

Business Applications Partner Program

Partner Office Hours Launch

Darrell Angai, WW SMC Biz Apps Program & Sales Execution Lead
Patricia O'Rourke, QTM Global Lead
Adam Rosenblatt, QTM Registration Team Lead




Agenda


1. What's In It For Me (Darrell)
2. Program Overview (Darrell)
3. Offer Terms (Patricia)
4. Partner Nomination & Onboarding (Patricia)
5. Voucher Redemption Process (Adam)





Deployment Vouchers | What's In It For Me

Biz Apps Deployment Voucher Program helps accelerate deals to close and start deployments faster

-  **Up to \$100K in Voucher Funds:** Eligible deals that are nominated by the Microsoft Account Team can receive up to \$100K in deployment activity funding (through a voucher); subject to approval

-  **Accelerate Deals:** Deployment Vouchers are positioned to help You and the Microsoft Account Team accelerate deals to close and start deployments faster

-  **Rapid Approval:** Microsoft Accounts Teams can receive nomination approvals for Deployment Vouchers as quickly as 24 – 48 hours and in exigent circumstances within hours

-  **Redeem Compliantly:** Understand the program so that you can onboard quickly, receive vouchers sooner and redeem vouchers compliantly. Vouchers and ECIF cannot be combined.

Program Overview

Darrell Angai
WW SMC Biz Apps Program & Sales Execution Lead
Microsoft

SMC Deployment Voucher Offer | Overview



Leverage this program to accelerate your eligible opportunities by positioning a limited time offer for deployment funds through eligible partners.

Effective Period: July 1, 2024 to June 30, 2025
(or until all vouchers have been claimed)

Offer Criteria

- Account must have an MSX opportunity with a closing date in FY25 and **Co-sell Partner attached** to opportunity
- Active, open NEW Biz Apps opportunity (Finance & Supply Chain, Customer Experience, Service or Low Code Super Rev Sum)
- New customers only (Purchasing Pricing Type=New)
- Minimum opportunity value of \$150K (USD, Year 1 Billed Revenue)
- SMC-Corporate accounts, including public sector and TSI
- SMB selected opportunities

This offer is to be used as a deal accelerant during pre-sales, the opportunity must be nominated and conditionally approved before the deal closes.

See full details and terms:
[MSX-C \(Seismic\)](#)

To nominate a customer:
[Microsoft-Field Nominated](#)



Program Details

Products Covered

D365 Finance

D365 Supply Chain

D365 Customer Experience

D365 Service

Power Platform (excl. PBI)

Requirements

\$150K ACV Minimum, NEW Opportunity, Close Date in FY25

Investment Limits

20%

Voucher Value of Year 1 Billed Revenue (ACV)

\$100K

Cap for Voucher Value (USD)

ECIF

Cannot be Combined

Eligibility*

SMC Corporate
SMB Selected deals

SMC Corp Nonprofit (TSI)

SMC Government

Important Notes

Activities Covered:
Deployment

Voucher Redemption:
6 Months from Issuance

Nomination Approval:
Deals approved in quarter must close in that quarter.
If not, re-nomination is required

Execution

ECIF-Eligible Partners [Partners not yet Approved or Onboarding Require Nomination]

MSFT-Internal Nomination & Approval Process



Nomination

1. Sellers review list of eligible opportunities at Deployment Voucher Dashboard or within MSX.
2. Sellers must ensure **Co-sell Partner is attached** to the opportunity
3. Sellers **submit nominations through Deal Boost** and will receive email notification of successful nomination
4. SMC Regional Leads will review nominations and prioritize deals based on regional budget allocation and other regional factors.



Approval

1. All deals that are prioritized by SMC Regional Leads will be reviewed for approval by confirming eligibility to terms & conditions
2. Approvals or rejections are communicated via email within 1-2 business days after Regionally Prioritized. Nomination status can viewed on Deal Boost
3. Once the seller receives the Nomination Approval, they can must use the Deployment Offer Customer Letter to communicate offer.



