

Microsoft Competencies & Certifications

More information on Microsoft certification ? academy.techdata.com

Microsoft Certifications & Competencies - Requirements

App & Infrastructure

Application Development

App Integration



Cloud Platform

Dev Ops

Datacenter

Competencies with an orange line have **changed/updated** certification requirements due to expiring exams/training

Competencies with a blue line have the same certification requirements

Data & AI

Data Analytics

Data Platform

Modern Workplace & Security

Collaboration & Content

Communications

Cloud Productivity

Enterprise Mobility Mngt (EMM)

Messaging

Security

Small & MidMarket Cloud Solutions

Windows & Devices

Business Apps

Cloud Business Application

Enterprise Resource Planning (ERP)

Project & Portfolio

App & Infrastructure

Application Development

Application Builder option

Silver

Your company must have 2 individuals pass exam requirements in any one of the focus areas.

2 individuals must pass **one** of the following certifications

Developer role

- Microsoft Certified: Azure Developer Associate ([AZ-204](#))

Administrator role

- Microsoft Certified: Azure Administrator Associate ([AZ-104](#))

Business Applications focus area

2 individuals must pass any one of the following certifications.

- Microsoft Certified: Dynamics 365: Finance and Operations Apps Developer Associate ([MB-300](#) + [MB-500](#))

Microsoft 365 focus area

2 individuals must pass the following certification.

- Microsoft 365 Certified: Developer Associate ([MS-600](#))

Gold

Your company must have 4 individuals pass the required certification.

4 individuals must pass **one** of the following certifications.

- Microsoft Certified: Azure Developer Associate ([AZ-204](#))
- Microsoft Certified: Dynamics 365: Finance and Operations Apps Developer Associate ([MB-300](#) + [MB-500](#))
- Microsoft 365 Certified: Developer Associate ([MS-600](#))

Application Integration

Application Integration options

Silver

Your company must have 2 individuals pass exams in any one of the focus areas and assessments.

Azure Role focus area

2 individuals must pass **all the** Developer role exams:

- Microsoft Certified: Azure Developer Associate ([AZ-204](#))

Gold

Your company must have 4 individuals pass exams in any one of the focus areas and assessments.

Azure Role focus area

4 individuals must pass **all the** Developer role exams:

- Microsoft Certified: Azure Developer Associate ([AZ-204](#))

Azure Consumption options

Silver

Your company must meet the performance thresholds:

Developed Markets

Partners must demonstrate US \$15000 Azure customer consumption within the previous 12 months

Developing Markets

Partners must demonstrate US \$10000 Azure customer consumption within the previous 12 months

Your company must have **1** individual pass exam requirements

1 individual must pass all the exams for **any one** role:

Developer role

- Microsoft Certified: Azure Developer Associate ([AZ-204](#))

Administrator role

- Microsoft Certified: Azure Administrator Associate ([AZ-104](#))

Architect role

- Microsoft Certified: Azure Solutions Architect Expert ([AZ-303](#) + [AZ-304](#) before March 31st, 2022, **OR** [AZ-104](#) + [AZ-305](#))

Data Engineer role

- Microsoft Certified: Azure Data Engineer Associate ([DP-203](#))

Gold

Your company must meet the performance thresholds:

Partners must demonstrate US \$100000 Azure customer consumption within the previous 12 months

Your company must have **2** individual pass exam requirements

2 individual must pass all the exams for any one role:

Developer role

- Microsoft Certified: Azure Developer Associate ([AZ-204](#))

Administrator role

- Microsoft Certified: Azure Administrator Associate ([AZ-104](#))

Architect role

- Microsoft Certified: Azure Solutions Architect Expert ([AZ-303](#) + [AZ-304](#) before March 31st, 2022, **OR** [AZ-104](#) + [AZ-305](#))

Data Engineer role

- Microsoft Certified: Azure Data Engineer Associate ([DP-203](#))

DevOps options

Silver

Your company must have 2 individuals pass the assessment or exam requirements.

2 individuals must each pass one of the following exams:

- Microsoft Certified: Azure Developer Associate ([AZ-204](#))
- Microsoft Certified: Azure Administrator Associate ([AZ-104](#))

AND

The same 2 individuals must pass the following exam.

- Microsoft Certified: DevOps Engineer Expert ([AZ-400](#))

Gold

Your company must have 4 individuals pass the assessment or exam requirements.

