



FY27 Elevate Deployment Booster Program

August 2026





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Microsoft Elevate Mission

Wide the circle of opportunity by strengthening education, workforce and nonprofit systems to help people thrive in the AI economy



**Opportunity
for every
classroom**



**Opportunity
for every
changemaker**



**Opportunity
for every
community**

In close partnership with Microsoft Partners

Why FY27 Elevate Deployment Booster?

Background



The FY27 Elevate Deployment Booster helps eligible Nonprofit and Education customers accelerate deployment and adoption of Microsoft 365 workloads through an invitation-only, Microsoft Elevate field-led voucher program.



Qualifying outcomes include faster deployment of Microsoft 365 Copilot, M365 A3/A5, M365 E3/E5, Security Suites, Agent 365, and switching from Google.



The program is a post-sales voucher program for enrolled partners, capped at \$25,000 per customer and intended to partially offset deployment costs.

FY27 Elevate Deployment Booster Program

Program Summary

The FY27 Elevate Deployment Booster is an invitation-only, Microsoft Elevate field-led voucher program that helps eligible Elevate Nonprofit and Education customers accelerate deployment of Microsoft 365 Copilot, M365 A3, M365 A5, Security Suites Deployment, and Switching from Google (Deployment) on CSP and/or EES.

Program Term

July 1, 2026 – June 30, 2027 (FY27). Invitation-only and limited to 150 Program Partners.

Measure and Reward

- The Microsoft Elevate Field nominates Eligible Customers to receive a Deployment Booster voucher, redeemed through a Program Partner.
- The partner submits a Voucher Redemption with a signed SOW, then a signed POE, through the Partner Community Portal.
- Education & Nonprofit customers earn 100% of the booster value on approved POE; each voucher is capped at \$25,000 and paid via Payment Central ~45 days after the milestone.

Partner Eligibility

Agreement: Active Microsoft AI Cloud Partner Program Agreement, maintained for the Program Term.

Partner must:

- Be invited through a nomination by a Microsoft Elevate field seller or vendor digital sales
- Possess a Copilot or Security specialization
- Complete Payment Central onboarding & profile setup
 - Maintain two contacts (Primary + Accounting).

Customer Qualification

Eligible: any Nonprofit or Education Microsoft Elevate customer on CSP and/or EES — including those migrating from Google or upselling Microsoft qualifying workloads

Qualifying Workloads:

- M365 Copilot; M365 A3/A5 (Education) or M365 E3/E5; Security Suites Deployment; Switching from Google.

Ineligible: EA customers, Security Standalones, and US Federal / GPP accounts, or offers combined with other funding (e.g., ECIF, MCI post-sales).

FY27 Elevate Deployment Booster Program

Program Overview	Invitation-only voucher program helping eligible Nonprofit and Education customers accelerate deployment of Microsoft 365 Copilot and select workloads on CSP and/or EES. Program Term: July 1, 2026 – June 30, 2027 (FY27); limited to 150 Program Partners.
Qualifying Workloads	Education: M365 Copilot, M365 A3, M365 A5, Security Suites Deployment, and Switching from Google. Nonprofit: M365 Copilot, M365 E3, M365 E5, Security Suites Deployment, and Switching from Google. Eligible customers transact on CSP and/or EES.
Approach & Nominations	Invitation-only. The Microsoft field nominates Program Partners and Eligible Customers; the Quick to Market (QTM) team enrolls partners. Invitations are at Microsoft's sole discretion — based on performance, location, and expertise — and limited to 150 partners.
Award & Payment	Voucher value is based on the qualifying workload purchased (per the Program Rate Card), capped at \$25,000 per customer. Education & Nonprofit: 100% on approved POE; Commercial: 100% on approved POE. Submit Voucher Redemption, SOW, and POE via the Partner Community Portal; paid through Payment Central ~45 days after the milestone. Vouchers must be used within 3 months of issue (POE by June 30, 2027). 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 payout opportunity
Eligibility	Partner: Active Microsoft AI Cloud Partner Program Agreement; invited by Microsoft; Possess a Copilot or Security specialization; Payment Central onboarding. Customer: eligible Nonprofit & Education on CSP/EES. Ineligible: EA, Security Standalones, and US Federal / GPP accounts.

