

FY26 National Health Services England (NHS) Program

Terms and Conditions

March 12, 2026

Overview

These terms and conditions ("**Terms and Conditions**") contain the requirements to participate in the FY26 National Health Service England ("**NHS**") Program ("**Program**"). If you are entering into these Terms and Conditions on behalf of an entity, you represent that you have the legal authority to agree to these Terms and Conditions on your entity's behalf. You further agree that Microsoft may disclose, under terms of confidentiality, that you are a participant in the Program to Microsoft device and channel partners as well as other Program Partners (defined below).

By participating in the Program, submitting information to Microsoft in connection with the Program, accepting any payments from Microsoft as a result of the Program, or by continuing to participate in the Program after an update to these Terms and Conditions, you agree to and accept these Terms and Conditions and the updated Terms and Conditions.

Program Summary

The Program is designed to help drive of Qualifying Workloads (as defined in [Exhibit A](#)) for NHS Organisations residing under the NHS central tenant, by offering incentives to eligible and participating Program Partners. The Program runs from December 1, 2023, through June 30, 2026 ("**Program Term**").

Microsoft will provide resources to support Program Partners as they assist Eligible Customers with the adoption and deployment of Qualifying Workloads. These resources include, but are not limited to, [resources for Program Partners].

PROGRAM TERMS AND CONDITIONS

MICROSOFT AGREEMENT

To participate in the Program, a partner must have entered into the Microsoft AI Cloud Partner Program Agreement ("**Microsoft AI Cloud Partner Program Agreement**") with Microsoft and such Microsoft AI Cloud Partner Program Agreement must remain in effect for the duration of the Program Term. Partners meeting such requirements shall be deemed to have an "**Active Microsoft AI Cloud Partner Program Membership**." By participating in the Program, partners agree to all rules, terms, and policies contained within the Microsoft AI Cloud Partner Program Agreement.

Pursuant to Section 1(e) of the Microsoft AI Cloud Partner Program Agreement, this Program shall be considered a Microsoft AI Cloud Partner Program, and (unless stated otherwise herein) shall be governed by the Program Partner's Microsoft AI Cloud Partner Program Agreement. Except as otherwise set forth in these Terms and Conditions, terms defined in the Microsoft AI Cloud Partner Program Agreement will have the same meanings when used in these Terms and Conditions.

For the purposes of this Program and any related notices, “**Microsoft**” means, and the Microsoft contracting entity is:

Microsoft Corporation

One Microsoft Way

Redmond, Washington 98052 USA

PARTNER ELIGIBILITY

To be eligible for consideration for the Program, partners must have an Active Microsoft AI Cloud Partner Program Membership and meet the requirements numbered below (together the “**Eligibility Requirements**”).

Program Partner Eligibility Requirements:

1. Be a FastTrack Ready Partner
2. Be a partner eligible to deliver End Customer Investment Fund (“ECIF”) Projects (“ECIF Supplier”).
3. Agree to complete Payment Central onboarding and profile setup.
4. Be invited by Microsoft to join the Program.

Potential Program Partners are nominated by Microsoft. Eligibility Requirements are based on information in Partner Center (<https://partner.microsoft.com/dashboard>) and aggregated performance data where partner has identified customer engagements for commercial licensed customers, tenants, and services, which excludes education licensed customers, tenants, and services.

A partner with an Active Microsoft AI Cloud Partner Program Membership who meets the Eligibility Requirements is eligible for participation in the Program (“**Eligible Partner**”).

PROGRAM ENROLLMENT

Participation in the program is by invitation only. “**Program Partner**” means those Eligible Partners who have accepted Microsoft’s invitation to participate in the Program. An invitation to join the Program is at Microsoft’s sole discretion, taking into consideration Eligible Partner’s level of performance against the Eligibility Requirements, Eligible Partner location, Eligible Partner expertise, and the Program’s limited capacity of 50. If the Program is at capacity when an Eligible Partner achieves the Eligibility Requirements, they may apply, if eligible, in the next fiscal year. Available Program capacity does not guarantee an invitation to join the Program, and Program capacity may change during Program Term in Microsoft’s sole discretion.