Customer Notification

1. Opportunity Owner or Account Team must **notify BizApps Voucher Support Alias once deal has closed**, MSX Opportunity is marked as WON and revenue has landed.
2. Once landed revenue has been confirmed, voucher will be issued directly to the customer with Opportunity Owner cc'd



Redemption

1. The customer sends the voucher to the partner
2. The partner starts the redemption process by submitting applicable documents
3. Vouchers must be redeemed by Partners **no later than 6 months after the voucher has been issued**

How to choose between ECIF & Deployment Voucher funding?

ECIF		Deployment Voucher
All D365 and Low Code	Products Covered	D365 Finance & Supply Chain, Customer Experience, Service, Low Code SRSD
Pre-Sales and Post-Sales POC, Pilot, Deployment, Usage	Activities Covered	Deployment only
No fixed limit. ECIF amount scales based on ROI criteria	Investment Limit	SMC Corporate – 20% of Year 1 Billed Revenue Voucher Value Cap: \$100K cap
Premier, Partners	Execution	ECIF-Eligible Partners (via Nomination)
Spend within Fiscal	Expiration	Voucher is valid up 6 months after issuance
\$750K ACV	Deal Threshold	\$150K ACV

**Program offer rules are subject to change throughout the fiscal year*

Offer Terms and Partner Onboarding Process

Patricia O'Rourke

Business Application Partner (BAP) Offer Terms

Eligible Partners

- Must be ECIF-eligible and added as a Cosell Partner to an approved nomination by Microsoft Account Team
- Microsoft Account Team will forward a nomination email for Partner to initiate
 - This will kickoff the Partner Onboarding Process from QTM Team (PXPartnerOnboarding@microsoft.com)
- Partner must be nominated and approved Microsoft Business Application Partner (BAP) and then **accept T&Cs**

Offer Terms

- MSFT Dynamics 365 and Power Platform \$150K Annual Contract Value or more deal size
- BAP Program runs July 1, 2024 through June 30, 2025.
- Voucher maximum – up to \$100k
- Vouchers have a 6-month expiration indicated on the voucher, one voucher per customer TPID
- Voucher cannot be combined with any other offer
- Voucher stated value is inclusive of any tax obligations as per program Terms & Conditions

BAP T&Cs

<https://aka.ms/BusinessApplicationsOfferTerms>

Business Application Partner (BAP) Onboarding



Nomination

Nominate your organization for the BAP Program

<https://aka.ms/FPC-Nomination>

Partner must indicate in reason for nomination they are a "Pre-approved BAP deployment voucher"

Note: Nominations are processed weekly



Redeem your invitation

Email invitation will come from:
PXPartnerOnboarding@microsoft.com

Note: Invitation valid for 60 days.

Use the unique invitation code to [redeem your invitation](#).

Use your organization's Microsoft Entra ID



Accept the Terms and Conditions

Review the [Terms and Conditions](#) of the FPC program.

Accept the Terms and Conditions.

Additional resources for the program will also be available in the communication



Payment Central

Required for incentive payments

Information required:

- Organization's credentials
- Accounting Contact
- Payment Central Contact and Preferred Currency

Email from Payment Central

- Sent to Payment Central contact to finalize setup.



Welcome Email Confirmation

Welcome to the BAP Program!

Your organization's POC will receive an email confirmation that the organization has been fully onboarded to the program.

Your organization is now published as a partner eligible to support customers.

