

A Learning Partner must meet all the Learning Program requirements, including Performance Requirements and Microsoft Partner Network (MPN) competency requirements, by end of month prior to their re-enrollment date (anniversary date) to continue in the Learning Program.

1. What are Learning Performance Requirements?

Learning Performance Requirements, also known as Key Performance Indicators (KPIs), are an innovative system designed to recognize and reward Learning Program Partners. Performance Requirements measure your capabilities by tracking *reach* of Microsoft training products and the impact of new Microsoft technical skills in the marketplace. Performance Requirements are tracked via a unit system. These units are then combined and used to monitor your organization's performance and eligibility to remain in the Learning Program. Performance Requirements are calculated based on the most recently completed twelve (12) months of activity.

2. What Qualifies as Meeting Performance Requirements?

Partner contributions support Microsoft's mission of driving current and validated skills in the market. Performance Requirements are calculated on your organization's purchase of Official Microsoft Learning Products (OMLP). For purchases to qualify they must be purchased through Courseware Marketplace (CMP) or a Microsoft-approved certification provider and mapped to your active Microsoft Partner Network (MPN) ID.

For partners participating in Work Force Development (WFD), qualifying purchases under WFD count towards performance requirements at 50%. Refer to WFD agreement for details and pricing.

Exam Voucher and lab purchases do not contribute to the performance requirement of number of students trained. However, these purchases do contribute to the revenue performance requirement for meeting the gold partner requirements.

Qualifying Official Microsoft Learning Products (OMLP)

1. Microsoft Official Course (MOC) units, which include:
 - Printed Microsoft Official Courses (MOC) and Digital Microsoft Official Courses (dMOC)
 - MOC On-Demand
 - Custom Microsoft Official Courses (Custom MOC)
 - Microsoft Technical Associate (MTA) Courseware
 - Packaged Set (MOC +MOC On-Demand)
2. Microsoft Certificates for Open edX (MC)

Measuring Reach: Your growing impact

| Learning Program Performance Requirements | | |
|---|---------------|-------------------|
| Official Microsoft Learning Product | Purchase Unit | Performance Value |
| Microsoft Official Courseware (MOC, DMOC, Custom MOC*, MOC on Demand) | 1 student kit | 1 |
| Packaged Set (MOC+MOC on Demand) | 1 student kit | 2 |
| Microsoft Certificate (For Open edX) | 1 student kit | .5 |
| Microsoft Technical Associate (MTA) Courseware | 1 student kit | .5 |
| Microsoft Certified Professional (MCP) Exam Voucher | Revenue Only | Revenue Only** |
| Microsoft Technical Associate (MTA) Exam Voucher | Revenue Only | Revenue Only** |
| Microsoft Authorized Lab Purchase | Revenue Only | Revenue Only** |

*For Custom MOC: 6 modules are equal to .5 Units of performance value; 12 modules are equal to 1 unit of performance value

**All qualifying courseware purchases + products listed as "revenue only" will contribute to gold revenue targets

How it Works

Once you become a Learning Partner, you gain access to [Courseware Marketplace](#) so you can make qualified purchases.

By participating in the Learning Program you gain access to valuable marketing materials and guidance as well as being listed in the [Microsoft Partner Finder](#).

Audiences you can serve include:

- ▶ **Microsoft IT and developer professionals**
- ▶ **Information workers**
- ▶ **Candidates for Microsoft certifications**
- ▶ **Microsoft Partners**
- ▶ **Software Assurance customers**

