



# Microsoft Partner Agreement Overview

For CSP Indirect Resellers

June 2019



# Agenda

- Microsoft Partner Agreement for CSP Resellers
- Key steps to enroll as a CSP Reseller on Partner Center

# New Microsoft Partner Agreement for Indirect Resellers

## Why

- Help build trust between partners, customers and Microsoft by providing higher degree of transparency and compliant business practices
- Provide partners with a simple, unified, digitally executed partner agreement that contains a core set of perpetual terms and enhanced data privacy, security and compliance terms presented through a simplified contracting experience
- Clarify and elevate partner rights and responsibilities in response to regulatory requirements

## What

- All partners in the CSP program including Indirect Resellers are required to accept the Microsoft Partner Agreement<sup>1</sup>
- Partner Center user interface (aka. dashboard) will be the main method of communication for all partner types including indirect resellers

## When

- Start to enroll as an Indirect Reseller on Partner Center today
- Microsoft Partner Agreement preview: starting **July 31, 2019**
- Microsoft Partner Agreement availability date: **September 1, 2019**
- Enforcement date<sup>2</sup>: **After January 31, 2020** (All partners in the CSP program are required to accept)

1. Indirect Resellers will be required to accept Microsoft Partner Agreement when they log on to Partner Center Dashboard to access CSP tenants.

2. After **January 31, 2020**, acceptance of MPA will be required for all partners in the CSP program to be able to transact ( i.e. add new subscriptions or add seats to existing subscriptions) through the Partner Center API or User Interface (aka Partner Center Dashboard) .

*“Businesses and users are going to embrace technology only if they can trust it.”*

Satya Nadella  
Chief Executive Officer  
Microsoft Corporation

- Protecting customer privacy
- Increasing transparency
- Complying with complex global regulations



# Why Microsoft Partner Agreement

## Vision:

Provide a simple contracting experience that supports all offers with consistent and relevant terms across GTM entry points while enabling partners to sell/build through/with Microsoft.



- All partners in the CSP program including CSP Resellers are required to accept the Microsoft Partner Agreement
- Indirect Resellers participating in the CSP program need to work with Indirect Providers to onboard on Partner Center and to execute relevant terms
- Partner Center Dashboard will be the main method of communication for all partner types including indirect resellers



## MICROSOFT PARTNER AGREEMENT

### CORE TERMS

(the "Core Terms")

These Core Terms govern how we work together, generally, and, when combined with any Program-specific terms referenced in the Enrollment executed by Microsoft and Company, in the context of a specific Program. "Microsoft" and "Company" mean the respective entities designated in an Enrollment.

#### 1. DEFINITIONS

"Confidential Information" means a party's non-public information, know-how, or trade secrets that (a) the party designates as being confidential; or (b) given the nature of the disclosure or circumstances surrounding the disclosure, the receiving party should treat as confidential.

"Company Affiliate" means any legal entity over which Company has direct or indirect ownership control of more than 50% of the equity interests of the entity (for so long as such ownership or control exists).

"Data Protection Laws" means any Laws applicable to Company or Microsoft, relating to data security, data protection, and/or privacy, including Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to processing of Personal Data and the free movement of that data ("GDPR").

#### 2. PROPRIETARY RIGHTS AND CONFIDENTIALITY

**2.1 Reservation of Rights.** Except as otherwise expressly granted in the Agreement: (i) each party owns and retains all rights, title, or interest in and to its own respective intellectual and other proprietary rights, and neither party grants such rights to the other party; and (ii) all permitted use of Products is by license only, and is not subject to the "first sale" or similar doctrine under copyright or other applicable intellectual property rights Laws. Any use in the Agreement of words such as "distribute," "sell," "price," "fees," or similar words is for convenience only, and not to be construed to mean that title to any underlying intellectual property rights in the Products is being transferred.

**2.2 Excluded License.** A party's rights to any Products under any Agreement do not include any license, right, power, or authority to subject the Products to any of the terms of an Excluded License. A party may use or distribute Products with other material that is subject to an Excluded License only if such Products are used or distributed in a manner that does not subject, or purport to subject, the Products (or any intellectual property related to the Products) to the terms of an Excluded License.

**2.3 Proprietary Notices.** Neither party will remove any copyright, trademark, patent, or similar notices from the other party's materials without express written consent from the other party.