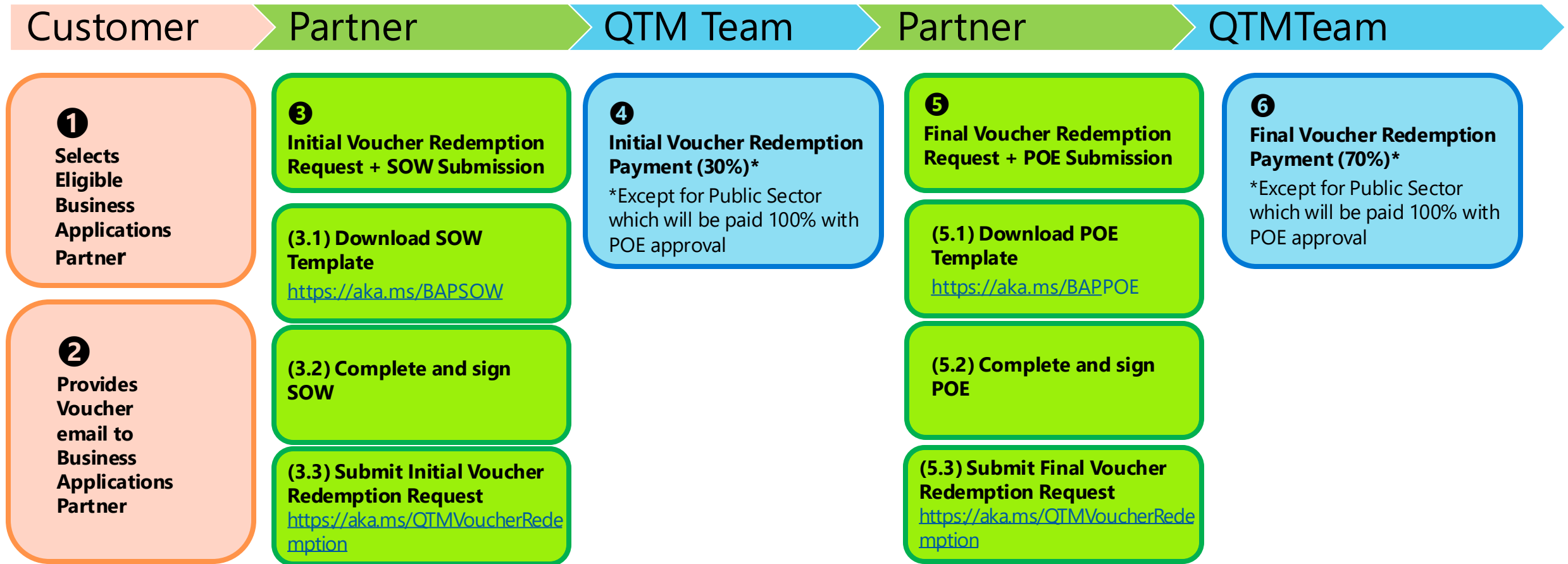
<https://aka.ms/EligibleBusinessAppsPartners>

Voucher Redemption

Adam Rosenblatt

QTM Registration Team Lead

Voucher Redemption Process Overview



Business Applications Deployment Offer Voucher



Voucher Approved

Voucher ID	00####
Program Year	FY25
Voucher Value	\$100,000
Voucher Issued to	Contoso Corporation
Issue Date	August 1, 2024
Expiration Date	February 1, 2025
Voucher Type	Business Applications Offer
Eligible Workloads	Dynamics 365 Finance and Supply Chain Dynamics 365 Customer Experience Dynamics 365 Service Power Platform (excluding Power BI)

Statement of Work (SOW) and Proof of Execution (POE) Instructions

Partner Instructions for SOW and POE Service Agreement Verification Forms

Microsoft Business Applications Deployment Offer

****Detach this page from the template below****

Document Preparation and Voucher Redemption

- Ensure your customer has provided you with a copy of their voucher email.
- Use the correct templates for the Statement of Work (SOW) and Proof of Execution (POE) documentation. *Do not modify the templates.*
- Detach this Instructions page before signing with your customer.
- The voucher expiration date is the deadline by which the customer project should be completed, and the POE approved.
- Do not submit your POE until your SOW has been approved. The POE must match the approved SOW.
- Refer to the SOW template and program [FAQ](#) for eligible workloads.
- When submitting Voucher Redemption Requests, upload the completed SOW and POE templates [here](#).