Applying your units to targets

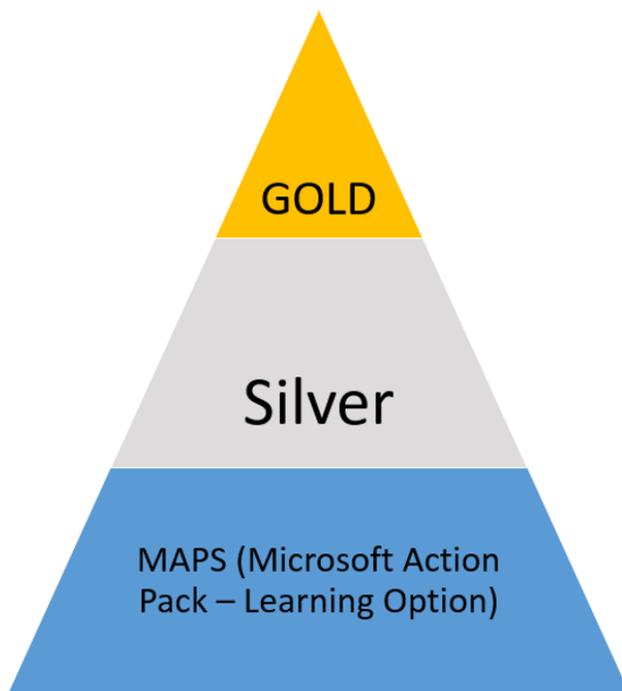
The Learning Program offers a three-tiered partner membership to benefit partners of all sizes. Performance requirements are standardized worldwide.

Each tier will be evaluated on number of performance units based on eligible purchases of qualifying products:

- Gold = 5,000 performance units + \$500K in revenue contribution to Microsoft through courseware sales
- Silver = 200 performance units
- Microsoft Action Pack (MAPS) = performance units

The Performance Requirements and benefits are listed below:

The Learning Option



* Meet MCT Requirements for Cloud Platform and Cloud Productivity + 2 on any other competency

| Requirements | Gold | Silver | MAPS |
|---|-----------------------------|--------|------|
| Capability # of MCT* | 4* | 2 | 1 |
| Performance: # of performance units | 5,000 | 200 | 50 |
| Performance: Revenue Commitment | \$500K Revenue to LeX | - | - |
| Benefits | Gold | Silver | MAPS |
| Courseware Marketplace Discount | High | High | Low |
| Training Use License | 300 | 250 | 100 |
| Learning Partner Branding | Yes | Yes | No |
| Pinpoint "Discoverability" | Yes | Yes | Yes |
| Marketing Assets | Yes | Yes | Yes |
| Incentive Program | Yes | Yes | No |
| SATV Program | Yes | Yes | No |

Performance Requirements Reporting and Cadence

Performance Requirement eligibility is based on the previous twelve months of Performance (KPI) activity based on your anniversary date. Performance is measured at the organization level and include all eligible activity for each location within that organization. Reporting is available for active Learning partners on each organization's individual [KPI Dashboard](#) (log-in required.)

Quality: Your growing reputation

Although Metrics That Matter (MTM) evaluations have been removed from the Learning Program requirements, Microsoft continues to offer the MTM tool as a benefit to our Learning Partners. Quality is a reflection of your overall customer satisfaction (CSAT) levels. MTM not only gives you survey capabilities, but also gives you a rich set of data to evaluate how your organization is performing in areas such as facilities, instructor, and overall experience. Over time, this measurement will give you competitive information about how you are performing against other organizations in your geography.

Next Steps

- Register for a Metrics that Matter® account using your Microsoft Partner Network ID and complete the initial setup. For more information review the [Metrics that Matter® Enrollment Page](#).
- Check [Partner Membership Center](#) to confirm that affiliated MCTs and Customer references are up-to-date.

Where do I go with questions about the Learning Program?

Considering enrolling in the Learning Program?

- [Learning Partner Portal](#): Overview of the program and links to resources

Already a Learning Partner?

- [Learning Resources](#): Program and Marketing support
- [Courseware Marketplace](#): Purchase of Microsoft Training Products.
- [Metrics that Matter®](#): Establish Metrics that Matter® account for student evaluations.
- [Learning Competency Portal](#): Information about the Learning Program benefits and requirements
- [KPI Reports](#): Monitor your Performance (KPIs)
- [Regional Service Center](#): For questions or concerns with your Learning Program Performance (KPI) data or program participation. Select the closest category, topic, and issue from the drop-down menus to receive personalized support via online chat or phone.