



AI Business Process Programs:  
Partner Office Hours

# Business Central Migration Voucher Updates & Changes

**Darrell Angai**, SME&C Segment & ERP Program Leader

**Lela Woods**, QTM Program Manager



# Today's Agenda

- 1** What's In It For Partners with **Darrell Angai**
- 2** BC Migration Voucher Program with **Darrell Angai**
- 3** Partner Offer Terms with **Patricia O'Rourke**
- 4** Partner Nomination & Onboarding with **Lela Woods**
- 5** Voucher Redemption Process with **Lela Woods**

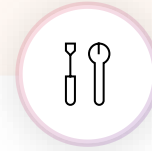
# What's In It For Partners?



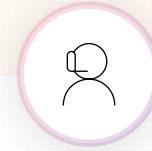
Get clarity on  
AIBP Voucher  
Programs



Learn about the  
BC Migration  
Voucher  
Updates &  
Changes



Understand  
how to onboard  
& redeem  
vouchers



Get your  
questions  
answered

# BC Migration Voucher Offer

Darrell Angai  
SME&C Segment & ERP Program Leader

# BC Migration Voucher | Overview



Leverage this MS-field led program to accelerate Dynamics on-premise migration opportunities by positioning a limited time offer for compelling deployment funds through eligible partners.

## Offer Criteria

Effective Period: July 17, 2025 to June 30, 2026  
(or until all vouchers have been claimed)

- Account must have an MSX opportunity with a closing date in FY26 and **Co-sell Partner attached** to opportunity
- Active, open NEW AI Business Process opportunity with customer migrating from Dynamics On-Premise (AX, NAV, GP, BC On-prem, SL) or **Compete On-Premise<sup>UPDATED</sup>** to Dynamics 365 Business Central
- New customers to Business Central only
- Voucher value up to 100% of Year 1 Billed Revenue (net to Microsoft) based on single invoice event, payout capped at \$150K
- Minimum opportunity value **of \$25K<sup>UPDATED</sup>** (USD, Year 1 Billed Revenue net to Microsoft)
- All Segments
- **CSP Customers** with annual commit and annual payment or 3-year commit and annual payments. This **now includes Public Sector customers<sup>UPDATED</sup>** and must follow ECIF CSP policy and be categorized as a New Commerce CSP transaction.

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:  
[aka.ms/BCMigrationsOfferTerms](https://aka.ms/BCMigrationsOfferTerms)

To nominate a deal:  
**Microsoft-Nominated**

More questions?



Contact your Microsoft Account team for additional questions and to nominate an opportunity.

# Program Details

Migrations Covered	<b>From:</b> AX, NAV, GP, SL, BC on-premise <b>OR Compete</b>	<b>To:</b> Dynamics 365 Business Central	
Requirements	Minimum <b>\$25K ACV<sup>1</sup></b> , NEW BC Customer, Close Date in FY26, Opt-out from BTC		
Investment Limits	<b>Up to 100%</b> Voucher Value of Year 1 Billed Revenue (ACV) <sup>1</sup>	<b>CSP &amp; EA</b> Available for direct agreements and new commerce CSP (Annual/Annual or Annual/3 Years)	<b>\$150K</b> Cap for Voucher Value (USD); Min. \$5K
Eligibility	Enterprise, SME&C, TSI, Public Sector	All direct licensing and CSP with annual payment and annual or 3-year commitment	Public Sector is now included with POE requirements
Important Notes	<b>Activities Covered:</b> Deployment	<b>Voucher Redemption:</b> 6 Months from Issuance	<b>Cannot</b> be combined with ECIF or Deployment Vouchers or Bridge to Cloud Promotion
Execution	<b>ECIF-Eligible Partners</b> [Partners not yet Approved or Onboarding Require Nomination]		

1. Year 1 Billed Revenue (net to Microsoft) based on single invoice event

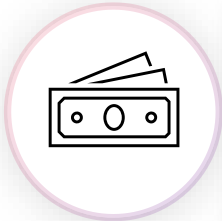
# BC Migration Voucher Key Benefits

## For Customers



### Reduced Implementation Services Costs

Helps unblock migration when cashflow and high implementation cost is the key blocker



### Avoid post-promo price jumps

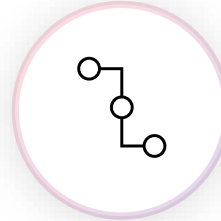
Avoids licensing or price hike conversations post offer expiration



### Ensure Customer Satisfaction

Reduced time to value through faster deployments, clear voucher communication and simplified process with Partners

## For Partners



### Simplified Process

Ensures a fast response time and minimizes effort for partners collaborating with Microsoft field teams



### Accelerate Deal Closures with Predictability

Allows partners to use pre-approvals to present the offer to customers during negotiations, speeding up deal closures



