

FY27 Elevate Deployment Booster Program

Terms and Conditions

August 11, 2026

A. Overview

These terms and conditions ("**Terms and Conditions**") contain the requirements to participate in the Elevate Deployment Booster 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.

B. Program Summary

The Program is an opportunity for Program Partners (as defined below) to assist Eligible Customers (as defined in **Exhibit A**) through the Elevate Deployment Booster Program ("**Program**"), which offers payments to Program Partners. The Program runs from July 1, 2026, through June 30, 2027 ("**Program Term**").

Through the Program, Microsoft will provide nonprofit and education (K-14) customers with support of their adoption of AI resources. Through the Program's clear and objective criteria, Eligible Program Partners (as defined below) will engage with education customers to accelerate the deployment of Microsoft 365 Copilot, M365 A3, M365 A5, Security Suites Deployment, and Switching from Google (Deployment) and nonprofit customers accelerate the deployment of Microsoft 365 Copilot, M365 E3, M365 E5, Security Suites Deployment, and Switching from Google (Deployment) ("**Qualifying Workloads**"). Payments will not be provided for non-Elevate, higher education customers ("**Non-Qualifying Workloads**").

Microsoft will provide various resources to support Program Partners as they assist Eligible Customers to adopt and deploy qualifying workloads.

C. PROGRAM TERMS AND CONDITIONS

1. 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

2. 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 listed below ("**Eligibility Requirements**").

Program Partner Eligibility Requirements.

1. A partner must:
 - a. Be invited by Microsoft to join the Program,
 - b. Achieve [Copilot](#) Specialization through [Microsoft AI Cloud Partner Program](#), and/or
 - c. Any of the Security Specializations ([Cloud Security](#), [Identity and Access Management](#), [Information Protection and Governance](#), [Threat Protection](#), [Modernized Endpoints](#))
 - d. Agree to complete Payment Central onboarding and profile setup.

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**").

3. PROGRAM ENROLLMENT

Participation in the Program is by invitation only. Partners are nominated by the Microsoft Elevate field. Eligibility Requirements are based on information in Partner Center (<https://partner.microsoft.com/dashboard>) and aggregated performance data where the partner has identified customer engagements for commercial licensed customers, tenants, and services, which excludes education licensed customers, tenants, and services. 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 150 Program Partners. 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**

Partner” means those Eligible Partners who have accepted Microsoft’s invitation to participate in the Program.

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 Elevate 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 Elevate field and does not guarantee an increase in opportunities for co-sell engagements.

D. PROGRAM PERFORMANCE REQUIREMENTS

1. Program Partner Responsibilities

Program Partners are responsible for engaging with Eligible Customers and completing necessary operational requirements to assist Eligible Customers (as defined in [Exhibit A](#)) to accelerate the deployment of Microsoft 365 Copilot, M365 A3, M365 A5, Security Suites Deployment, and Switching from Google (Deployment) **and** nonprofit customers accelerate the deployment of Microsoft 365 Copilot, M365 E3, M365 E5, Security Suites Deployment, and Switching from Google (Deployment).

(“**Program Partner Responsibilities**”), as outlined below:

1. Submitting voucher redemptions through the [voucher redemption](#) process found in the Partner Community Portal (“**Voucher Redemption**”),
2. Ensuring the Eligible Customer is enabled for all engaged Qualifying Workloads,
3. Completing Payment Central onboarding and profile setup, and
4. Submitting and updating Eligible Customer engagement data as requested.

Program Partners are encouraged to register Eligible Customers through Claim Partner of Record (“**CPOR**”), or other Microsoft identified processes to identify customer and partner association. Registrations are used to measure Program Partner impact and provide Program Partners with visibility to customer usage data.

2. 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 Elevate field, or Microsoft subject matter experts (“**SMEs**”), Program Partner may be removed from the Program.

E. PROGRAM PAYMENT

Program payments details are set forth in [Exhibit B](#) and are available to Program Partners in compliance with the Program performance requirements listed above. Payment and performance requirements may be updated from time to time during the Program Term, at Microsoft’s sole discretion.