4 individuals must each pass one of the following exams:

- Microsoft Certified: Azure Developer Associate ([AZ-204](#))
- Microsoft Certified: Azure Administrator Associate ([AZ-104](#))

AND

The same individuals must pass the following exam.

- Microsoft Certified: DevOps Engineer Expert ([AZ-400](#))

Datacenter Solutions options

Silver

Your company must have **2** individuals pass exam requirements in any one of the focus areas

Two individuals must pass one of the following certification

- Microsoft Certified: Azure Administrator Associate ([AZ-104](#))

AND

- The same 2 individuals must pass the following assessment [Windows Server 2019 Hybrid Technical Assessment](#)

Gold

Your company must have **4** individuals pass exam requirements in any one of the focus areas

Four individuals must pass one of the following certification

- Microsoft Certified: Azure Solutions Architect Expert ([AZ-303](#) + [AZ-304](#) before March 31st, 2022, **OR** [AZ-104](#) + [AZ-305](#))

AND

- The same 4 individuals must pass the following assessment [Windows Server 2019 Hybrid Technical Assessment](#)

Data and Artificial Intelligence

Data Analytics

Data Analytics Specialist options

Silver

Your company must **have 1 individual** pass all of the exam requirements in any one of the focus areas:

Advanced Analytics focus area

1 individual must pass the following certification:

- Microsoft Certified: Azure Data Scientist Associate ([DP-100](#))

Big Data focus area

1 individual must pass the following certification:

- Microsoft Certified: Azure Data Engineer Associate ([DP-203](#))

Gold

Your company must **have 2 individuals** pass all of the exam requirements in any one of the focus areas:

Advanced Analytics focus area

2 individual must pass the following certification:

- Microsoft Certified: Azure Data Scientist Associate ([DP-100](#))

Big Data focus area

2 individuals must pass the following certification:

- Microsoft Certified: Azure Data Engineer Associate ([DP-203](#))

Data Analytics Beginner option

Silver

Your company must have **2 individuals** pass exam requirements in any one of the focus areas:

2 individuals must pass ONE of the following exams

- Microsoft Certified: Azure Data Scientist Associate ([DP-100](#))
- Microsoft Certified: Azure Data Engineer Associate ([DP-203](#))

Performance thresholds

- Deploy 250 seats of Power BI and be attached as Partner of Record for Power BI subscriptions to qualify.

1 individual must pass the following exam:

- Analyzing Data with Microsoft Power BI ([DA-100](#))

Gold

Your company must have **4 individuals** pass exam requirements in any one of the focus areas:

4 individuals must pass ONE of the following exams

- Microsoft Certified: Azure Data Scientist Associate ([DP-100](#))
- Microsoft Certified: Azure Data Engineer Associate ([DP-203](#))

Performance thresholds

- Deploy 1000 seats of Power BI and be attached as Partner of Record for Power BI subscriptions to qualify.

2 individual must pass the following exam:

- Analyzing Data with Microsoft Power BI ([DA-100](#))

Power BI option

SQL Server Specialist option

Silver

Your company must have **1** individual pass the required exams or certification from any one focus area

Database Administration focus area

- Azure Database Administrator ([DP-300](#))

Database Development focus area

- Azure Data Engineer Associate ([DP-203](#))

AND the same individuals must pass the certification:

- Azure Data Fundamentals ([DP-900](#))

Gold

Your company must have **2** individual pass the required exams or certification from any one focus area

Database Administration focus area

- Azure Database Administrator ([DP-300](#))

Database Development focus area

- Azure Data Engineer Associate ([DP-203](#))

AND the same individuals must pass the certification:

- Azure Data Fundamentals ([DP-900](#))

Big Data option

Your company must have **2** individuals pass the required assessments or certifications.

- Azure Data Fundamentals ([DP-900](#))

AND

The same individuals must pass one of the following assessments or certifications:

- Azure Database Administrator ([DP-300](#))
- Azure Data Engineer Associate ([DP-203](#))

Your company must have **4** individuals pass the required assessments or certifications.

- Azure Data Fundamentals ([DP-900](#))

AND

The same individuals must pass one of the following assessments or certifications:

- Azure Database Administrator ([DP-300](#))
- Azure Data Engineer Associate ([DP-203](#))

Modern Workplace competencies

Collaboration and Content

SharePoint Services options

Silver

Your company must have 2 individuals pass the exam requirements.