### Higher Earnings Potential

Allows partners to potentially earn more per deal through higher margins and incentives compared to Bridge to Cloud promotion

# Deal Nomination & Approval Process

1

## Nomination

1. **Partners must create inbound lead** for eligible deals which will be picked up by MS Team
2. MS Team will **convert inbound lead** to an opportunity in the Microsoft's CRM system (MSX)
3. MS Team will submit MSX opportunity through internal program tool
4. MS Team will provide confirmation of submission and **update on deal status to Partner**

2

## Approval

1. All deals are **reviewed & prioritized** for approval by confirming eligibility to terms & conditions including min. ACV, BC product SKUs and new business confirmation
2. **Approvals or rejections are communicated** via email within 1-2 business days to MS Team
3. Once deal is approved, MS Team can **communicate the migration voucher offer to the customer** by using the customer template

3

## Customer Notification

1. MS Team will **notify Program Team once deal has closed**, opportunity is updated in the internal CRM system and revenue has landed. CSP deals require Order Invoice and SOW<sup>1</sup> to be submitted
2. Once landed revenue has been confirmed, **migration voucher will be issued directly to the customer** with Opportunity Owner and Partner CC'd

4

## 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

# Comparison of Key Business Central Offers for FY26

Offers & Promotions	Who's eligible	Value	When to apply in a migration scenario
<b>Bridge to Cloud Promotion (BTC)</b> <span style="color: green;">UPDATED</span>	All active EP/SA On Prem customers Available for all D365 Cloud Workloads	<b>30% <span style="color: green;">UPDATED</span></b> discount on a BC 3-year SKU	When reducing the price of software is the main blocker to migrate
<b>AI Business Process (Biz Apps) Deployment Vouchers ('DV')</b>	Any D365 and/or Low Code Deal (new or migration) \$100K+ ACV (1 <sup>st</sup> year billed revenue to MSFT)	20% ACV  Max of \$100K Value	When customer opts in for BTC and qualifies for DV. Voucher would help accelerate the deal
<b>BC Migration Voucher</b> <span style="color: green;">UPDATED</span>	On Prem Migrations <b>\$25K+</b> ACV (1 <sup>st</sup> year billed revenue to MSFT) Customer opts out from BTC	Up to 100% Year 1 Billed Revenue  Max of \$150K Value	When implementation / migration cost and cashflow is the main blocker to migration
<b>Strategic ECIF</b>	Any NEW Cloud deal \$150K ACV+ (1 <sup>st</sup> year billed revenue to MSFT) Recommended 20% of total deal value to be Microsoft Copilot Studio (MCS) licenses for agents	Up to 100% of ACV (1 <sup>st</sup> year billed revenue to MSFT) for BC Deals 100% of MCS licenses	Mega deals – Must Win

# Partner Onboarding Process and Payment Central Setup

Lela Woods

# How to join Business Central Migration Program



## **Existing AIBPV (BizApps) Partners**

- Will automatically be invited to the program (early September)
  - Accept T&Cs sent from [PXPartnerOnboarding@microsoft.com](mailto:PXPartnerOnboarding@microsoft.com)

## **New Partners**

- Self-nominate at <https://aka.ms/FPC-Nomination>
  - Fill out required information  
Indicate in "reason for nomination", 'Business Central Migration Program'
- Accept T&Cs sent from [PXPartnerOnboarding@microsoft.com](mailto:PXPartnerOnboarding@microsoft.com)

# Business Central Migration Program Onboarding



## Nomination

AIBPV Partners will receive invitations to the program OR

Nominate your organization

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

Partner must indicate in reason for nomination "Business Central Migration"

Note: Nominations are processed weekly



## Redeem your invitation

Email invitation will come from: [PXPartnerOnboarding@microsoft.com](mailto: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 BC Migration 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 BC Migration 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/BCMigrationsApprovedPartners>

# Payment Central Setup

## New Changes

- Payment Central setup must be completed prior to redeeming a voucher
- BC Migration Program Membership will be deactivated if Payment Central setup expires
  - Partner has 60 days to complete prior to expiration
  - Reminder communications are sent prior to deactivation

## Instructions to setup

- Go to <https://paymentcentral.microsoft.com>
- Click on 'Sign-in'
- Enter 'User ID' - (email address)
- Enter 'Password' (your Organizational password for this email address)
- Complete the required information
- Click 'Submit'