Program Partners who achieve the Eligibility Requirements in additional regions may be added to the public list of Program Partners. Being added to the list may provide visibility to customers and the Microsoft field and may lead to increased opportunities for co-sell engagements. Addition to the public and internal lists of Program Partners does not guarantee visibility to customers and the Microsoft field and does not guarantee an increase in opportunities for co-sell engagements.

PROGRAM PERFORMANCE REQUIREMENTS Program

Partner Responsibilities

Program Partners are responsible for engaging with Eligible Customers and completing necessary operational requirements to assist in deployment and adoption services for Microsoft identified workloads by completing the following ("**Program Partner Responsibilities**"):

1. Submitting Registrations through the Registration process found in the Partner Community Portal ("**Registrations**")
2. Ensuring the Eligible Customer is enabled for deployment and adoption services for Microsoft 365 E3/E5 workloads
3. Completing Payment Central onboarding and profile setup; and
4. Submitting and updating Eligible Customer engagement data as requested.

Program Non-Compliance

Non-compliance with any of the Program Partner Responsibilities may lead to removal from the Program.

If negative feedback regarding Program Partner performance is received by Microsoft from customers, the Microsoft field, or Microsoft subject matter experts ("**SMEs**"), Program Partner may stop receiving customer referrals from Microsoft, may stop being eligible for Quick to Market programs and/or may be removed from the Program.

PROGRAM INCENTIVES

Program incentives are set forth in [Exhibit B](#) and are available to Program Partners in compliance with the Program performance requirements listed above. Incentives and performance requirements may be updated from time to time during the Program Term.

PROGRAM PARTNER PARTICIPATION

1. **Costs.** Participation in this Program and any incentive opportunity will be at Program Partner's cost. Program Partner acknowledges and accepts that payments earned in connection with this Program may or may not cover the full cost of achieving payment milestones or engaging in any particular incentive opportunity. Program Partner also acknowledges and accepts that Microsoft will in no way be liable for the difference between the payments received and Program Partner's costs.
2. **Taxes.** Neither party is liable for any taxes the other is legally obligated to pay that relate to any transactions contemplated under these Terms and Conditions.
3. **No obligation.** Program Partner acknowledges that it is under no obligation to participate in this Program and does so voluntarily.

RELATIONSHIP MANAGEMENT AND COOPERATION

1. **Required contacts.** Program Partners are required to provide and maintain a minimum of two (2) contacts for Program communications. The same individual may be the contact for both roles Microsoft will

communicate Program changes via email to Primary Contact and Accounting Contact (as defined below) designated by Program Partner. "**Primary Contact**" means the person responsible for day-to-day Program participation and success. "**Accounting Contact**" means the person responsible for tracking and managing payments accruing from Program participation.

2. **Cooperation.** Each party will share appropriate information and make commercially reasonable efforts to help the other party meet its performance obligations under this Program.

PROGRAM COMMUNICATIONS

1. Microsoft will send Program communications via email, including automated email distribution systems, and the Partner Community Portal. These communications will include commercial information concerning the Program and associated services and technologies. This commercial information may consist of Program participation requirements, Eligibility Requirements, product roadmap and feature updates, best practices and guidelines, and training opportunities related to the Program software and devices.
2. Microsoft will distribute via automated email distribution systems, no more than four (4) times per year, Partner satisfaction survey invitations to contacts associated with Program Partners. The purpose of this survey is to gauge partner satisfaction with various elements of the Program and solicit partner feedback to improve the Program. Participation in such surveys is voluntary but encouraged.
3. Microsoft may provide Program Partners with an opportunity, no more than four (4) times a year, to share input and feedback directly during small group discussions.
4. Microsoft will distribute, via email, in person during the event session, or via Yammer, event satisfaction surveys to all participants in the Partner Program hosted or sponsored training events whether conducted in person or on-line. Participation in such surveys is voluntary but encouraged.