Partner and Customer Contacts and Signature Requirements

- Provide all the requested information, including the primary Customer Tenant ID for which work is to be performed.
- Contact details provided must match the document signers. Signers of the SOW and POE may be different.
- SOW and POE documents must be signed and dated by the Partner and Customer. Optional: Digital signatures may be used.
 - If using digital signatures, an audit trail must be provided and be included with the signed SOW or POE. Electronic signatures without an audit trail will not be accepted.
 - Copy/pasted physical signatures will not be accepted.

SOW Preparation Guidance and Example

- Complete the documents in English. Add machine translation for **Section 3** if needed.
- For each workload selected in **Section 2**, provide a brief, high-level, bullet list of activities to be performed.
- The QTM Team will review your SOW for compliance prior to the customer signing. Send the SOW to ftspincventiveclaims@microsoft.com.
- Follow this **example** format when completing your SOW:

Section 3 (Required): Scope of Work Details

Describe in a bullet point list the activities to be 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 Microsoft Business Applications Deployment activities.

Dynamics 365 Finance and Supply Chain

- **Deployment Plan**
 - Solution Blueprint Documentation
 - Workstream planning
- **Deployment and Activation**
 - Deployment of sandbox environment
 - Assign licenses

Dynamics 365 Customer Experience

- **Discovery Process**
 - Requirements definition workshop
 - Identification of business processes in scope
 - Better understanding of the current process

Resources

- SOW template: <https://aka.ms/BAPSOW>
- POE template: <https://aka.ms/BAPPOE>
- Knowledge Base FAQs: <https://aka.ms/BusinessApplicationsOfferInfo>
- Terms & Conditions: <https://aka.ms/BusinessApplicationsOfferTerms>

****Detach this page from the template below****

Detach from Template

Document Preparation Guidance

Contact & Signature Guidance

Scope of Work Example

Related Resources

Statement of Work (SOW) Template

- 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
- Download SOW template
- <https://aka.ms/BAPSOW>

Microsoft Business Applications Deployment Offer
Services Agreement Verification Form - Statement of Work

Template Updated July 10, 2024

Microsoft Business Applications Deployment Offer
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: (From voucher email)

Voucher Type: Business Applications Deployment Offer

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

☐ Workload: Dynamics 365 Finance and Supply Chain
☐ Activity: Discovery Process
☐ Activity: Deployment Plan
☐ Activity: Deployment and Activation

☐ Workload: Dynamics 365 Customer Experience
☐ Activity: Discovery Process
☐ Activity: Deployment Plan
☐ Activity: Deployment and Activation

☐ Workload: Dynamics 365 Power Platform
☐ Activity: Discovery Process
☐ Activity: Deployment Plan
☐ Activity: Deployment and Activation

☐ Workload: Dynamics 365 Service
☐ Activity: Discovery Process
☐ Activity: Deployment Plan
☐ Activity: Deployment and Activation

Section 3 (Required): **Scope of Work Details**
Describe in a bullet point list the activities to be 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 Microsoft Business Applications Deployment activities.

Total cost of services to be delivered:
US\$

Voucher Info

Eligible Workloads

Scope of Work Details

Total Cost of Engagement

Statement of Work (SOW) Template

- 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
- Download SOW template
- <https://aka.ms/BAPSOW>

Section 4 (Required): Partner and Customer Contact Information	
Partner Company Name	
Partner Signatory Name	
Partner Signatory Role	
Partner Signatory Email	
Customer Tenant ID	
Customer Company Name	
Customer Signatory Name	
Customer Signatory Role	
Customer Signatory Email	

Section 4.1 (Required) Partner and Customer Acknowledgement

By signing below, Partner represents, understands, and agrees that:

- The foregoing is a true and accurate description of the deployment activities to be provided to the Customer.
- Any contact information or usage information collected for this offer will not be used for marketing purposes unless explicitly agreed to by the Customer.