F. PROGRAM PARTNER PARTICIPATION

1. **Costs.** Participation in this Program and any payment opportunity shall be at Program Partner's cost. Program Partner acknowledges and accepts that the payments associated with this Program may or may not cover the full cost of achieving payment milestones or engaging in a payment opportunity. Program Partner also acknowledges and accepts that Microsoft shall in no way be liable for the difference between the payments received and the Program Partner's costs.
2. **Taxes.** Neither party is liable for any taxes that 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 or any specific benefit and does so voluntarily.

G. RELATIONSHIP MANAGEMENT AND COOPERATION

1. **Required contacts.** Program Partners are required to provide and maintain a minimum of two (2) contacts for Program communications. Microsoft will communicate Program changes via email to the Primary Contact and Accounting Contact (as defined below) designated by the 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. The same individual may be the contact for both roles.
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.

H. 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 or event Teams chat, in person during the event session, event satisfaction surveys to all participants in the Partner Program hosted or sponsored training events whether conducted in person or online. Participation in such surveys is voluntary but encouraged.

I. 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.

J. TERMINATION, EXPIRY AND CHANGES TO PROGRAM

1. **Program Term.** This Program and these Terms and Conditions will automatically expire at the end of the Program Term on June 30, 2027. 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, shall 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 payments due which accrued prior to the end of Program Partner participation in the Program in accordance with the applicable terms set forth for such value 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 of the Program in accordance with 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 qualify for Program activities.
4. **Microsoft Payment Obligations.** In the event Microsoft terminates Program Partner participation in the Program, Microsoft shall pay any payments due which accrued prior to the date of notice of termination in accordance with the applicable terms set forth for such payment in **Exhibit B** but shall not be required to make any further payments hereunder.

K. PRIVACY AND PROTECTION OF PERSONAL INFORMATION

Your privacy is important to us. Please read the [Microsoft 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.

L. MISCELLANEOUS

1. Program Partner will comply with applicable laws, regulations and Microsoft policies, including Microsoft's Anti-Corruption Policy available at <https://www.microsoft.com/enus/legal/compliance/anticorruption>.

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 Program Partners under the Program will be governed by the [Microsoft APIs Terms of Use](#).

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Program Guide

Exhibit A – Program Definitions

1) DEFINITIONS

- a. **"Determination."** After a Program Partner submits a voucher redemption, Microsoft will determine whether the voucher redemption is eligible for payment.
- b. **"Eligible Customers."** Any nonprofit and education (K-14) customer transacting on Cloud Service Provider (CSP) and/or Enrollment for Education Solutions (EES), migrating from Google or other competing platforms, and customers increasing their use of Microsoft offerings through upsell opportunities.
- c. **"Ineligible Customers."** Customers who are: Enterprise Agreement (EA) customers, customers who are not eligible nonprofit and education K14 orgs transacting on CSP and/or EES, Security Standalones, and customers attempting to combine this offer with other funding or offers.
- d. **"Monthly Active Users" or "MAU."** This is the measure, determined from Microsoft system telemetry, of users taking intentional action using a Microsoft 365 license.
- e. **"Proof of Execution" or "POE."** Verifiable evidence that Program Partner has personally completed the required activity to achieve a payment milestone. POE is based on Eligible Customer signed Program Partner submitted documentation.

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Program Guide

Exhibit B – Program Details

1) Elevate Deployment Booster Program Workload Claiming and Payment Eligibility

a. Eligible Customer Registration and Workload Claiming.

To be eligible to earn payment, Program Partners must submit, and have approved, a voucher redemption for each Eligible Customer that they wish to have evaluated for payout earnings.

- i. Submission must be made via the [Voucher Redemption](#) process.
- ii. Upon submission, Microsoft will evaluate the voucher redemption and issue a Determination.

b. General Payment Eligibility.