LIMITATION OF LIABILITY

Without prejudice to any terms of the Microsoft AI Cloud Partner Program Agreement, , Microsoft's maximum aggregate liability to Program Partner for any loss or damage in respect of the Program whether in contract, tort (including negligence), breach of statutory duty, or otherwise, shall not exceed the aggregate amount paid by Microsoft to the Program Partner in respect of the Program at the time the loss or damage arose. This **Section I** shall survive the termination and expiry of this Program.

TERMINATION, EXPIRY AND CHANGES TO PROGRAM

1. **Program Term.** The Program and these Terms and Conditions will automatically expire at the end of the Program Term on June 30, 2026. All accrued rights and liabilities of either party and any other provisions stated to survive expiry or termination of these Terms and Conditions and all other provisions of these Terms and Conditions that, in order to give effect to their meaning need to survive their termination, will remain in full force and effect after termination or expiration.
2. **Program Partner's Termination Rights.** Program Partners may end their participation in the Program at any time by providing notice via entering a ticket in the Partner Support Tool at <https://aka.ms/PXPartnerSupport>. In such event, Microsoft shall pay such Program Partner any incentive

payments due in accordance with the applicable terms set forth for such incentive in [Exhibit B](#) but shall not be required to make any further payments hereunder. Program Partner will work with Microsoft in good faith to ensure the successful offboarding of any customers that Program Partner is working with at that time.

3. **Updates; Termination.** Microsoft may update, change, or remove any portion or the totality of the Program in accordance with the Microsoft AI Cloud Partner Program Agreement and shall have no liability to a Program Partner under these Terms and Conditions in the event that any such withdrawal or change means that a Program Partner is no longer able to qualify for, or continue to earn, payment for Program activities.
4. **Microsoft Payment Obligations.** In the event Microsoft terminates Program Partner participation in the Program, Microsoft shall pay any incentive payments due which accrued prior to the date of notice of termination in accordance with the applicable terms set forth for such incentive in [Exhibit B](#) but shall not be required to make any further payments hereunder.

PRIVACY AND PROTECTION OF PERSONAL INFORMATION

Your privacy is important to us. Please read the [Microsoft Privacy Statement](#) (the "**Privacy Statement**") as it describes the types of data we collect from you and your devices, how we use that data, and the legal bases we have to process that data.

MISCELLANEOUS

1. Program Partner will comply with applicable laws, regulations and Microsoft policies, including Microsoft's Anti-Corruption Policy available at [policies, including Microsoft's Anti-Corruption Policy available at: Commitment to Anti-Corruption and Anti-Bribery | Microsoft Legal](#).
2. Program Partner will not engage in any unfair or deceptive advertising, trade practices or activities. Program Partner represents and warrants that its entry into and performance under this Program, including receipt and retention (if applicable) of any consideration, does not and will not conflict with the terms of any agreement between Program Partner or any third party (including any Program Partner customer), or violate any duty owed by Program Partner or to any third party (including any Program Partner customer).
3. Each party will be solely responsible for selling and contracting its own offerings directly with its customers. Nothing in these Terms and Conditions obligates either party to sell, license, or contract with any third party, and either party may refuse to engage, or withdraw from discussions or negotiations, with any third party at any time for any reason or no reason.
4. Usage of any APIs or integration technologies offered to partners under the FastTrack Program will be governed by the [Microsoft APIs Terms of Use](#).

