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
- 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: **After January 31, 2020** (All partners in the CSP program are required to accept)

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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
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: key steps for resellers

1. Enroll as a CSP Indirect Reseller on Partner Center

2. Preview Microsoft Partner Agreement on Partner Center

3. Accept Microsoft Partner Agreement on Partner Center

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.
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?
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/enrollmentwelcome/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.
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.
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.
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.

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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.

![OK and Cancel buttons]
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.
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.
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.
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.
Onboarding to Partner Center

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

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.”
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.
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.**
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.
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