Teamwork Deployment Advanced Specialization

Program Overview and Requirements
Program Overview

Partners who demonstrate deep knowledge, extensive experience, and proven success deploying Microsoft 365 Teamwork workloads may seek the Teamwork Deployment advanced specialization.

Customers need to properly configure, set up, and migrate to the Office 365 service before they can begin taking full advantage of it. Teamwork deployment services present partners with a critical opportunity to ensure customers achieve business value from Exchange Online, Microsoft Teams, SharePoint Online, and Yammer, which can increase customer lifetime value for the partner. The Teamwork Deployment advanced specialization allows partners with an active Gold Cloud Productivity Competency to further differentiate their organization, demonstrate their capabilities, and build stronger connections with customers.

Partners who meet the comprehensive requirements to earn an advanced specialization receive a customer-facing label that they can display on their business profile in the Microsoft solution provider finder, are prioritized in customer searches to drive new business, and can generate a certified letter from Microsoft that verifies the advanced specialization that they have earned.

Learn more about advanced specializations

What are the requirements?
Eligible partners must meet the highest standards for service delivery and support. All requirements will be verified by Microsoft and/or a third-party vendor, either automatically or by manual review, and are subject to change.
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<td>Related competency</td>
<td>Maintain an active Gold Cloud Productivity Competency</td>
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| Performance       | Achieve a minimum of 2,500 monthly active usage (MAU) growth on three of the four separate Teamwork services (Exchange Online, SharePoint Online, Microsoft Teams, and Yammer) in a trailing twelve-month period.  
AND Maintain an average of 20 percent active usage for customers associated to your company in three of the four Teamwork services (Exchange Online, SharePoint Online, Microsoft Teams, and Yammer) in a trailing twelve-month period.  
AND Associate a minimum of 12 new customer tenants with your organization for one of the Teamwork services (Exchange Online, SharePoint Online, Microsoft Teams, and Yammer) in a trailing twelve-month period. |
| Knowledge         | Your company must have four individuals that pass the following certifications.  
Two individuals must pass the following certification:  
Microsoft 365 Certified: Messaging Administrator Associate  
AND  
Two different individuals must pass the following certification:  
Microsoft 365 Certified: Teams Administrator Associate  
*Microsoft 365 Certified: Teamwork Administrator Associate is now retired, but 4 individuals who have passed it still qualifies against this requirement. |
| Customer references| Provide three customer references that demonstrate your organization’s ability to deploy Microsoft 365 Teamwork workloads. Review our guidelines for customer references before submitting. |
| Annual renewal    | Your advanced specialization and associated benefits will remain in place for one year but require that you keep your gold competency status in place. If you do not maintain your gold competency, you will lose your advanced specialization status. On your renewal date, you will need to meet the current program requirements which may evolve over time. |

**Updates to Cloud Productivity competency and applicable advanced specializations**

Monthly active usage (MAU) has replaced active entitlements (AE as the way we measure performance requirements. While AE is measured at the SKU level, MAU measures at the customer tenant level. With MAU, we can more accurately measure your progress towards attaining a Cloud Productivity competency and applicable advanced specializations. Review the FAQ for more information on this change.

**How do I apply?**

Only administrators of an organization’s Microsoft partner account can submit an application for the Teamwork Deployment advanced specialization on behalf of the organization. If you have the appropriate role and access, you can apply by signing in to Partner Center and navigating to your Partner Center dashboard > Competencies > advanced specialization. If you are still in PMC, review our help page and transition guide to learn more about how to move your membership to Partner Center. Once you have moved, you can apply through your Partner Center dashboard.