FY26 National Health Services England (NHS) Program

Program Guide

Exhibit A - Program Definitions

1) DEFINITIONS

1. **“Determination.”** After a Program Partner submits a claim, Microsoft will determine whether the claim is eligible for incentives.
2. **“Eligible Customers.”** National Health Service England (“**NHS**”) Organisations that are licensed for a minimum of 150 users on the central NHS tenant. Up to 120 NHS Organisations are eligible to participate in the program. Commercial or education or government customers that are licensed for a minimum of 150 Paid Available Units of the workload. Eligible Customers for the FastTrack Benefit must have 150+ Paid Available Units and be licensed for one or more of the services and plans (“**Eligible Licenses**”) listed in the [Eligible Services and Plans](#) section in the FastTrack Center Benefit for Microsoft 365 at the time the workload claim is submitted. For the avoidance of doubt, unpaid SKUs and licenses without recognized revenue are not eligible under this Program.
3. **“Monthly Active Users” or “MAU.”** This is the measure, determined from Microsoft system telemetry, of users taking intentional action using an Eligible License.
4. **“NHS Organisations.”** This is an organization affiliated with National Health Services England.
5. **“Proof of Execution” or “POE.”** Verifiable evidence that Program Partner (not a third party) has completed the required activity to achieve an incentive payment milestone. POE is based on Eligible Customer signed Program Partner submitted documentation.
1. **“Qualifying Workloads” or “NHS List.”** Includes the following paid licenses (or “**Seats**”) that qualify for potential reimbursement under the NHS Program: M365 Apps, Microsoft Defender for Endpoint (MDE) / Microsoft Defender Advanced Threat Protection (MDATP), Microsoft Intune, Microsoft Teams – Core (collaboration), Microsoft Teams – Phone (Organisation may need to purchase additional licenses), Microsoft Teams – Rooms, Windows Client OS Deployment, Windows 365, Copilot, and Copilot Chat.
6. **“Seats.”** This is the measure of paid licenses assigned to a customer tenant. Paid license means there is revenue associated with the license per Microsoft internal systems.

FY26 National Health Services England (NHS) Program

Program Guide

Exhibit B – Program Incentives

1) National Health Service England FastTrack Program

These terms apply to National Health Service England (“NHS”) FastTrack Program between December 1, 2023, through June 30, 2026.

a. Eligible Program Partners

Only National Health Service England FastTrack Ready Partners (“NHS FRPs”) are eligible to participate in this program. “NHS FRPs” mean those FastTrack Ready Partners who have been invited and accepted Microsoft’s invitation to participate in the National Health Service England FastTrack Program.

b. Eligible Customers and Workloads

Under the NHS FastTrack Program, NHS FRPs may earn incentives engaging with eligible NHS system affiliates (“NHS Organisations”) to help drive the adoption and deployment of the NHS list workloads below (“NHS List”).

- M365 Apps
 - Copilot
 - Copilot Chat
 - Microsoft Defender for Endpoint (MDE)/Microsoft Defender Advanced Threat Protection
 - (MDATP)
 - Microsoft Intune
 - Microsoft Teams – Core (collaboration)
 - Microsoft Teams – Phone (Organisation may need to purchase additional licenses)
 - Microsoft Teams – Rooms
- Windows client OS deployment
 - Windows 365
 - Windows 365 Adoption Plan

FRPs acknowledge and agree they will not submit any NHS Organisations workload claims through CPOR as the NHS managed services partner has the overall NHS agreed claims for all workloads in this single tenant.

c. Eligible Customer Registration and Workload Claiming

To be eligible to earn incentives, NHS FRPs must submit, and have approved, a claim for each Eligible Customer that they wish to have evaluated for incentive earnings.

- i. Submission must be made via the [Registration](#) process.
- ii. Upon submission of the request Microsoft will evaluate the claim or registration request and make a Determination.

d. General Incentive Eligibility.