**2.4 Use of Marks.** Except as expressly provided in the Agreement, or any separate license agreement that is incorporated into the Agreement by reference, the Agreement does not grant either party any right, title, interest, or license in or to any of trademarks, trade names, trade dress, or logos (collectively, "Marks") of the other party. Company may use Microsoft's corporate name, Microsoft Product names, and trademarks ("Microsoft Marks") in plain text (but not logos, trade dress, designs, or word marks in stylized form) to accurately identify and refer to Microsoft and its technology and services. However, in making such references, Company must refrain from use that is likely to cause confusion about Company's relationship

# Microsoft Partner Agreement: key steps for resellers



**If you have not yet onboarded to Partner Center, enroll today following the instructions**



July 31, 2019



Sep 1, 2019 – Jan 31, 2020

# CSP Reseller Onboarding to Partner Center Checklist

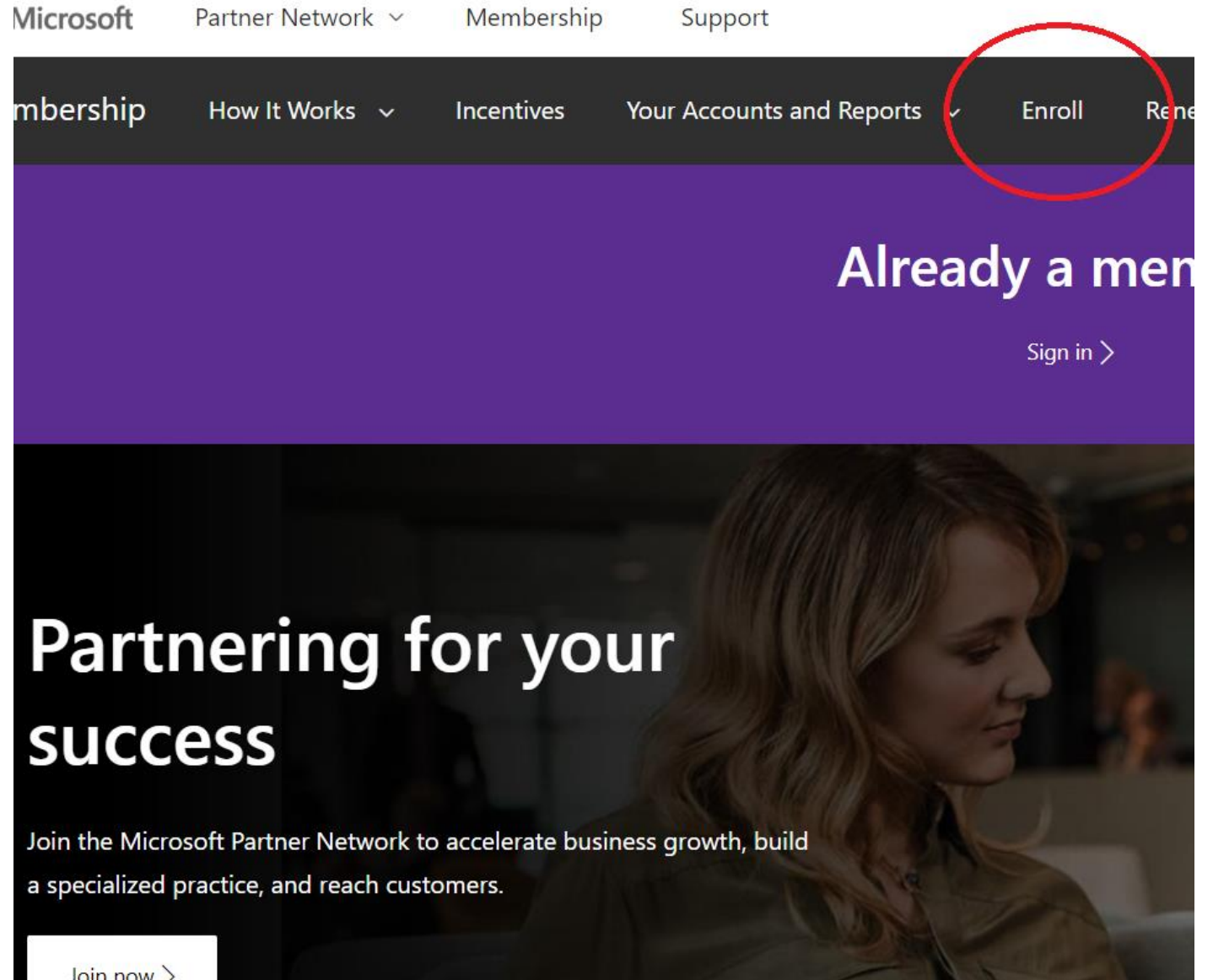


# MPN ID for Enrollment

## 1. MPN ID for enrollment

Do you have an MPN ID specific to each location being enrolled? Or do you have the admin credentials from your company's MPN account in case you need to create new ID numbers?

To register for an MPN ID, start [here](#), click the **Enroll** link, and complete the process, or add a location under your parent ID in your MPN account in Partner Center.