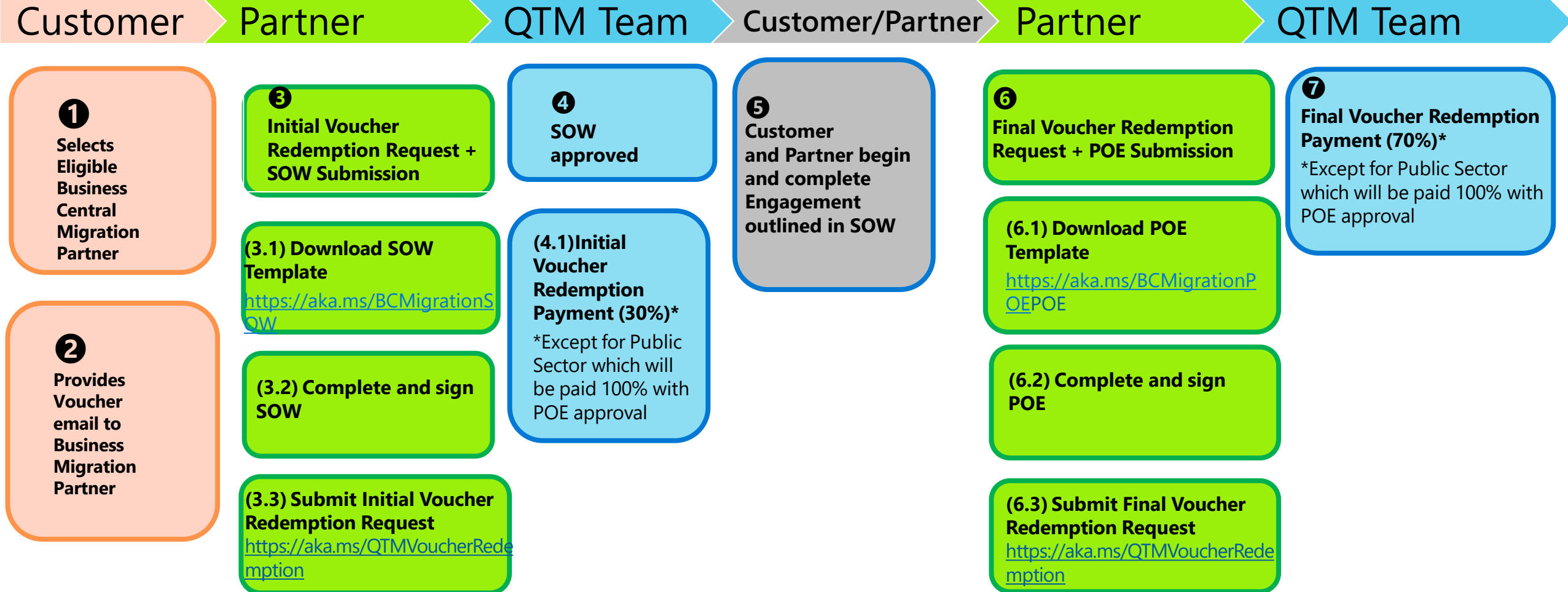
BC Migration T&Cs

<https://aka.ms/BCMigrationsOfferTerms>

# Voucher Redemption

Lela Woods

# Voucher Redemption Process Overview



# Business Central Migration Offer Voucher



Quick  
to  
Market



Voucher Approved

Voucher ID	00####
Program Year	FY26
Voucher Value	\$50,000
Voucher Issued to	Contoso
Public Sector	No
Issue Date	September 2, 2025
Expiration Date	March 2, <a href="#">2025</a>
Voucher Type	Business Central Migration
Eligible Workloads	Dynamics 365 Finance and Supply Chain Dynamics 365 Business Central

**Good news. We have approved your organization for a Microsoft Business Central Migration Voucher.** Based on your recent Microsoft Dynamics 365 purchase, your organization is qualified to receive a voucher valued at **\$100** in services credit.

This must be used for deployment services with an eligible [Business Central Migration Partner](#) of your choice, for the **Eligible Workloads** listed above by the **Expiration Date** indicated. It is not required to use the full voucher amount, but only one Statement of Work (SOW) can be submitted by one Business Central Migration Partner to redeem this voucher.

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

**Partner Instructions for SOW and POE Service Agreement Verification Forms**

**Business Central Migration Vouchers**  
**\*\*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 [ftspincanvclaims@microsoft.com](mailto:ftspincanvclaims@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 AI Business Process Vouchers activities.