- i. Only NHS FRPs with approved registration requests are eligible to earn incentives.
- ii. NHS FRPs are not eligible for incentives for work performed prior to Program association or Registration submission date.
- iii. NHS FRPs are not eligible to register or receive incentives for work performed in their own corporate tenants.
- iv. A Registration will only qualify once for each registered workload for an Eligible Customer.
- v. Incentive payment eligibility is dependent on the rules in effect at the time the incentive is achieved. NHS FRPs are not eligible for payment for work that does not qualify for incentives under the eligibility rules in effect at the time the work was performed.
- vi. The NHS FRP will not be required to reimburse Microsoft if there is a reduction in MAU, or Seats at the Eligible Customer.
- vii. For a NHS FRP to receive payment after achieving an incentive, the NHS FRP must have completed set up of their Payment Central profile.
- viii. NHS FRP shall not condition incentive program engagement and activities on receipt of additional work or agreements from customers. The NHS FRP agrees that incentive program work will proceed regardless of whether the customer decides to engage in additional work or managed services agreements.

e. FY26 NHS FastTrack Program Terms

Under the FY26 National Health Services England (NHS) Program, Microsoft provides the NHS FastTrack Benefit to Eligible Customers to help accelerate the adoption and deployment of Qualifying Workloads.

NHS W365 Workshop Plan

NHS FRPs will lead 4 day hands-on workshops in a two-phase format.

- Phase 1: MHN with VPN connectivity
- Phase 2: HSCN Connected Cloud PC

The purpose is to enable the foundations for W365 adoption through showcasing the improved IT operational efficiency and improved user experience to build trust, and to demonstrate use cases that increase ROI.

i. Eligible Customer Claiming

1. NHS FRP's create a Registration to help accelerate deployment and consumption of Qualifying Workloads.
2. **Eligible Customers.** NHS Organisations with 150+ users on the central NHS tenant are the Eligible Customers in this program, and may engage with invited NHS FRPs

to drive deployment and adoption of any of the available workloads from the NHS List. Up to 120 NHS Organisations are eligible to participate in the program.

3. **Ineligible Customers.** The following customers are not eligible:
 - a. Organisations under 150 users, and
 - b. Organisations that do not reside under the central NHS tenant.

Incentive Eligibility Milestones. NHS FRPs may earn incentives based on achieving the following milestone(s) as required through the submission and approval of:

- [Claim Registration Form \(CRF\)](#), and
- [Proof of Execution \(POE\)](#).

To be considered for incentive eligibility, NHS FRPs must complete the following steps, in order.

4. **Step One.** The NHS FRP must download the NHS [Program Claim Registration Form \(CRF\)](#) template, complete the template and obtain the Eligible Customer's signature, and upload the signed CRF.
 - a. **NOTE** CRF must be submitted and accepted by Microsoft for the NHS FRP to be eligible to engage with the NHS Organisation. The NHS FRP will not be eligible for incentive payment until the POE has also been submitted, reviewed, and approved.
5. **Step Two.** Following the completion of the steps in **Section 1(e)(ii)(1) Step One** above, and Microsoft's approval of the CRF, the NHS FRP will download the NHS FastTrack Ready Program [Proof of Execution \(POE\)](#) template, complete the template and obtain the Eligible Customer's signature and submit.
 - a. **NOTE** CRF must be signed by the Eligible Customer, submitted, and approved by Microsoft, and NHSE before the POE is submitted for approval. The CRF and POE may not have the same customer approval date.

6. Deadlines

- a. **Work Execution Deadline.** NHS Organisation engagements must be completed within a maximum of five (5) months from project initiation, as defined by the dates in the CRF and POE.

- b. **Program Deadline.** All incentive eligibility requests must be submitted by April 30, 2026. This means that an Eligible Customer signed CRF must be submitted and approved, and an Eligible Customer signed POE must be submitted by April 30, 2026.
7. **Approval.** Microsoft will evaluate the request for eligibility and make a Determination. If approved, the NHS FRP will receive an approval notification and then the funds according to the payment terms below.
8. The NHS Benefit should be *provided as a benefit and identified at no cost* for all NHS Organisation.