FY27 Elevate Deployment Booster Program Partner Program Terms

How it works

- Microsoft Elevate field nominates eligible customers
- Partner submits Voucher Redemption, signed SOW and POE
- Approved POE triggers Payment Central payment

Eligible Customers

- Eligible Nonprofit and Education customers on CSP and/or EES
- Google migrations and qualifying Microsoft workload upsells included
- Ineligible: EA, Security Standalones, US Federal, GPP, MCAPS, same-workload double funding

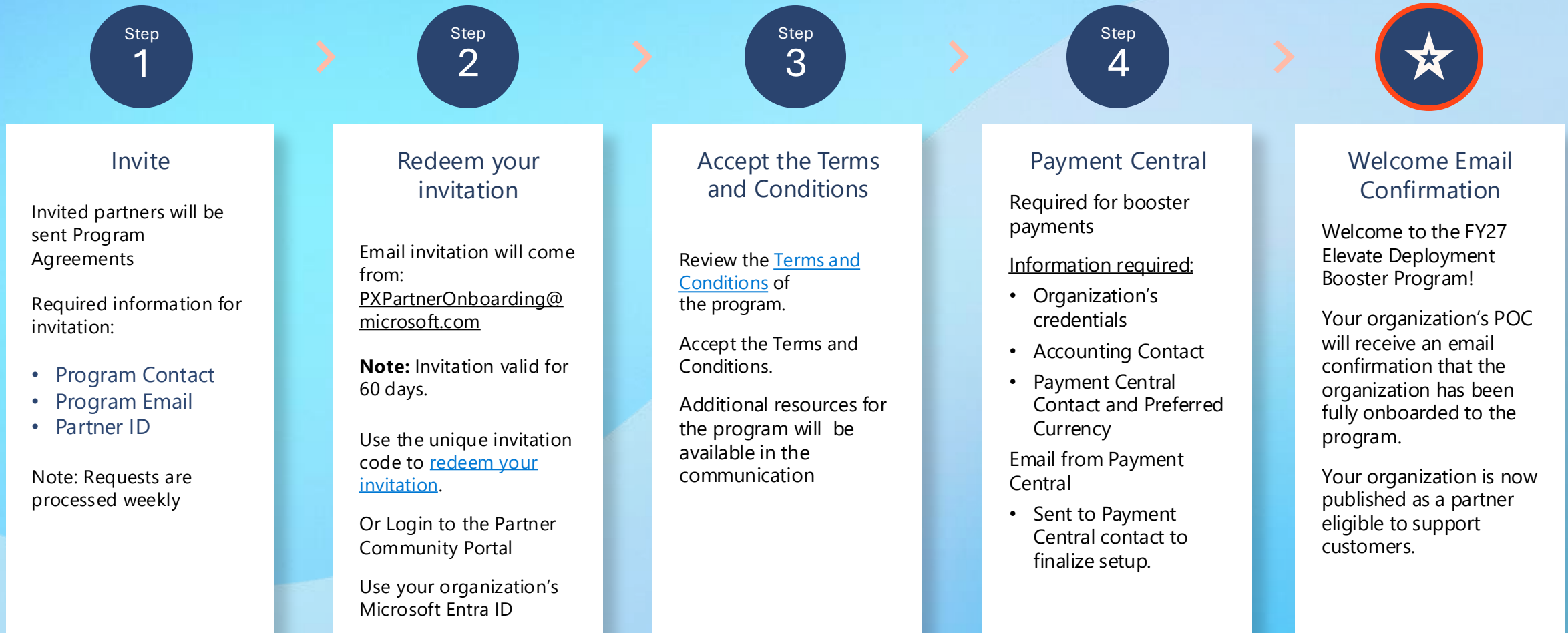
Partner Eligibility

- Invitation-only; capped at 150 Program Partners
- Accepted T&Cs and completed Payment Central onboarding
- Nominated by Microsoft Elevate field seller or vendor digital sales

