Partner ECIF Review- Drop in Clinic

Agenda :
- What is an ECIF ?
- Partner Artefacts for ECIF review
- What should an SOW have ?
- WBS + CBS Example
- Q&A

What is an ECIF

The **End Customer Investment Funds (ECIF)** program is a financial assistance initiative provided by Microsoft. Its primary goal is to support customers in adopting and utilizing Microsoft products and solutions effectively. ECIF helps mitigate financial barriers by contributing to the costs of specific projects, such as:

- Proof of Concept (PoC) projects
- Pilot programs
- Accelerating deployment of Microsoft products
- Development of customized solutions

This program is particularly beneficial for organizations looking to upgrade their technology infrastructure but facing budget constraints.

Partner Artefacts for ECIF review

Artefacts required

The following artefacts are required for all FastTrack ECIF reviews (can be combined into a single document):

1. **Customer-Ready Statement of Work (SOW):** This document should be final and ready for customer presentation
2. **Work Breakdown Structure (WBS):** A detailed breakdown of tasks and activities involved in the project
3. **Cost Breakdown Structure (CBS):** An itemized breakdown of costs associated with the project

Partners and FTA early alignment

- Partners should engage early via Account team and FTA while preparing an SOW.
- SOW should have WBS and CBS as part of the same document or as a separate document.
- WBS and CBS should have 1-1 mapping of Work Breakdown vs Cost Breakdown. This is to confirm there are no FT overlaps.

What should an SOW have?

An SOW template should have the following included:

- In-scope.
- Out-of-scope.
- Assumptions.
- Deliverables/documentation.
- Environment expectations.
- Customer v Partner responsibilities.
- Timelines by phase, envisaged dates.
- Engagement value i.e. driving usage of X licenses, number of users who will benefit, value to the business etc.
- Work Breakdown Structure [WBS]
- Cost Breakdown Structure [CBS]

WBS + CBS Example

MS01			
	MS01.2-<Provide list of sub-activities>	<Effort in days>	<Cost in USD>
	MS01.1-<Provide list of sub-activities>	<Effort in days>	<Cost in USD>
MS02			
	MS02.1-<Provide list of sub-activities>	<Effort in days>	<Cost in USD>
	MS02.2-<Provide list of sub-activities>	<Effort in days>	<Cost in USD>
MS03			
	MS03.1-<Provide list of sub-activities>	<Effort in days>	<Cost in USD>
	MS03.2-<Provide list of sub-activities>	<Effort in days>	<Cost in USD>
Total			

Q&A