Determination & Pay Out

1. **Qualifying Partners.** Only an NHS FRP who has been invited and accepted Microsoft's invitation through the Partner Community Portal to participate in the NHS FastTrack Program, is eligible to participate. All work must be performed by the NHS FRP signing the CRF and POE.
2. **Eligible Customers.** Any of the available workloads from the NHS List may be deployed to each of the 120 eligible NHS Organisations.
3. **Submissions.** All registrations require separate CRF and POE. CRF must be signed by the Eligible Customer, submitted and approved before POE is signed by Eligible Customer and submitted for approval. *CRF and POE may not have the same customer approval date.*
4. **CRF Determination.** Microsoft will evaluate the signed Claim Registration Form (CRF) for completeness. If approved by Microsoft, the NHS FRP will receive approval notification from FTSpIncentiveClaims@Microsoft.com.
5. **POE Determination.** Microsoft will evaluate the Proof of Execution (POE) for completeness. If approved by Microsoft, the NHS FRP will receive approval notification from FTSpIncentiveClaims@Microsoft.com and Microsoft will make payment to NHS FRP for 100% of the incentive value, according to

Section 2

Payment Terms.

6. **Limitations.**
 - a. Only one (1) workload may be submitted in the CRF and POE for each NHS Organisation engagement.
 - b. CRF and corresponding POE accepted submission are only eligible for a single 100% payment upon completion of the work.
7. **NHS FRP acknowledges and agrees that they will not submit any NHS Organisation workload claims through CPOR as the NHS managed services partner has the**

overall NHS agreed claims for all workloads in this single tenant. NHS FRP acknowledges and agrees that claiming CPOR for any NHS Organisation workload could result in the rejection of associated CRF and/or POE.

8. **NOTE** CRF and Proof of Execution (POE) must both be approved by NHS prior to submission.
9. NHS FRPs may review the [Payment and Dispute guidance](#) for additional information regarding payments and disputes.
10. **Incentive Value.** Incentive value is based on the number of seats purchased to the associated Qualifying Workloads.

2) Payment Terms a. Payments

- i. **Incentives.** All Eligible Customer incentives are determined based on the value of Qualifying Workloads purchased and according to **Section 4 Program Rate Card** below.
 1. **Incentive Amount.** NHS Organisations Tier level incentive category will match the scope of work not the NHS Organisation's total number of licenses. This means that if the NHS Organization has 5,000 licenses but only intends to deploy 1,500, this will be incentivized as a Tier 1 Organisation.
- ii. **Payment Central.** Payments will be processed via Microsoft Payment Central ("Payment Central") and released to the NHS FRP in accordance with Payment Central standard processes. Partner must have completed Payment Central onboarding to be able to receive payments.
 1. **NOTE** Changes to Payment Central profile description or contact information may result in failed payments. If Payment Central profile is modified NHS FRP should submit a Payment Support ticket at <https://aka.ms/PXPartnerSupport> to notify the Payment Operations Team of the changes.
- iii. **Timing.** Payment will be paid upon receipt of the required documents listed under **Section 1(e)(ii) Incentive Eligibility Milestones** of this Exhibit B, 45 days in arrears of achieving the milestone, and partners completing their Payment Central onboarding.
- iv. **Currency.** Payments will be made in local currency. The rate of conversion for USD to transaction currency will be based on Microsoft's budgeted exchange rate for the current fiscal year.
- v. **Taxes.** Per Section F of these Terms and Conditions, NHS FRPs are responsible for any related taxes. The Program will only pay up to the stated incentive amount, all payments are inclusive of any tax obligations.
- vi. **Failed Payments.** Failed incentive payments will be held for 180 days. After 180 days, NHS FRPs will forfeit their incentive earnings if the required bank documentation, tax

documentation or other item blocking Payment Central payment has not been resolved.