2 individuals must each pass all of the following exams and certification:

- Microsoft 365 Identity and Services ([MS-100](#))
- Microsoft 365 Certified: Teams Administrator Associate ([MS-700](#))

Gold

Your company must have 4 individuals pass the exam requirements.

4 individuals must each pass all of the following exams and certification:

- Microsoft 365 Identity and Services ([MS-100](#))
- Microsoft 365 Certified: Teams Administrator Associate ([MS-700](#))

Communications

System Integrator options

Silver

2 individuals must pass the exams or a certification.

1 of the **2** individuals must pass the following assessment:

[Practical Guidance Assessment for Voice](#)

All individuals must pass all the following exams:

- Microsoft 365 Certified: Teams Administrator Associate ([MS-700](#))

Gold

4 individuals must pass the exams or a certification.

2 of the **4** individuals must pass the following assessment:

[Practical Guidance Assessment for Voice](#)

All individuals must pass all the following exams:

- Microsoft 365 Certified: Teams Administrator Associate ([MS-700](#))

Managed Service Partner options

Silver

Your company must meet the performance thresholds.

Developed Markets

Partners must have 2000 Monthly Active Usage in any Microsoft Office 365 workload (Exchange Online, SharePoint Online, Skype for Business, Teams or Yammer). Trial SKUs are not included.

Developing Markets

Partners must have 1000 Monthly Active Usage in any Microsoft Office 365 workload (Exchange Online, SharePoint Online, Skype for Business, Teams or Yammer). Trial SKUs are not included.

Monthly Active Usage (MAU): Monthly active usage is calculated on a rolling 28-day basis and represents the unique number of users taking an intentional action on a specific service. For these customers, you have to be associated as Office 365 Delegated Administrator, CSP direct-bill partner, CSP indirect reseller, Transacting Partner, or Digital Partner of Record or [Claiming Partner of Record \(CPOR\)](#).

Your company must have 2 individuals pass the exam requirements.

1 individual must pass the following exam:

- Microsoft 365 Identity and Services ([MS-100](#))

Gold

Your company must meet the performance thresholds.

Partners must have 4000 Monthly Active Usage in any Microsoft Office 365 workload (Exchange Online, SharePoint Online, Skype for Business, Teams or Yammer). Trial SKUs are not included.

Monthly Active Usage (MAU): Monthly active usage is calculated on a rolling 28-day basis and represents the unique number of users taking an intentional action on a specific service.

For these customers, you have to be associated as Office 365 Delegated Administrator, CSP direct-bill partner, CSP indirect reseller, Transacting Partner, or Digital Partner of Record or [Claiming Partner of Record \(CPOR\)](#).

[Learn more](#) about these associations. [Click here](#) to know the qualified SKUs.

Your company must have 2 individuals pass the exam requirements.

2 individuals must pass the following exam:

- Microsoft 365 Identity and Services ([MS-100](#))

Enterprise Mobility Management

Enterprise Prartner & SMB Partner options (certifications only)

Silver

Your company must have 2 individuals pass the exam requirements.

2 individuals must complete all the following exams:

- Microsoft 365 Identity and Services ([MS-100](#))
- Microsoft 365 Mobility and Security ([MS-101](#))

Gold

Your company must have 4 individuals pass the exam requirements.

4 individuals must complete all the following exams:

- Microsoft 365 Identity and Services ([MS-100](#))
- Microsoft 365 Mobility and Security ([MS-101](#))

Hybrid Services Partner options

Silver

Your company must have 2 individuals pass the exam requirements.

2 individuals must each pass all the following exams:

- Microsoft 365 Identity and Services ([MS-100](#))
- Microsoft 365 Certified: Messaging Administrator ([MS-203](#))

Gold

Your company must have 4 individuals pass the exam requirements.

4 individuals must each pass all the following exams:

- Microsoft 365 Identity and Services ([MS-100](#))
- Microsoft 365 Certified: Messaging Administrator ([MS-203](#))

Service Partner options

Silver

Your company must have **1** individual pass the exam requirements.

1 individual must pass any of the following exams:

- Microsoft 365 Security Administration ([MS-500](#))
- Microsoft Azure Security Technologies ([AZ-500](#))

Gold

Your company must have **1** individual pass the exam requirements.