Partner Signature **Date Signed**

Customer Signature **Date Signed**

Section 4.2 Public Sector Disclosure

By signing this document, the Customer listed in **Section 4** acknowledges that the Partner listed in **Section 4** will seek association to our Microsoft Customer Tenant ID under the Microsoft Partner Incentives program, and that as part of their association, the partner may receive monetary fees, commission, or compensation from Microsoft in connection with the services provided to the customer.

(Public Sector) Customer initials here: _____

Partner & Signer Details

Customer & Signer Details

Signatures and Dates

Public Sector Disclosure

Proof of Execution (POE) Template

- Don't submit POE until you have an approved SOW
- POE should match approved SOW
- No changes to workloads/scope
- Provide full info requested
- Physical or digital signatures
- Partner/Customer info should match signers
- Submit before Voucher Expiration Date
- Download POE template
- <https://aka.ms/BAPPOE>

Microsoft Business Applications Deployment Offer Services Agreement Verification Form – Proof of Execution



Template Updated July 10, 2024

Microsoft Business Applications Deployment Offer 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: (From voucher email)

Voucher Type: Business Applications Deployment Offer

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

- ☐ Workload: Dynamics 365 Finance and Supply Chain
- ☐ Activity: Discovery Process
 - ☐ Activity: Deployment Plan
 - ☐ Activity: Deployment and Activation


- ☐ Workload: Dynamics 365 Customer Experience
- ☐ Activity: Discovery Process
 - ☐ Activity: Deployment Plan
 - ☐ Activity: Deployment and Activation

- ☐ Workload: Dynamics 365 Power Platform
- ☐ Activity: Discovery Process
 - ☐ Activity: Deployment Plan
 - ☐ Activity: Deployment and Activation

- ☐ Workload: Dynamics 365 Service
- ☐ Activity: Discovery Process
 - ☐ Activity: Deployment Plan
 - ☐ Activity: Deployment and Activation

POE should match approved SOW

<https://aka.ms/QTMVoucherRedemption>



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Welcome to the Community, Adam!

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

Search

My Profile

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Referral Profiles

Statements

Tasks

Vouchers

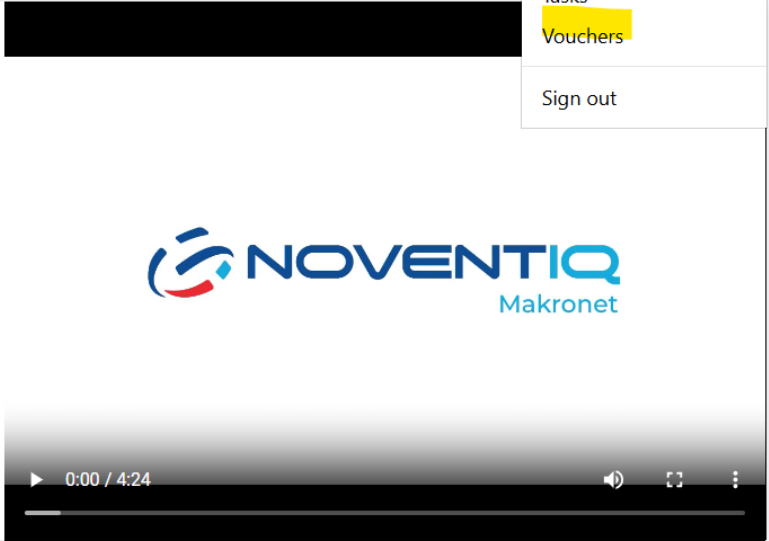

Sign out

A new way to build customer success!

The **FastTrack Partner Community Program** is strategically focused on global partners assisting eligible customers to deploy and adopt **Microsoft 365 products**. The combination of Microsoft engineering and partners with advanced specialization achieve highly successful customer engagements. As technical specialists, partners with proven areas of expertise help customers leverage the value of purchased M365 licenses within their organizations.

Partners within the community **work together to help drive success** through sharing partner success stories, engaging on program values, and providing Microsoft with actionable ideas.