b. Engagement Cancellation

- i. **Cancellation by NHS FRPs.** If the NHS FRP cancels the stops engagement with the Eligible Customer on an approved registration, any payment provided was not earned as Eligible Customers must receive the value agreed to in the SOW. The overpayment of the incentives will be recovered from other Eligible Customers by reducing future payments by the overpayment difference. If the overpayment is more than the NHS FRP has submitted registrations, then an invoice for the overpayment difference will be sent to the NHS FRP and NHS FRP will pay such invoice.
- ii. **Cancellation by Eligible Customer.** If the Eligible Customer cancels the engagement with the NHS FRP, Microsoft will review eligibility for incentive payment based on assessment of engagement. Payment is not guaranteed.

c. Incentive Statements

i. Milestone achievements are evaluated and associated earning statements are published within 45 days of the end of the month in which the milestones are achieved. ii. Incentive earning statements are published to the Partner Statements section of the

Partner Community Portal. These are available to the Primary Contact, Accounting

Contact, and anyone else with a 'Program Admin' or 'Statement Admin' portal role. iii.

Payment associated with these statements will be initiated within 5 business days of the earning statement being published. Any payments provided under this Program are independent of any other payments due under any other Microsoft payment program.

- d. The Program is unable to provide Act of Acceptance (AoA) documents. NHS FRPs doing business in countries requiring AoA documents will need to identify an alternative solution for collecting Program earnings.

3) ADJUSTMENT TO PAYMENTS

- a. A NHS FRP must report any errors, issues, disputes, or missing payments regarding the calculation of incentive payments to Microsoft via <https://aka.ms/PXPartnerSupport> (Add a Payment Dispute button) within 90 days of statement date from Microsoft. If Microsoft has not received written notice from the NHS FRP within the 90-day period, NHS FRP will be deemed to have accepted the calculation and payment.
- b. NHS FRPs removed from Program are not eligible to dispute the final payment statement. The last payment will be considered final, and no correspondence will be entered into.
- c. Microsoft reserves the right at any time to adjust payments to the NHS FRP if Microsoft identifies any discrepancy, error, or omission.
- d. Microsoft offers payments under this Program in its sole discretion. In the event of any dispute arising from or in relation to this Program and/or a payment, the decision of Microsoft is final and binding. No correspondence will be entered into.

- e. If NHS FRP fails to meet the requirements and milestones for an incentive program after receiving payment, Microsoft may:
 - i. Withhold incentive earnings from subsequent payments (or any successor agreement), and
 - ii. If the NHS FRP does not achieve the requirements for deployments anticipated and therefore receives funds in excess of actual earnings, then Microsoft reserves the right to recover the unearned portion of the payment.

4) PROGRAM RATE CARD

FY26 National Health Service England FastTrack Program Incentives

NHS Organisation Tiers*	Incentive per Workload	Qualifying Workload
Tier 1 -Small - 150 to 2,999 users	\$3,500	<p>Each of the eligible 120 NHS Organisations may deploy any of the available workloads from the NHS List, as listed below:</p> <ul style="list-style-type: none"> • M365 Apps, • Microsoft Defender for Endpoint (MDE) / Microsoft Defender Advanced Threat Protection (MDATP), • Microsoft Intune, Microsoft Teams – Core (collaboration), • Microsoft Teams – Phone, Microsoft Teams – Rooms, <p>Windows Client OS Deployment</p> <p>Qualifying Workloads are NHS List licensing deals for a minimum of 150 users on the central NHS tenant</p>
Tier 2 -Medium - 3,000 to 5,999 users	\$6,000	
Tier 3 -Large - 6,000 to 11,999 users	\$10,000	
Tier 4 -XL - 12,000+ users	\$15,000	

NHS Organisation Tiers*	Incentive per Workload	Qualifying Workload
Tier 1 -Small - 150 to 5,999 users	\$6,000	

- c. NHS Organisations may engage with one (1) partner for each workload allowing for specialization or may engage with the same NHS FRP for more than one workload