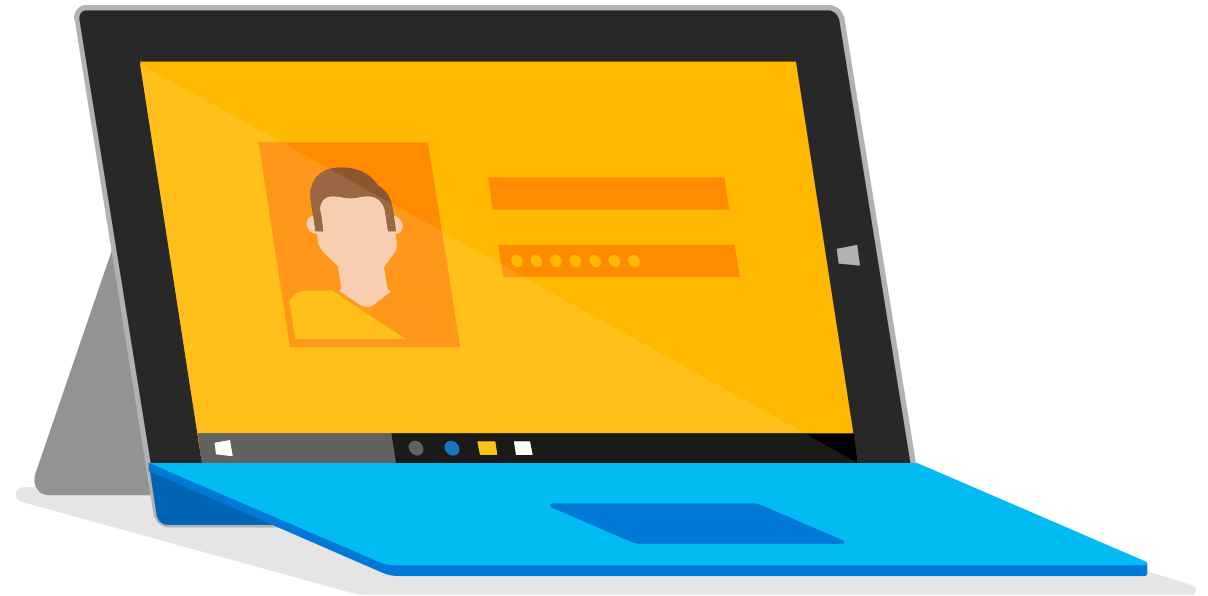


# Credentials for Enrollment

## 2. Credentials for enrollment

Do you have an existing Microsoft global admin login associated with the country of enrollment that you will use to sign in to the enrollment form?

If not, you will need to create a new global admin account for CSP [here](#).

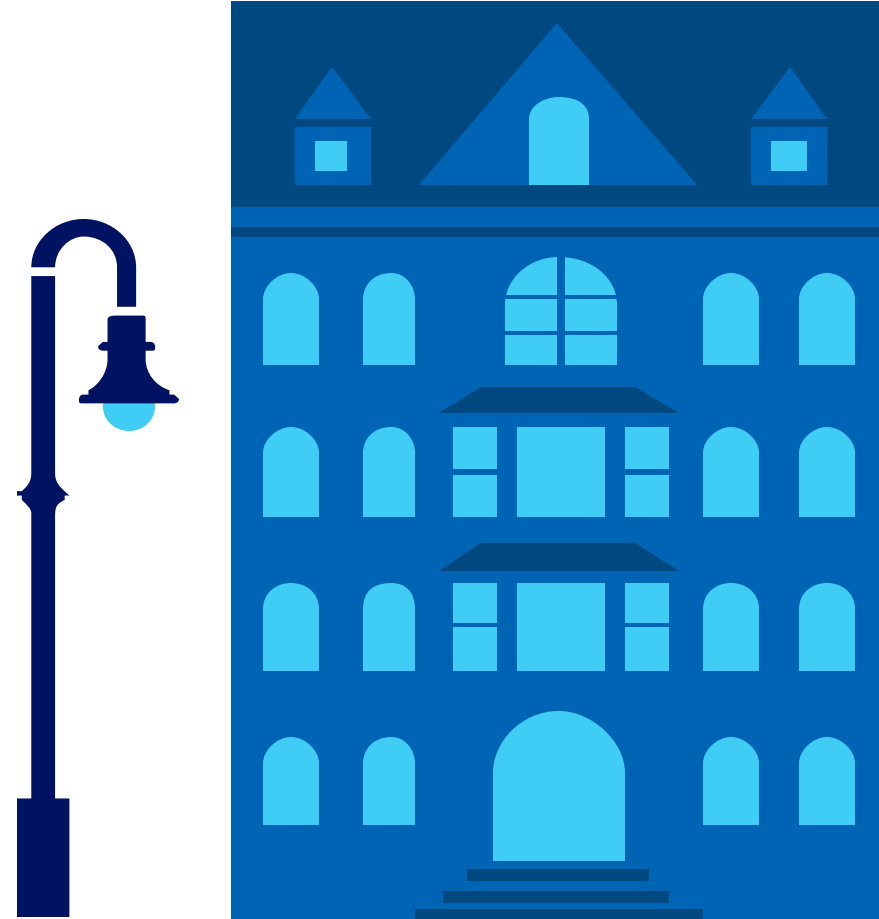


# Legal Business Name and Address for Enrollment

## 3. Legal business name and address for enrollment

Do you have a registered legal business name, address, and phone number for each location you plan to enroll?