- i. Only Program Partners who receive approval Determinations are eligible to earn payment.
- ii. Program Partners are not eligible for payment for work performed prior to Program association or voucher redemption submission date.
- iii. Program Partners are not eligible to register or receive payment for work performed in their own corporate tenants.
- iv. A voucher redemption will only qualify once for each Eligible Customer.
- v. Payment eligibility is dependent on the rules in effect at the time the criteria are achieved. A Program Partner is not eligible for payment for work that does not qualify for payment under the eligibility rules in effect at the time the work was performed.
- vi. Program Partner will not be required to reimburse Microsoft if there is a reduction in MAU, or seats at the Eligible Customer.
- vii. For a Program Partner to receive payment after achieving a payment milestone, the Program Partner must have completed set up of their Payment Central profile.
- viii. Program Partners shall not condition Program engagement and activities on receipt of additional work or agreements from customers. Program Partner agrees that Program work will proceed regardless of whether the customer decides to engage in additional work or managed services agreements.
- ix. Program should be provided as a benefit to Eligible Customers and require no cost for Eligible Customers.

c. Eligible Customer Claiming.

- i. The Microsoft Elevate field will nominate Eligible Customers to receive an Elevate Deployment Booster Voucher to help accelerate the deployment and adoption of Qualifying Workloads. The vouchers are to be redeemed through a Program Partner.
- ii. **Restrictions.** CSP, SMB, US Federal, and GPP accounts are ineligible for this Program.

2) Payment Eligibility Milestones

Program Partners may earn payment based on achieving the following milestone(s) as required through the submission and approval of:

- [Voucher Redemption](#),
- [Statement of Work \(SOW\)](#), and
- [Proof of Execution \(POE\)](#)

To be considered for eligibility, Program Partners must complete the following steps, in order.

1. **Step One.** The Program Partner must download the Program Statement of Work (SOW) template ([Elevate Deployment Booster Statement of Work](#)), complete the template, obtain the Eligible Customer's signature, submit a [Voucher Redemption](#) request prior to the expiration date identified on the voucher, and upload the signed SOW.
2. **Step Two.** Following the completion of Step One above and Microsoft's approval of the SOW, the Program Partner will download the appropriate Program Proof of Execution (POE) template, complete the template, obtain the Eligible Customer's signature, and submit the final [Voucher Redemption](#) request prior to the expiration date identified on the voucher.
 - a. **Note:** SOW must be signed by the Eligible Customer, submitted, and approved by Microsoft before the POE is signed by the Eligible Customer and submitted for approval. The SOW and POE may not have the same customer approval date.
 - b. **Note:** If a SOW is signed by the Eligible Customer and accepted but no Eligible Customer signed POE is received by the voucher expiration date, the Program Partner will not receive a payment.
3. **Deadline.** All voucher redemptions must be used within three months of the issue date. For example, if the voucher is issued July 30, 2026, the voucher Eligible Customer signed POE must be submitted and approved BEFORE October 30, 2026; and Eligible Customer signed POE must be submitted BY June 30, 2027, and subsequently approved.
4. **Limitations**
 - a) The Elevate Deployment Booster Voucher cannot be combined with another offer for the same qualifying workloads, including End Customer Investment Fund ("**ECIF**") and MCI Deployment Accelerators (post-sales). MCI Immersion briefing or Envisioning & PoC (pre-sales) are allowed.
 - b) Elevate Deployment Booster Vouchers may not be redeemed by or transferred to another Eligible Customer TPID.
 - c) Payment milestones may be earned once per Eligible Customer.

3) Determination & Payment

- a. **Qualifying Partners.** Only Program Partners are eligible to redeem vouchers, and all work must be performed by the Program Partner signing the SOW and POE.
- b. **SOW Determination.** Microsoft will evaluate the [Voucher Redemption](#) and the signed [Statement of Work \(SOW\)](#) for completeness. If approved by Microsoft, the Program Partner will receive approval notification from FTSpIncentiveClaims@Microsoft.com.
- c. **POE Determination.** Microsoft will evaluate the final [Voucher Redemption](#) and [Proof of Execution \(POE\)](#) for completeness. If approved by Microsoft, the Program Partner will receive approval notification from FTSpIncentiveClaims@Microsoft.com and Microsoft will make payment to Program Partner for 100% of the booster value, according to Section 4 (Payment Terms).

NOTE To receive payment for an Eligible Customer, the voucher payment of 100% can only be paid if SOW is signed by the Eligible Customer, submitted and accepted before the expiration date identified on the voucher and POE is signed by the Eligible Customer and received by the expiration date identified on the voucher and subsequently approved. This means that the voucher payment of 100% can only be paid if Eligible Customer signed SOW has been submitted and accepted and Eligible Customer signed POE is received by the voucher expiration date and subsequently approved.