Makronet | A Noventiq Company demonstrates how they combined Microsoft products and FastTrack API integration to gamify the deployment and adoption processes. Click on the video to learn much more about how Makronet enables new customers, drives usage growth and license upselling with existing customers, while increasing overall efficiencies and decreasing overhead.



Voucher Redemption via FTC Portal

Welcome to the Community, Adam!

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

All

Search

Home / Voucher Redemptions

Voucher Redemptions

View your current Voucher Redemptions below.

To submit a new Voucher Redemption, select the 'Create' button.

My Program Redemptions

Search

+ Create

Export Data

Voucher ID	Customer Name	Type	Voucher Type	Status	Voucher Expiration Date	Submitter	Modified On
004473	Fred	Initial	M365 Deployment	Rejected	5/20/2024	Edward Nakata	1/30/2024 11:48 AM

Select **+Create** to submit a new Voucher Redemption Request (Initial or Final)

Voucher Redemption via FTC Portal

Welcome to the Community!

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All ▾ Search

[→ Sign in](#)[Redeem invitation](#)

Trouble logging in? Email PXPartnerSupport@microsoft.com to request your invitation code.

When requesting access, please include:

- Your organizations' name
- Location
- Partner program name (e.g. FastTrack Ready Partner (FRP), Meeting Rooms Partner (MRPP), Frontline Worker (FLW), Windows 11 (Win11), etc.)

Invitation Code

* Redeem Invitation

☐

I have an existing account

Register

Before you can redeem, you need an invitation code

Voucher Redemption Best Practices

- Get Voucher email from Customer.
- Be mindful of the Voucher expiration date - cannot be extended.
- Start SOW process ASAP.
- Send SOW to ftspincentiveclaims@microsoft.com for review before obtaining customer signature.
- Incomplete, incorrect SOWs will be returned for updates.
- POE activities must match approved SOW activities.
- POE must be submitted by Voucher Expiration Date.
- Payments made +/- 45 days following the end of approval month.

FAQs

Is my customer eligible after the deal is signed?

- Customers must be nominated and approved prior to the deal being signed.

How do I know if my customer has been issued a voucher?

- Customers receive an email with the voucher, they then present the voucher to the BAP to engage. Partners are notified by the customer.

Are we able to stack the deployment offer with ECIF?

- This offer cannot be combined with deployment activity related to ECIF or other voucher offers.

Can I submit my own SOW/POE documents for the voucher redemption request?

- No, the provided templates must be used and signed by customers.

Does the SOW need to be for the full amount of the voucher?

- The SOW amount may be for more or less than the stated voucher value. Payments will only be *up to the stated voucher value* and only one (1) SOW is allowed per voucher.

Will taxes be paid in addition to the voucher value?

- No, partners are responsible for any related taxes. The program will only pay up to the stated voucher amount, all payments are inclusive of any tax obligations.

SMC-C Business Applications Deployment Offer Program Resources



Title

Resource Links:

Partner Terms and Conditions

<https://aka.ms/BusinessApplicationsOfferTerms>

BAP Partner Program FAQs

<https://aka.ms/BusinessApplicationsOfferInfo>

Statement of Work (SOW)

<https://aka.ms/BAPSOW>

Proof of Execution (POE)

<https://aka.ms/BAPPOE>

Eligible BAP Partner List (Partners Pending)

<https://aka.ms/EligibleBusinessAppsPartners>

Voucher Redemption Submission

<https://aka.ms/QTMVoucherRedemption>

Voucher Redemption Process Overview

<https://aka.ms/QTMVoucherRedemptionProcess>

BAP Partner Support Case

<https://m365-specialty-partner.powerappsportals.com/knowledgebase/article/KB-01256/en-us>

Partner Support: Statement Report Overview

<https://m365-specialty-partner.powerappsportals.com/knowledgebase/article/KB-01573/en-us>

Partner Support: Statement Earning History

<https://m365-specialty-partner.powerappsportals.com/knowledgebase/article/KB-01577/en-us>



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<https://aka.ms/BAPOfficeHoursAmerEMEA>