4 individuals must each pass all of the following exams:

- Microsoft 365 Security Administration ([MS-500](#))

AND

4 individuals must each pass all of the following exams:

- Microsoft Azure Security Technologies ([AZ-500](#))

This does not have to be the same individuals

Small and Midmarket Cloud Solutions

Office 365 Services option

Silver

No exams or assessments required, only performance thresholds

Gold

2 individuals must pass the following exam:

- Microsoft 365 Identity and Services [\(MS-100\)](#)

Windows and Devices

Surface Hub option

Silver

- 2 individuals must each pass all the following assessments:
- Surface Hub 2S Sales Assessment
 - Surface Hub 2S IT Pro Assessment
 - Surface Hub 2S Adoption Assessment

Gold

- 4 individuals must each pass all the following assessments:
- Surface Hub 2S Sales Assessment
 - Surface Hub 2S IT Pro Assessment
 - Surface Hub 2S Adoption Assessment
- AND
- The same 4 individuals must each pass one of the following exams:
- Microsoft 365 Identity and Services ([MS-100](#))
 - Microsoft 365 Mobility and Security ([MS-101](#))
 - Windows 10 ([MD-100](#))
 - Managing Modern Desktops ([MD-101](#))

Surface Reseller option

2 individuals must each pass all of the following assessments:

- [Surface Master Seller Assessment](#)
- [Associate Surface Seller Assessment](#)
- [Professional Surface Seller Assessment](#)

4 individuals must each pass all of the following assessments:

- [Surface Master Seller Assessment](#)
- [Associate Surface Seller Assessment](#)
- [Professional Surface Seller Assessment](#)

OEM Partner option

No exams or assessments required, only performance thresholds

No exams or assessments required, only performance thresholds

Deployment Partner option

Silver

- 2 individuals must each pass the following certification:
- [Modern Desktop Administrator Associate \(MD-100 + MD-101\)](#)

Gold

- 4 individuals must each pass the following certification :
- [Modern Desktop Administrator Associate \(MD-100 + MD-101\)](#)

Application Builders option

2 individuals must each pass the following exam or certification:

- [Microsoft Certified: Azure Developer Associate \(AZ-204\)](#)

4 individuals must each pass the following exam or certification:

- [Microsoft Certified: Azure Developer Associate \(AZ-204\)](#)

System Builder option

2 individuals must each pass the following exam or certification:

- [Modern Desktop Administrator Associate \(MD-100 + MD-101\)](#)

4 individuals must each pass the following exam or certification:

- [Modern Desktop Administrator Associate \(MD-100 + MD-101\)](#)

IoT Device Builder option

2 individuals must each pass the following assessment:

- [Windows 10 IoT Device Builder Assessment](#)

4 individuals must each pass the following assessment:

- [Windows 10 IoT Device Builder Assessment](#)



Business Applications competencies

Customer Engagement Option

Silver

You need to earn a minimum of 60 points to become Silver.

[Learn more about PCI score](#)

Functional Consultants

Your company must have (developed: 15, developing: 5) individuals meet the following combination of certifications and exams. (Maximum PCI score: 15)

Customer Engagement Functional Consultant certification requires an individual to pass.

- Microsoft Power Platform Functional Consultant ([PL-200](#))

AND One of the following exams:

- Microsoft Dynamics 365 for Sales ([MB-210](#))
- Microsoft Dynamics 365 for Marketing ([MB-220](#))
- Microsoft Dynamics 365 for Customer Service ([MB-230](#))
- Microsoft Dynamics 365 for Field Service ([MB-240](#))

Developers

Your company must have (developed: 5, developing: 2) individuals meet the following combination of certifications and exams. (Maximum PCI score: 5)

- Microsoft Power Platform Developer ([PL-400](#))

More requirements (not certification related) can be found here:

- [Cloud Business Applications Competency \(microsoft.com\)](#)

Gold

You need to earn a minimum of 80 points to become GOLD

[. Learn more about PCI score](#)

Functional Consultants

Your company must have (developed: 15, developing: 5) individuals meet the following combination of certifications and exams. (Maximum PCI score: 15)

Customer Engagement Functional Consultant certification requires an individual to pass.

- Microsoft Power Platform Functional Consultant ([PL-200](#))

AND One of the following exams:

- Microsoft Dynamics 365 for Sales ([MB-210](#))
- Microsoft Dynamics 365 for Marketing ([MB-220](#))
- Microsoft Dynamics 365 for Customer Service ([MB-230](#))
- Microsoft Dynamics 365 for Field Service ([MB-240](#))

Developers

Your company must have (developed: 5, developing: 2) individuals meet the following combination of certifications and exams. (Maximum PCI score: 5)

- Microsoft Power Platform Developer ([PL-400](#))

More requirements (not certification related) can be found here:

- [Cloud Business Applications Competency \(microsoft.com\)](#)

Cloud Business Applications

Unified Operations option

Silver

You need to earn a minimum of 60 points to become Silver.