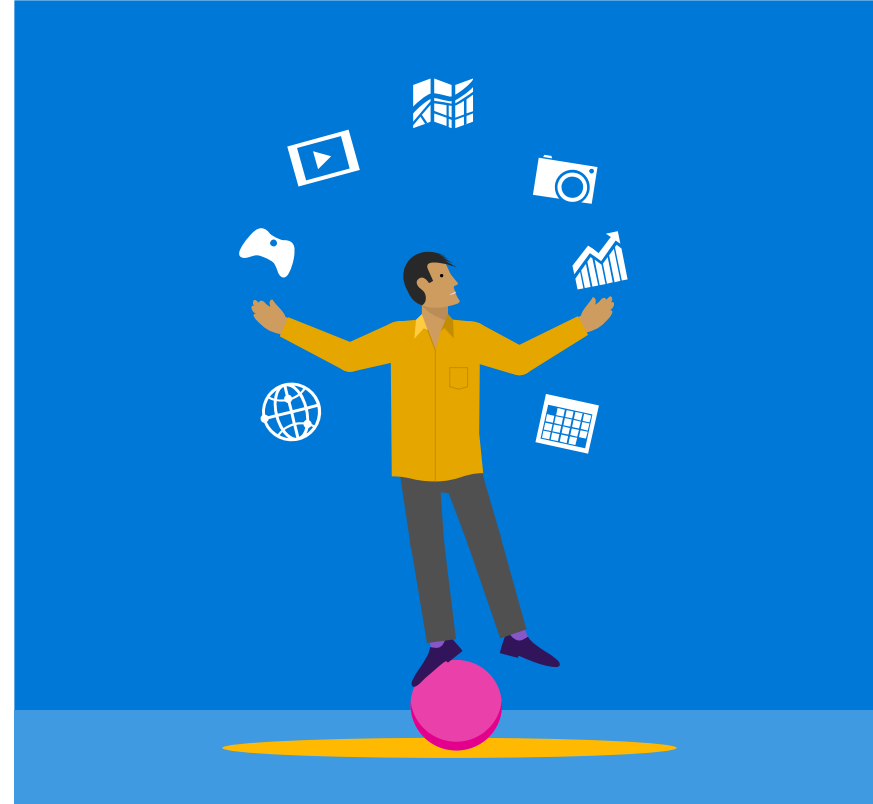
When submitting the enrollment form you will need to ensure that you enter your correct registered legal business name, address, and phone number, and each is up-to-date. This will assist you in going through any of our verification processes.



# Admin for Your Enrollment

## 4. Admin for your enrollment

Have you identified the person in your organization who will be the primary contact for the enrollment and onboarding process?



# Marketing to Customers

## 5. Marketing to customers

Are you ready to create a business profile in your Partner Center account to have your company displayed on “Find a Partner” search?

Microsoft

Microsoft 365

Azure

Office 365

Dynamics 365

SQL

Windows 10

More

Search Microsoft.com

Sign in


Find a Microsoft solution provider

United States

51-250 employees

Azure


Add a keyword



**Computer Solutions East**  
Boca Raton, FL, US

Winner of 2016 East Region  
Renewal/Annuity Partner of the Year  
Award. Gold and Silver certified for  
Services on Volume Licensing, Microsoft  
365, Office 365 and Azure Migrat...


SELECT PROVIDER +



**Vology, Inc.**  
CLEARWATER, FL, US

Vology is a high growth Strategic  
Solutions Provider with the capabilities  
to handle full Information Technology  
needs from Managed Services to Field  
Services and Product Solutions for ou...


SELECT PROVIDER +



**Maureen Data Systems**  
Cypress, TX, US

Building out and maintaining your IT  
ecosystem doesn't have to be a do-it-  
yourself project. MDS can help identify  
network issues, configure devices, and  
optimize your infrastructure to ma...


SELECT PROVIDER +



**Lighthouse Technology  
Partners**  
Greenwich, CT, US

Lighthouse Technology Partners is an  
award-winning Microsoft Solution  
Provider. We are a Microsoft P-Seller,  
"one of a select group chosen from the  
elite in Microsoft's partner comm...


SELECT PROVIDER +



**A & E Technologies, LLC -  
Office 365**  
Seattle, WA, US

A & E Technologies, LLC provides  
outstanding service. They have top  
notch consultants that specialize in the  
following areas: Microsoft Licensing -  
Office 365 (CSP and OPEN Licens...

SELECT PROVIDER +



**Interlink Cloud Advisors,  
Inc.**  
Cincinnati, OH, US

After a merger or acquisition, there is a  
need to quickly identify IT goals,  
develop an integration plan, and  
combine the data of the separate  
entities. Organizations also need ...

SELECT PROVIDER +

# Instructions for Completing CSP Reseller Onboarding to Partner Center

# Onboarding to Partner Center

1. Go to:  
<https://partner.microsoft.com/en-us/pcv/register/joinnow/enrollment/welcome/valueaddedreseller>  
to start the CSP onboarding process. Check that you have all the requirements for onboarding, then click **Next** to go to the first step.

