
  - 50% Payment: submitted and accepted Proof of Execution signed by partner and customer
- Public Sector Customers
  - 100% payment upon submission and acceptance of signed SOW and POE by partner and customer

M365 E3/E5 Migration & Deployment

STATEMENT OF WORK (SOW)



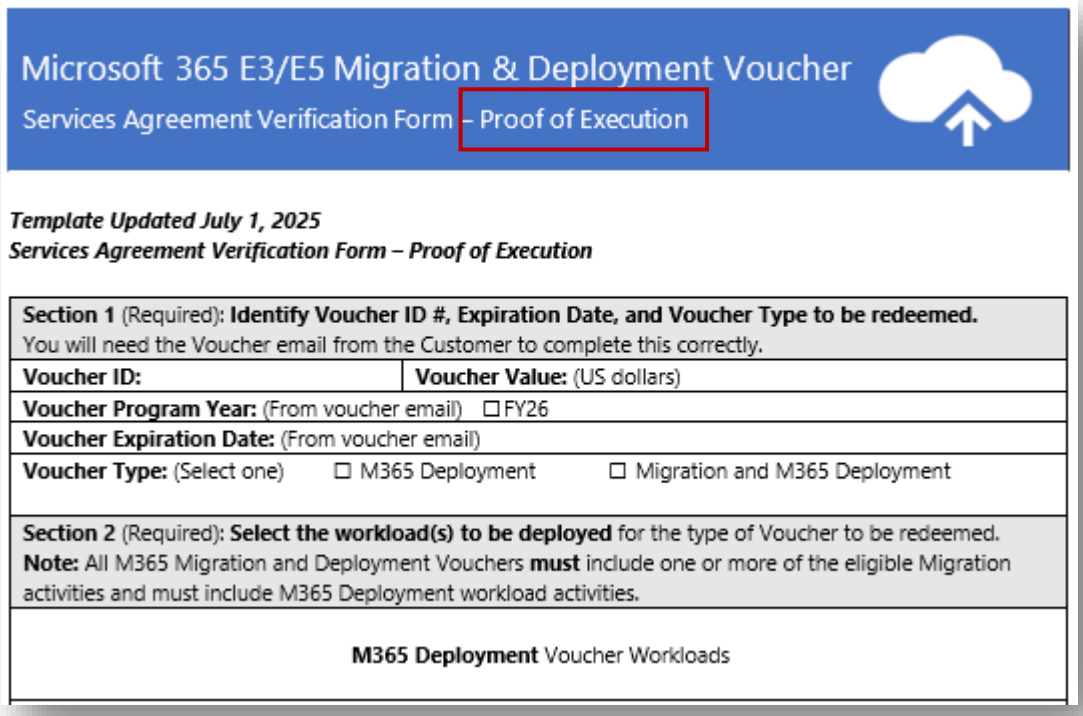
Microsoft 365 E3/E5 Migration & Deployment Voucher

Services Agreement Verification Form - Statement of Work

Template Updated July 1, 2025
Services Agreement Verification Form – Statement of Work

Section 1 (Required): **Identify Voucher ID #, Expiration Date, and Voucher Type to be redeemed.** You will need the Voucher email from the Customer to complete this correctly.
Voucher ID: | **Voucher Value:** (US dollars)
Voucher Program Year: (From voucher email) ☐ FY26
Voucher Expiration Date: (From voucher email)
Voucher Type: (Select one) ☐ M365 Deployment ☐ Migration and M365 Deployment
Section 2 (Required): **Select the workload(s) to be deployed** for the type of Voucher to be redeemed. **Note:** All M365 Migration and Deployment Vouchers **must** include one or more of the eligible Migration activities and must include M365 Deployment workload activities.
M365 Deployment Voucher Workloads

PROOF OF EXECUTION (POE)



Microsoft 365 E3/E5 Migration & Deployment Voucher

Services Agreement Verification Form – Proof of Execution

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Voucher Program Year: (From voucher email) ☐ FY26
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Voucher Type: (Select one) ☐ M365 Deployment ☐ Migration and M365 Deployment
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M365 Deployment Voucher Workloads

M365 Copilot Voucher Overview

FY26 M365 Copilot Voucher

- M365 Copilot only

CAN BE combined with:

- M365 E3/E5 Migration & Deployment Voucher

How it works

- MSFT Field nominates a customer for a voucher before deal is signed
- Once approved and the deal is signed the customer is issued the voucher
- **Customers presents Voucher email to the Partner they choose, Partner redeems the voucher and engages**