Proof of Execution

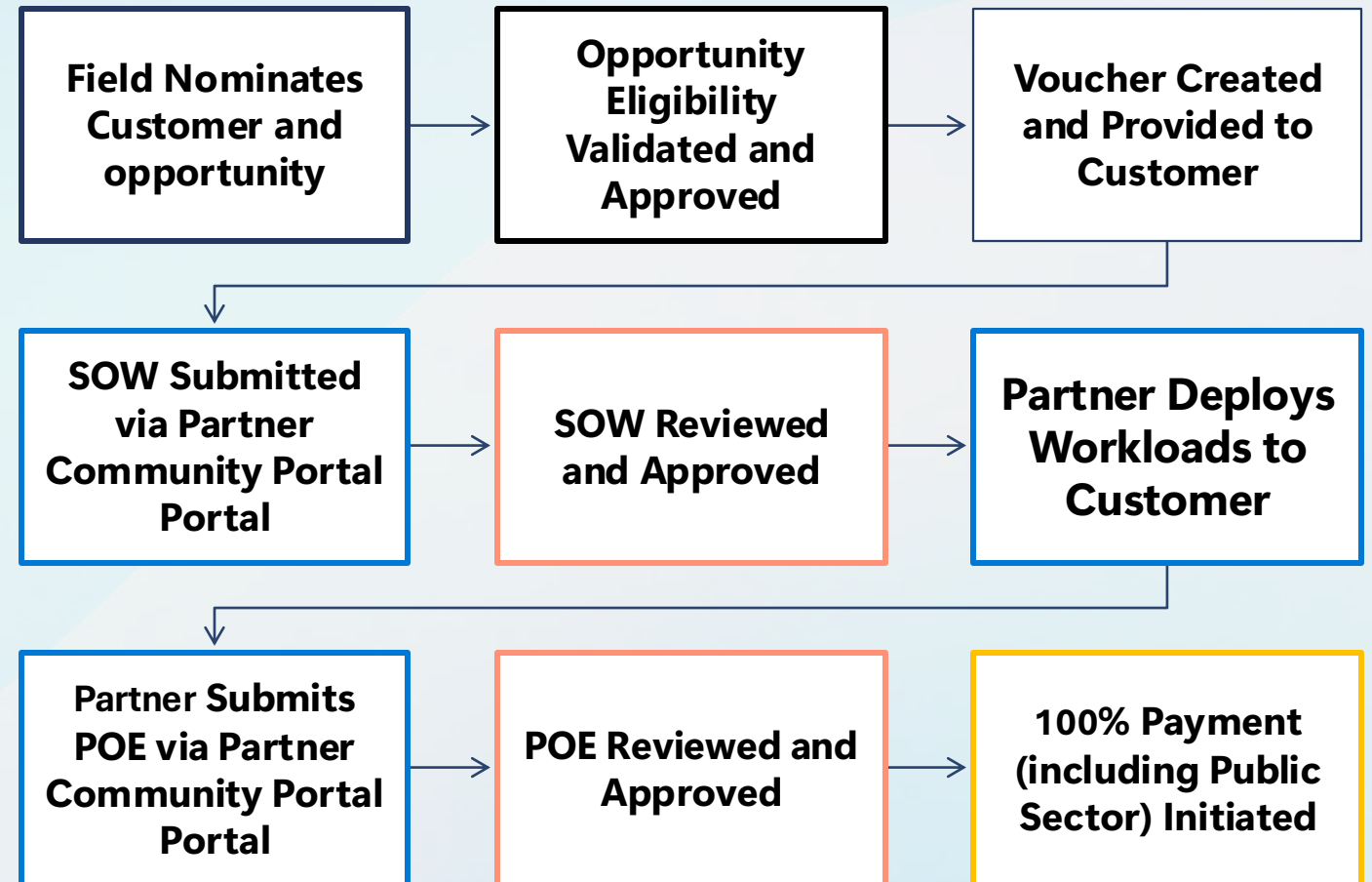
- 100% booster value on approved POE; up to \$25K per customer; POE due by voucher expiration and June 30, 2027