## Welcome to Partner Center!

As a Microsoft partner on Partner Center, you have at your fingertips an entire platform designed to make it easy to create and manage business profiles, manage referrals, and do business with customers and indirect providers.

To create a Partner Center account, you'll need to provide the following information. You may want to take a few minutes to gather these items before you get started:

- **Global administrator credentials for your work account**

You'll need to provide the user name and password you use to sign into Office 365, Microsoft Azure, or Microsoft Dynamics CRM. If you don't have a work account, you can create one during the enrollment process.

- **The user name and password you use to sign in to the Partner Membership Center site**

We use this information to link your organization's Microsoft Partner Network ID (MPN ID) with your new Partner Center account so that you can manage your membership benefits and data in Partner Center.

- **Your organization's legal business name, address, primary contact, and support details**

We need this information to confirm that your organization has an established profile with Microsoft and that you are authorized to act on its behalf.

Please note that it can take us several days to review and verify the information you've provided. We'll email you when we've completed our review.

Next

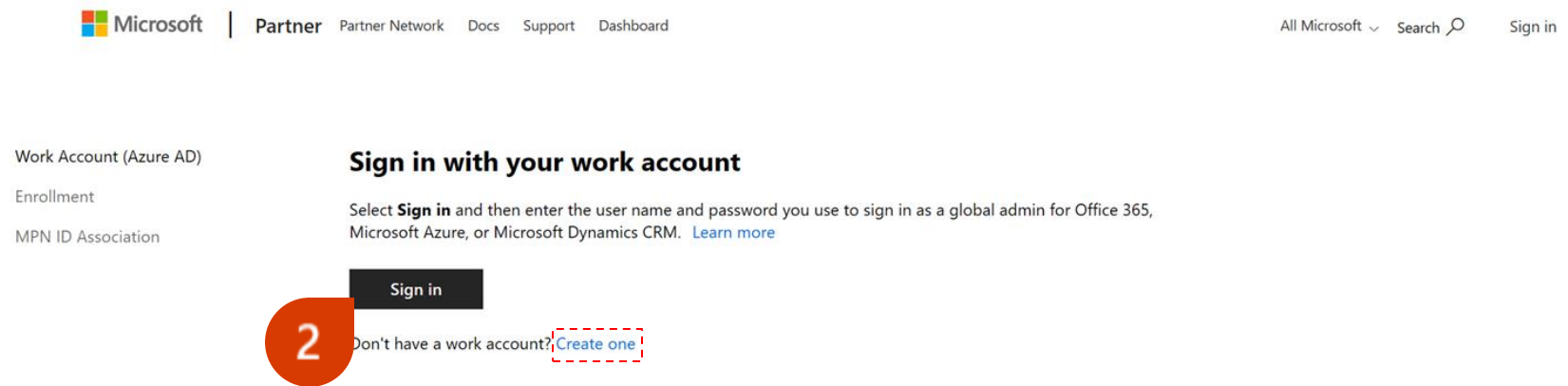
Cancel

1

# Onboarding to Partner Center

2. Click on the **Sign in** button to sign in with your Microsoft global admin work account.

Note: If you don't already have an account or want to create a new one, click the **Create one** link to set up a Partner Center account. You will then use the newly created credentials from the account form to log in to the enrollment process.





# Onboarding to Partner Center

3. Sign in using your account username and password (the ID for signing in to an Office 365, Azure, or Dynamics account, e.g., admin@deltacloudreseller.onmicrosoft.com).

**Please note that you must sign in using an account that has global admin privileges, and one that you plan to use to manage your CSP indirect reseller account in the Partner Center.**



## Sign in

Email, phone, or Skype

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No account? [Create one!](#)

[Can't access your account?](#)

[Sign-in options](#)

Next

# Onboarding to Partner Center

## 4. Complete the CSP Indirect Reseller enrollment form.

### Important note:

When completing the enrollment form please ensure that you enter the correct registered legal business name, address, and phone number and that each are up-to-date. This will assist you in going through any of our verification processes.

#### Enrollment details

Market: United States  
Global admin: Test@ .onmicrosoft.com



#### Legal business profile

Verify or provide your organization's legal business profile details.

Organization name *	<input type="text" value="Legal Business Name"/>		
Address line 1 *	<input type="text" value="123 Legal Business Address"/>		
City *	<input type="text" value="Redmond"/>		
Address line 2	<input type="text"/>		
State/Province *	<input type="text" value="Washington"/>	ZIP/Postal code *	<input type="text" value="98052"/>

#### Primary contact

Provide the details of the person in your organization we should contact about your application. We'll use this information to verify that this person works at your organization.  
**Important:** We don't accept email addresses from Web-based email services such as Gmail, Yahoo! Mail, iCloud Mail, AOL Mail, or Outlook Mail.