Eligible Customers – Enterprise & SMC

- Commercial, Managed, Public Sector (excluding US Federal) and EDU customers
- Non-profit, US Federal, GPP and CSP customers are ineligible for this Program

Eligible Partners

- Partners that are Copilot Ready JumpStart Partners

Offer Terms

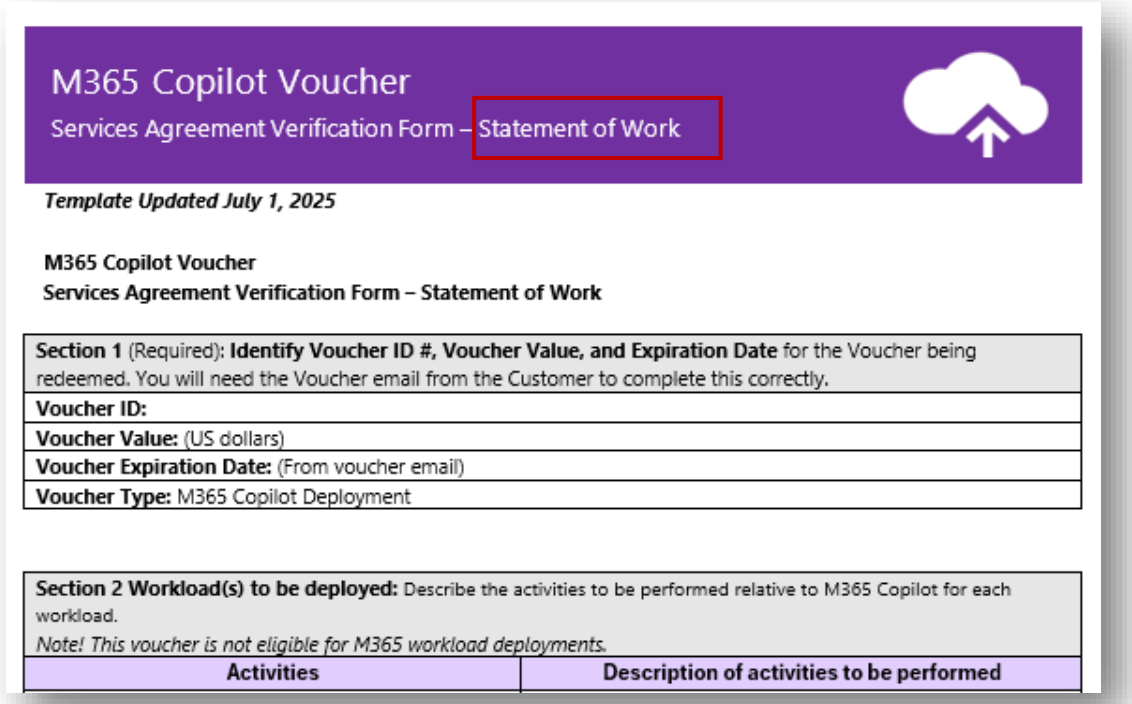
- M365 Copilot 500+ licenses purchases - July 1, 2025, to June 30, 2026
- Vouchers are valid for six (6) months from voucher issue to customer; expiration date is listed on the voucher
- Partners have six (6) months from voucher issue to customer, expiration date listed on voucher, to submit voucher redemption requests and SOW and POE for payment
- Copilot Voucher CAN BE combined with M365 Deployment Voucher OR M365 Migration + Deployment Voucher
- Copilot Voucher cannot be combined with any other offers beyond M365 Deployment or M365 Migration + Deployment
- Voucher stated value is inclusive of any tax obligations as per program Terms & Conditions

Proof of Execution (submitted and approved prior to voucher expiration date)

- Commercial Customers
  - 50% Payment: submitted and approved Statement of Work signed by partner and customer
  - 50% Payment: submitted and approved Proof of Execution signed by partner and customer
- Public Sector Customers
  - 100% payment upon submission and approval of signed SOW and POE by partner and customer

M365 Copilot

STATEMENT OF WORK (SOW)