FY27 Elevate Deployment Booster Program - Onboarding Process

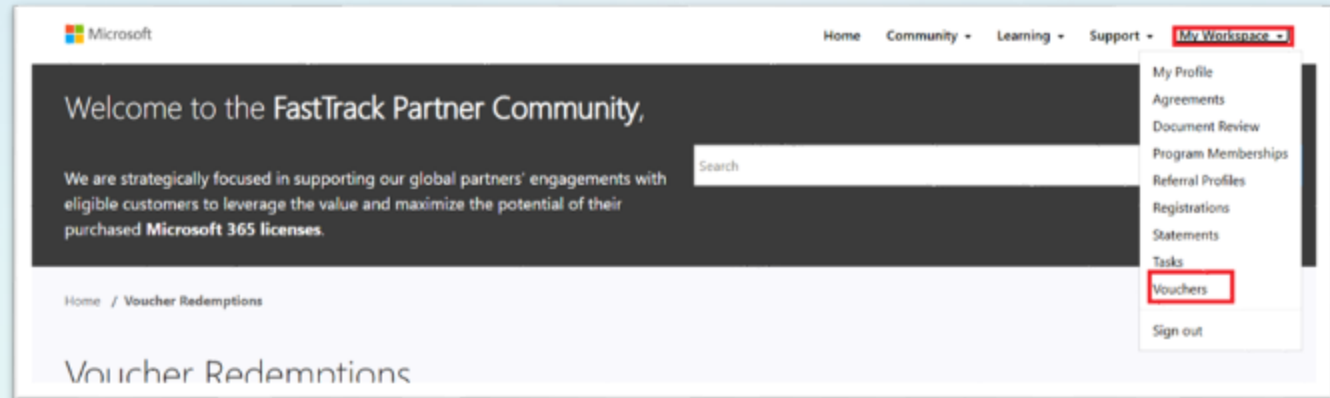


Elevate Deployment Booster Program Flow Overview

- Program Sponsor
- Elevate Field
- QTM Registration Team
- Payment Operations
- Partner



Submitting a Voucher Redemption



- Sign in to the Partner Community Portal
- Click on Vouchers under My Workspace
- Create a new Voucher Redemption request
- Select the eligible FY27 Elevate Deployment Booster Program
- Enter customer details and upload required documents, including SOW and/or POE
- Submit for Microsoft review and validation

Statement of Work (SOW) Template

- **Update: Digital Documents only** – we are phasing out scanned documentation.
- **Follow instructions and example on sheet**
- Requires voucher redemption to complete
- Provide full information requested
- Keep details brief
- Can send for review before signing
- Partner/Customer information should match signers
- Do not deliver any work until SOW is approved

Proof of Execution (POE) Template

- **Update: Digital Documents only** – we are phasing out scanned documentation.
- POE must be submitted after approved SOW
- POE should match approved SOW
 - **No changes to workloads/scope**
- Provide full information requested
- Partner/Customer info should match signers
- POE **cannot** be signed on same day as SOW
- Submit by voucher expiration and by June 30, 2027

POE must match approved SOW

Call to Action



FY27 Elevate Deployment Booster Program Partner

Review

- Program Terms

Engage

- With Customers quickly

Act

- Submit POE and SOWs promptly



Questions on the FY27 Elevate Deployment Booster?