Primary contact first name *	<input type="text" value="Primary Contact First Name"/>	Primary contact last name *	<input type="text" value="Primary Contact Last Name"/>
Primary contact email *	<input type="text" value="primarycontactemail@microsoft.com"/>	Phone number *	<input type="text" value="206-555-1212"/>

#### Customer support info

Provide your customer support information so that customers can easily reach you when they need help.

Support website *	<input type="text" value="www.supportwebsite.com"/>	Support email *	<input type="text" value="support@support.com"/>
Support phone *	<input type="text" value="206-555-1212"/>		

By selecting **Enroll now** below, I confirm that I am authorized to act on my company's behalf and I understand that Microsoft will verify the information I've provided. I acknowledge that my organization is capable of providing administrative and technical support.

Enroll now

Cancel

# Onboarding to Partner Center

5. A pop-up message will say that an email will be sent to the email address you provided on the form. Click **OK** to complete the enrollment submission.

## Important note:

Provide an official company email address associated with the registered legal business name and address provided on the enrollment form.

## Verifying primary contact's email address

We'll email \_\_\_\_\_@microsoft.com to verify that this email address belongs to your company \_\_\_\_\_@microsoft.com must respond before we can continue to review your application.

**Important:** We don't accept email addresses from Web-based email services such as Gmail, Yahoo! Mail, iCloud Mail, AOL Mail, or Outlook Mail.

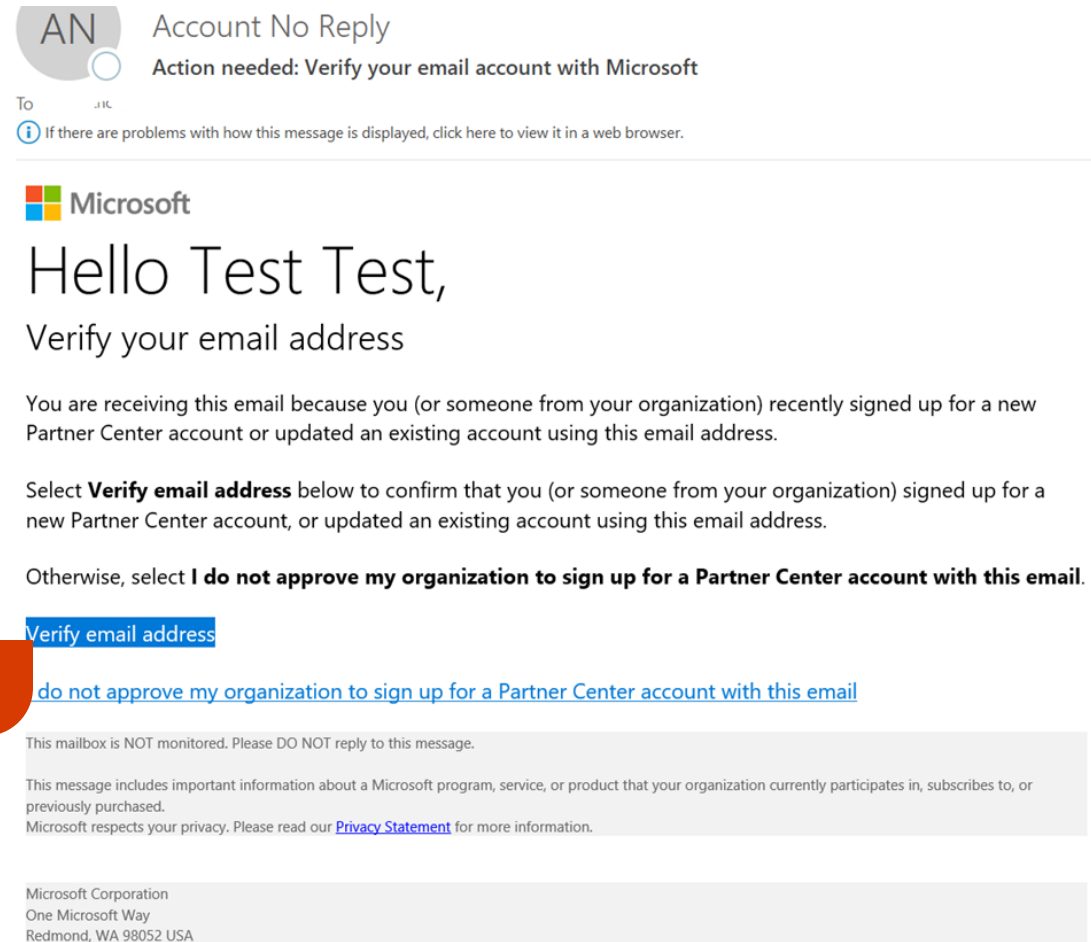
If \_\_\_\_\_@microsoft.com doesn't get our email, go to **Account Settings** and select **Resend verification email**.

To change the primary contact's email, select **Cancel** and then change the email address to one associated with your company's domain name.