Dynamics 365 Business Central	Dynamics 365 Finance & Supply Chain
<ul style="list-style-type: none"><li>• <b>Deployment Plan</b><ul style="list-style-type: none"><li>• Solution Blueprint Documentation</li><li>• Workstream planning</li></ul></li><li>• <b>Deployment and Activation</b><ul style="list-style-type: none"><li>• Deployment of sandbox environment</li><li>• Assign licenses</li></ul></li></ul>	<ul style="list-style-type: none"><li>• <b>Deployment Plan</b><ul style="list-style-type: none"><li>• Solution Blueprint Documentation</li><li>• Workstream planning</li></ul></li><li>• <b>Deployment and Activation</b><ul style="list-style-type: none"><li>• Deployment of sandbox environment</li><li>• Assign licenses</li></ul></li></ul>

**Resources**

- SOW template: <https://aka.ms/BCMigrationSOW>
- POE template: <https://aka.ms/BCMigrationPOE>
- Knowledge Base FAQs: <https://aka.ms/BCMigrationOfferInfo>
- Terms & Conditions: <https://aka.ms/BCMigrationOfferTerms>

**\*\*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/BCMmigrationSOW>

Business Central Migration Vouchers	
Services Agreement Verification Form - Statement of Work	
Template Updated August 8, 2025	
Business Central Migration Vouchers Services Agreement Verification Form - Statement of Work	
<b>Section 1 (Required): Identify Voucher ID #, Voucher Value, and Voucher Expiration Date</b> 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 Central Migration	
<b>Section 2 (Required): Select the workload and activities to be delivered.</b>	
<input type="checkbox"/> Workload: Dynamics 365 Finance and Supply Chain <input type="checkbox"/> Activity: Discovery Process <input type="checkbox"/> Activity: Deployment Plan <input type="checkbox"/> Activity: Deployment and Activation	<input type="checkbox"/> Workload: Dynamics 365 Business Central <input type="checkbox"/> Activity: Discovery Process <input type="checkbox"/> Activity: Deployment Plan <input type="checkbox"/> Activity: Deployment and Activation
<b>Section 3 (Required): Scope of Work Details</b> 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 Business Central Migration Vouchers activities.	
Total cost of services to be delivered: US\$ _____	
<b>Section 4 (Required): Partner and Customer Contact Information</b>	
Partner Company Name	
Partner Signatory Name	



# 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/BCMmigrationSOW>

Partner Signatory Role	
Partner Signatory Email	
Customer Tenant ID	
Customer Company Name	
Customer Signatory Name	
Customer Signatory Role	
Customer Signatory Email	
<b>Section 4.1 (Required) Partner and Customer Acknowledgement</b>	
By signing below, Partner represents, understands, and agrees that:	
<ul style="list-style-type: none"><li>• The foregoing is a true and accurate description of the deployment activities to be provided to the Customer.</li><li>• Any contact information or usage information collected for this offer will not be used for marketing purposes unless explicitly agreed to by the Customer.</li></ul>	
_____	
<b>Partner Signature</b>	<b>Date Signed</b>
_____	
<b>Customer Signature</b>	<b>Date Signed</b>
<b>Section 4.2 Public Sector Disclosure</b>	
By signing this document, the Customer listed in <b>Section 4</b> acknowledges that the Partner listed in <b>Section 4</b> 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/BCMmigrationPOE>

## Business Central Migration Vouchers

Services Agreement Verification Form – Proof of Execution



Template Updated August 8, 2025

**Business Central Migration Vouchers Program**  
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 Central Migration

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

<input type="checkbox"/> Workload: Dynamics 365 Finance and Supply Chain <ul style="list-style-type: none"><li><input type="checkbox"/> Activity: Discovery Process</li><li><input type="checkbox"/> Activity: Deployment Plan</li><li><input type="checkbox"/> Activity: Deployment and Activation</li></ul>	<input type="checkbox"/> Workload: Dynamics 365 Business Central <ul style="list-style-type: none"><li><input type="checkbox"/> Activity: Discovery Process</li><li><input type="checkbox"/> Activity: Deployment Plan</li><li><input type="checkbox"/> Activity: Deployment and Activation</li></ul>
---	---

POE should match approved SOW



## Welcome to the Community, Adam!

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

- My Profile
- Agreements
- Registrations
- Program Memberships
- 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  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](mailto: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](mailto: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 Business Central Partner 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.

# Business Central Migration Offer Program Resources



## Title

## Resource Links:

**Partner Terms and Conditions**

<https://aka.ms/BCMigrationOfferTerms>

**Partner Program FAQs**

<https://aka.ms/BCMigrationOfferInfo>

**Statement of Work (SOW)**

<https://aka.ms/BCMigrationSOW>

**Proof of Execution (POE)**

<https://aka.ms/BCMigrationPOE>

**Eligible Partner List (Partners Pending)**

<https://aka.ms/BCMigrationApprovedPartners>

**Voucher Redemption Submission**

<https://aka.ms/QTMVoucherRedemption>

**Voucher Redemption Process Overview**

<https://aka.ms/QTMVoucherRedemptionProcess>

**Navigating Partner Support**

<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>



## **Share Your Feedback**

Please share your thoughts on the Office Hours:  
[Business Central Migration Voucher Program Office Hours](#)