M365 Copilot Voucher

Services Agreement Verification Form – Statement of Work

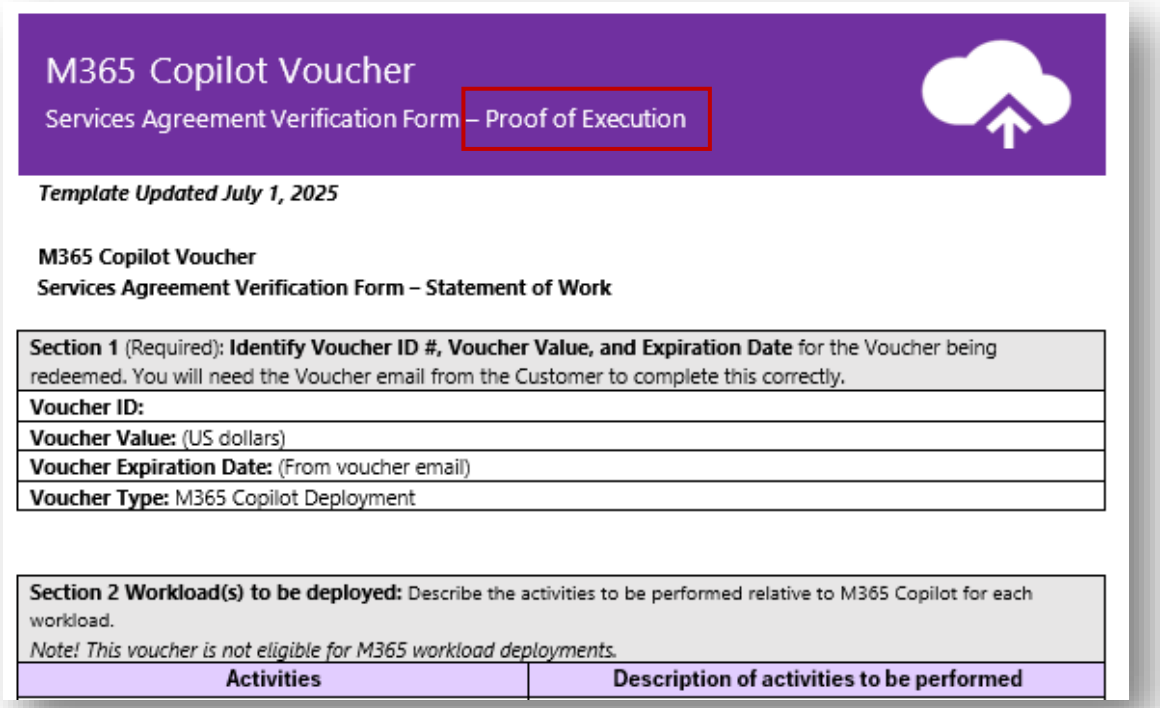
Template Updated July 1, 2025

M365 Copilot Voucher
Services Agreement Verification Form – Statement of Work

Section 1 (Required): **Identify Voucher ID #, Voucher Value, and 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: (From voucher email)
Voucher Type: M365 Copilot Deployment

Section 2 Workload(s) to be deployed: Describe the activities to be performed relative to M365 Copilot for each workload. *Note! This voucher is not eligible for M365 workload deployments.*	
Activities	**Description of activities to be performed**

PROOF OF EXECUTION (POE)



M365 Copilot Voucher

Services Agreement Verification Form – Proof of Execution

Template Updated July 1, 2025

M365 Copilot Voucher
Services Agreement Verification Form – Statement of Work

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Voucher ID:
Voucher Value: (US dollars)
Voucher Expiration Date: (From voucher email)
Voucher Type: M365 Copilot Deployment

Section 2 Workload(s) to be deployed: Describe the activities to be performed relative to M365 Copilot for each workload. *Note! This voucher is not eligible for M365 workload deployments.*	
Activities	**Description of activities to be performed**

Voucher Redemption Refresh

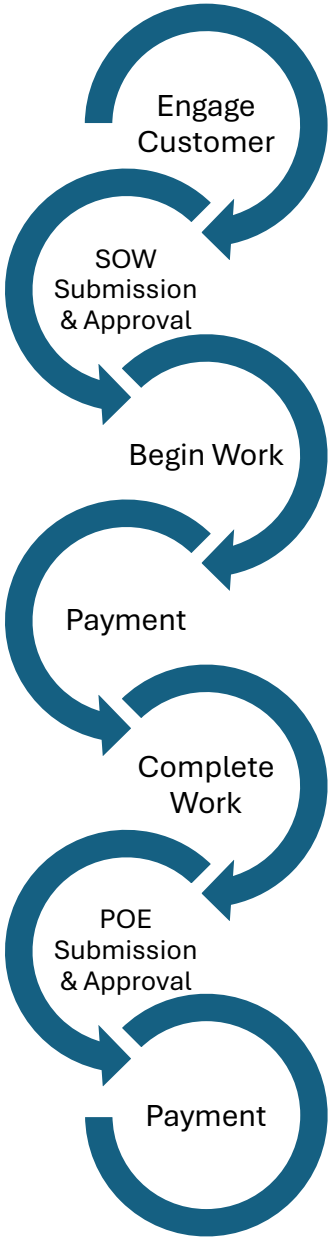
Microsoft

Quick to Market

Voucher Approved

Voucher ID	00XXXX
Program Year	FY25
Voucher Value	$5,028
Voucher Issued to	CONTOSO CORPORATION
Public Sector	Yes
Issue Date	June 26, 2025
Expiration Date	December 26, 2025
Voucher Type	M365 Deployment
Eligible Workloads	Deployment of M365 E3 and E5, Compliance and Phone.