# Onboarding to Partner Center

6. Your primary contact will receive an email asking them to verify email ownership. They will need to complete this step as part of the enrollment verification process.



# Onboarding to Partner Center

7. Once your primary contact clicks to confirm the email address, you'll see a confirmation page in the CSP onboarding portal to let you know that the email address has been verified.



**Partner**

Partner Network

Docs

Support

Dashboard

## Email successfully verified

Thank you for verifying your email address. We will now continue reviewing your organization's application.

Close

# Onboarding to Partner Center

8. Enter the company name or MPN ID for the business location you're enrolling and click the **Search** button so it can be found in our system. Select the location you want to associate with your Indirect reseller account.

**Note:** If you skip this step, you must complete it before your account can be activated.

## Associate your MPN ID to your Partner Center account

We need to link your organization's Microsoft Partner Network ID (MPN ID) with your new Partner Center account so that you can manage your membership benefits in Partner Center.

Be sure to choose the MPN location for the organization profile linked to your incentives, membership benefits, and competencies, if eligible, so we can align this important information under your Partner Center account. The MPN location must be associated with an organization profile that is active and located in the same country/region as your Azure AD tenant.

You can complete this step later, but your account won't be fully active until you complete this association. For additional assistance, contact [Microsoft support](#).

Enter your company name or MPN ID

 ✕ 🔍

Select the location to associate to this account

Cloud Solution Partner, Redmond, WA, US

☒ Cloud Solution Partner, Redmond, WA, US

Associate my MPN ID

Skip for now

8

# Onboarding to Partner Center

9. You will see a confirmation of the submission of your enrollment form on the Dashboard page of the Partner Center. Click on **Account settings** to monitor your legal business entity verification progress.

## Welcome, Test!

We're reviewing your Partner Center account application. We'll email your organization's primary contact when we've finished reviewing your application. Please note that it can take several days to complete our review. Go to [Account settings](#) for more details about the status of your application.

### Current tasks

9

#### New! Partner Center status

Get Real-time status on Partner Center Website Operations.

[View now](#)

### Quick links



#### Partner search

Find solutions built by Microsoft partners. Create a business profile to help customers and partners find you (admin credentials required).

[Find other Partners](#)



#### User accounts

[View users](#)

[My permissions](#)

[My Profile](#)



# Onboarding to Partner Center

10. You can check the progress of your legal business entity verification by clicking on **Partner Profile** in **Account Settings**.

The screenshot shows the Microsoft Partner Center dashboard. The top navigation bar includes the Microsoft logo and the word "Dashboard". A left sidebar contains a menu with "Account settings", "Partner profile", "Organization profile", and "User management". The "Partner profile" item is highlighted with a red circle containing the number "10". The main content area is titled "Partner profile" and includes a description: "Your partner profile contains your registration info and settings." Below this, there is a section for "Legal business profile" with an "Update" link. The "Verification status" is shown as "Pending". A vertical timeline indicates the progress of the verification process: "Verification Started" (completed, green checkmark), "Email Ownership" (current step, yellow clock icon), "Employment Verification" (pending, grey circle), "Business Verification" (pending, grey circle), and "Decision" (pending, grey circle). The "Email Ownership" section provides details: "Verification email sent to primary contact, currently v-dawidn@microsoft.com. The primary contact should verify their email address before we can continue with our review." It also includes links for "Wrong email address? Update primary contact." and "Email not received?. Resend verification email."

*Note: In most cases, authorization process will take a couple of days. In certain cases, it may take longer time to validate and authorize, and resellers may be notified to provide additional information.*

# Onboarding to Partner Center

- 11. Once legal business verification is completed, the status will update to "Authorized."

Partner profile

Your partner profile contains your registration info and settings.

Legal business profile

Update

Verification status

Authorized

Organization name

Microsoft Corp.

Address

One Microsoft Way  
Redmond Washington 98052  
United States

Primary contact

Anthony Test  
email@microsoft.com  
206-555-1212

Support

Update

Support info

www.test.com  
test@test.com  
206-555-1212

11

# Onboarding to Partner Center

12. You will then receive an email to let you know that your application has been approved. You'll also be asked to accept the agreement terms by clicking on the **agreement terms** link.

Microsoft Partner Center <msftpc@microsoft.com>

Approved: Your Partner Center application has been approved.



Your request has been approved

**Organization:**

**MPN ID:**

We've approved your application. The last thing you need to do before using or transacting in Partner Center is sign the [agreement terms](#).