- d. **Redemption Value.** Voucher redemption value is based on the value of the qualifying workload purchased, as outlined in Section 5(Program Rate Card).
- e. **Payment Disputes.** Program Partners may review the [Payment and Dispute guidance](#) for additional information regarding payments and disputes.

4) Payments Terms.

a. Payments

- i. **Payment Central.** Payments will be processed via Microsoft Payment Central ("Payment Central") and released to the Program Partner 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 Program Partner should submit a Payment Support ticket at <https://aka.ms/PXPartnerSupport> to notify the Payment Operations Team of the changes.
- ii. **Timing.** Payment will be paid upon receipt of the required documents listed under Payment Eligibility Milestones of this Exhibit B, 45 days in arrears of achieving the payment milestone, and Program Partners completing their Payment Central onboarding.
- iii. **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.
- iv. **Taxes.** Per [Section F](#) of these Terms and Conditions, Program 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.

- v. **Failed Payments.** Failed booster payments will be held for 180 days. After 180 days, Program Partners will forfeit their 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 Program Partner.** If the Program Partner cancels the voucher or stops engagement with the Eligible Customer on an approved SOW, any payment provided was not earned as Eligible Customers must receive the value agreed to in the SOW. Any overpayment of funds will be recovered from other Eligible Customers by reducing future payments by the overpayment difference. If the overpayment is more than the Program Partner has submitted SOWs, then an invoice for the overpayment difference will be sent to the Program Partner and Program Partner will pay such invoice.
- ii. **Cancellation by Education Customer.** If an Eligible Customer cancels the engagement with the Program Partner after an approved SOW has been signed, the Program Partner will only receive 50% of the payment. Microsoft will review eligibility for the remaining 50% based on assessment of engagement. The additional 50% is not guaranteed.
- iii. **Cancellation by Nonprofit Customer.** In the case of a nonprofit Eligible Customer, the voucher payment of 50% can only be paid if SOW has already been signed by Eligible Customer, received, and approved and Eligible Customer signed POE is received by Voucher Expiration Date and subsequently approved. Microsoft will review eligibility for the remaining 50% based on assessment of engagement. The additional 50% is not guaranteed.

c. Payment 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. Payment earning statements are published to the Partner Statements section of the Partner Community Portal. These are available to the Primary Contact, Accounting Manager, 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.
- iv. The Program is unable to provide Act of Acceptance ("**AoA**") documents. Program Partners doing business in countries requiring AoA documents will need to identify an alternative solution for collecting Program earnings.

d. ADJUSTMENT TO PAYMENTS

- i. A Program Partner must report any errors, issues, disputes, or missing payments regarding the calculation of booster 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 Program Partner within the 90-day period, Program Partner will be deemed to have accepted the calculation and payment.
- ii. Program Partners 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.
- iii. Microsoft reserves the right at any time to adjust payments to the Program Partner if Microsoft identifies any discrepancy, error, or omission.
- iv. 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.
- v. If Program Partner fails to meet the requirements and milestones of the Program after receiving payment, Microsoft may withhold Program earnings from subsequent payments (or any successor agreement), and if the Program Partner does not achieve the requirements for deployments anticipated and therefore receives funds in excess of actual earnings, recover the unearned portion of the payment.

5) PROGRAM RATE CARD FY27 - Elevate Deployment Booster Program

Offers	Booster Payment Eligible Dates	Copilot 300-500 Seats	Security Suites 300+ Seats	Payment
FY27 Offers*				
FY27 Elevate Deployment Booster for Education Eligible Customers	July 1, 2026, to June 30, 2027	M365 Copilot	- M365 A3, M365 A5, Security Suites Deployment - Switching from Google (Deployment)	Capped at \$25,000
FY27 Elevate Booster Deployment for Nonprofit Eligible Customers	July 1, 2026, to June 30, 2027	M365 Copilot	- M365 E3, M365 E5, Security Suites Deployment - Switching from Google (Deployment)	Capped at \$25,000