Good news. We have approved your organization for the Microsoft Modern Work & Security Deployment Offer. Based on your recent Microsoft 365 purchase, your organization is qualified to receive a voucher valued at **$5,028** in



Statement of Work (SOW) Template

- **Update: Digital Documents only** – we are phasing out scanned documentation.
- **Follow instructions and example on sheet**
- Requires Voucher to complete
- Provide full information requested
- Keep details brief
- Can send for review before signing
- Partner/Customer information should match signers
- Don't deliver any work until SOW approved
- Select the Fiscal Year (FY) **SOW** based on the FY the voucher was issued

Proof of Execution (POE) Template

- **Update: Digital Documents only** – we are phasing out scanned documentation.
- POE must be submitted after approved SOW
- POE should match approved SOW
  - **No changes to workloads/scope**
- Provide full information requested
- Partner/Customer info should match signers
- POE **cannot** be signed on same day as SOW
- Submit before Voucher Expiration Date
- Select the Fiscal Year (FY) **POE** based on the FY the voucher was issued

POE must match approved SOW

Reminders

FPC Blackout Dates: July 1-11, 2025

The FPC Portal will be closed for voucher redemption activities. Vouchers will still be issued at this time.

FY25 MWSDO Vouchers

Vouchers issued before June 30, 2025, will follow the criteria outlined out their respective SOW and POEs.

Voucher Expiration Dates

Voucher activities must occur within the timeframe (6 months) they are issued, and approval of documentation must occur before the expiration date of the voucher.

Call to Action

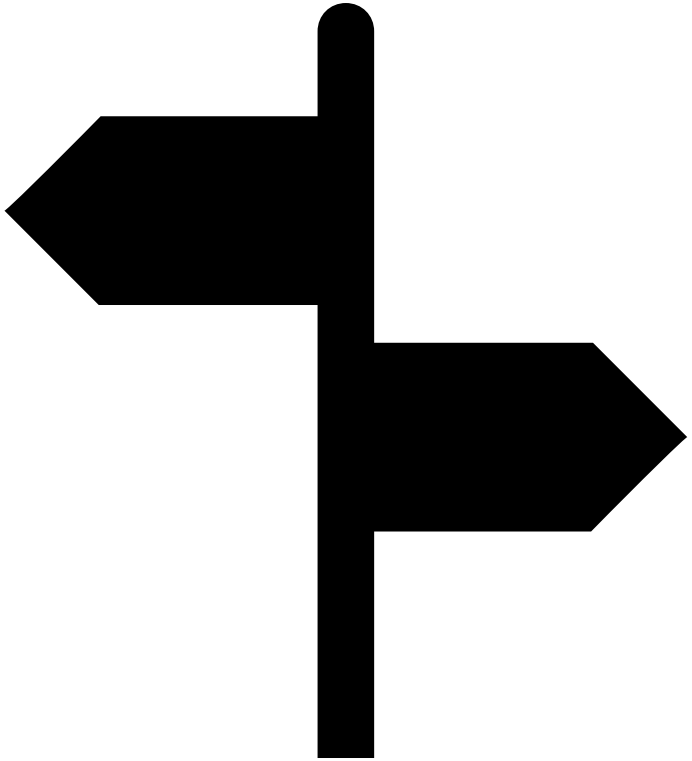
Accept
- New Terms

Engage
- With Customers quickly

Act
- Submit SOW & POEs promptly

If you do not receive updated Terms and Conditions by July 15th, please email PXPartnerSupport@microsoft.com.

Additional Support and Resources



For SOW Review

Need help troubleshooting your Statement of Work?
Feel free to email us before you submit for approval.

Updated Program Information

- Migration and Deployment Vouchers
- Program KB(s) (to be published by mid-July)

QTM Contacts

- ftspincentiveclaims@microsoft.com -
  voucher redemption, SOW/POE questions, etc.
- PXPartnerSupport@microsoft.com -
  FPC Portal, membership/onboarding status, etc.

We appreciate your active engagement and questions during today's session, which enrich our discussions.

Questions or Clarification?