If you've received this email in error, [contact support](#)

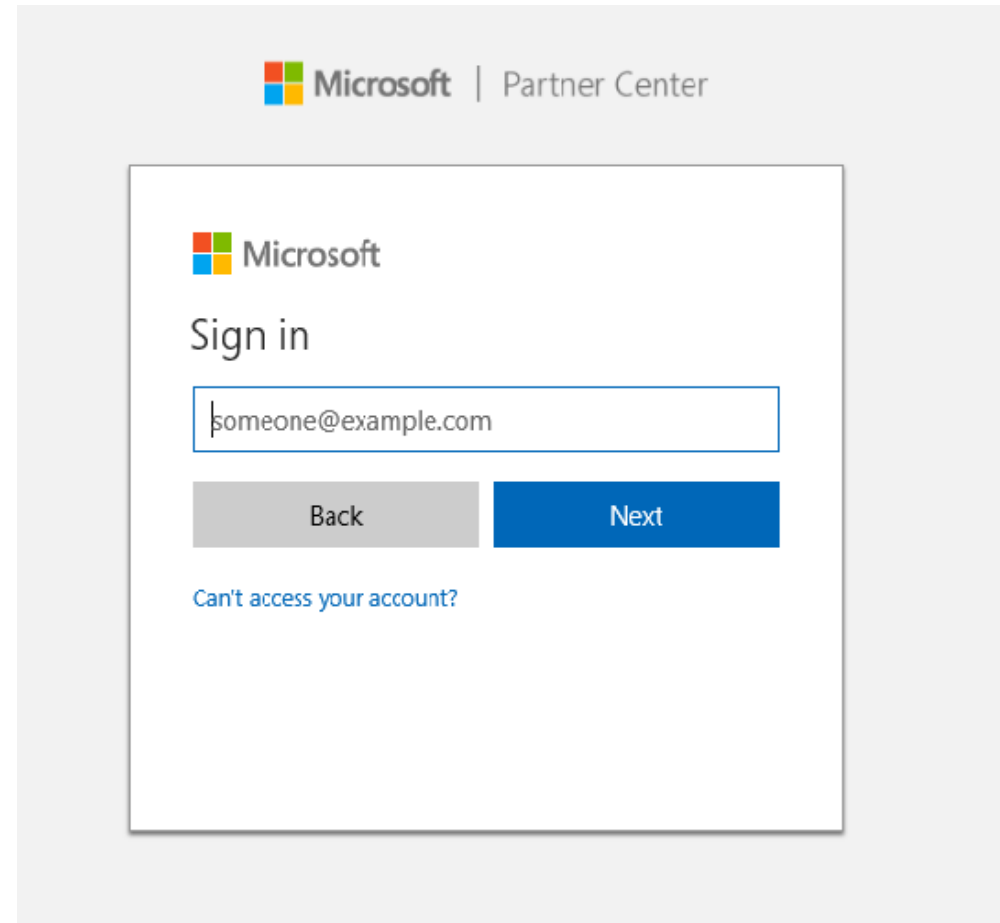
Thank you!

Your Partner Center Team

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# Onboarding to Partner Center

13. The link will take you to the Partner Center sign-in page. **You must sign in with the global admin credentials you used to submit your enrollment.**



The screenshot shows the Microsoft Partner Center sign-in interface. At the top, the Microsoft logo is followed by the text "Microsoft | Partner Center". Below this, a white sign-in box contains the Microsoft logo and the text "Sign in". A text input field is present with the placeholder text "someone@example.com". Below the input field are two buttons: a grey "Back" button and a blue "Next" button. At the bottom of the sign-in box, there is a link that says "Can't access your account?".

# Onboarding to Partner Center

14. Review the agreement terms.  
Click **Accept and continue** to proceed. This step will activate your Indirect Reseller account.

**Note:** This agreement is separate from the Microsoft Partner Agreement.

## Agreement

By selecting **Accept and continue**, I confirm that I'm authorized to act on my organization's behalf and I agree to [Terms and Conditions Governing Indirect Resellers](#) (additional to Microsoft Partner Network Agreement) should I choose to manage relationships with my customers and indirect providers in Partner Center (collectively referred to as "indirect reseller" responsibilities).

Accept and continue

14

## Current tasks

### New! Partner Center status

Get Real-time status on Partner Center Website Operations.

[View now](#)

## Quick links



### Partner search

Find solutions built by Microsoft partners. Create a business profile to help customers and partners find you (admin credentials required).

[Find other Partners](#)



### User accounts

[View users](#)

[My permissions](#)

[My Profile](#)

# Indirect Resellers Not Onboarded to the Partner Center

Your next steps after onboarding

From September 1, 2019 until January 31, 2020:

- Log into the Partner Center as a global admin and accept the Microsoft Partner Agreement.

Note: From September 1, 2019, accepting the Microsoft Partner Agreement will be part of the onboarding process.



# Microsoft Partner Agreement Term Enforcement Timeline

- **September 1, 2019–January 31, 2020:** Indirect Resellers must accept the terms of the Microsoft Partner Agreement.
- **After January 31, 2020:** Indirect Resellers who have not accepted the Microsoft Partner Agreement will have their CSP transactions blocked.
- **From August 31, 2020:** Indirect Resellers who have not accepted the Microsoft Partner Agreement will be offboarded from the CSP Program.





# Questions?

Contact CSP support at <https://partner.microsoft.com/support>