[Learn more about PCI score](#)

Functional Consultants

Your company must have (developed: 15, developing: 5) individuals meet the following combination of certifications and exams. (Maximum PCI score: 15)

Finance and Operations Functional Consultant certification requires an individual to pass:

- Microsoft Dynamics 365: Core Finance and Operations ([MB-300](#))

AND One of the following exams:

- Microsoft Dynamics 365 for Finance and Operations, Financials ([MB-310](#))
- Microsoft Dynamics 365 for Finance and Operations, Manufacturing ([MB-320](#))
- Microsoft Dynamics 365 for Finance and Operations, Supply Chain Management ([MB-330](#))

Developers

Your company must have (Developed: 5, Developing: 2) individuals meet the following combination of certifications and exams (Maximum PCI score: 5)

- Microsoft Dynamics 365: Core Finance and Operations ([MB-300](#))

AND One of the following exams:

- Microsoft Dynamics 365 Customization and Configuration ([MB-500](#))

More requirements (not certification related) can be found here:

- [Cloud Business Applications Competency \(microsoft.com\)](#)

Gold

You need to earn a minimum of 80 points to become Silver.

[Learn more about PCI score](#)

Functional Consultants

Your company must have (developed: 15, developing: 5) individuals meet the following combination of certifications and exams. (Maximum PCI score: 15)

Finance and Operations Functional Consultant certification requires an individual to pass:

- Microsoft Dynamics 365: Core Finance and Operations ([MB-300](#))

AND One of the following exams:

- Microsoft Dynamics 365 for Finance and Operations, Financials ([MB-310](#))
- Microsoft Dynamics 365 for Finance and Operations, Manufacturing ([MB-320](#))
- Microsoft Dynamics 365 for Finance and Operations, Supply Chain Management ([MB-330](#))

Developers

Your company must have (Developed: 5, Developing: 2) individuals meet the following combination of certifications and exams (Maximum PCI score: 5)

- Microsoft Dynamics 365: Core Finance and Operations ([MB-300](#))

AND One of the following exams:

- Microsoft Dynamics 365 Customization and Configuration ([MB-500](#))

More requirements (not certification related) can be found here:

- [Cloud Business Applications Competency \(microsoft.com\)](#)

Enterprise Resource Planning

ERP Reseller Option

Silver

Your company must meet the performance thresholds.

Developed Markets

- Partner must have earned a total annual gross VAR license revenue of US \$75000 or ISV license revenue of US \$400000

Developing Markets

- Partner must have earned a total annual gross VAR license revenue of US \$40000 or ISV license revenue of US \$200000

Meet Revenue Requirements for Microsoft Dynamics AX, Dynamics GP, Dynamics SL, Dynamics NAV, Business Central on Premise and/or Dynamics 365 Business Central.

Gold

Your company must meet the performance thresholds.

Developed Markets

- Partner must have earned a total annual gross VAR license revenue of US \$175000 or ISV license revenue of US \$750000

Developing Markets

- Partner must have earned a total annual gross VAR license revenue of US \$75000 or ISV license revenue of US \$400000

Meet Revenue Requirements for Microsoft Dynamics AX, Dynamics GP, Dynamics SL, Dynamics NAV, Business Central on Premise and/or Dynamics 365 Business Central.

Project and Portfolio Management

Project and Portfolio Partner options

Silver

Your company must have 2 individuals pass the exam requirements.

2 individuals must each pass all the following exams:

- Microsoft 365 Certified: Teams Administrator Associate ([MS-700](#))

Gold

Your company must have 4 individuals pass the exam requirements.

4 individuals must each pass all the following exams:

- Microsoft 365 Certified: Teams Administrator Associate ([MS-700](#))

Small & Midmarket Cloud Solutions

Cloud Business Application SMB

Gold
Microsoft Partner



Silver

You need to earn a minimum of 60 points to become Silver. [Learn more about PCI score](#)

1. Your company must have 5 **individuals** meeting one of the following certifications. (Maximum PCI score: 30)

Customer Engagement Functional Consultant certification requires an individual to pass.

- Microsoft Power Platform Functional Consultant ([PL-200](#))

AND One of the following exams:

- Microsoft Dynamics 365 for Sales ([MB-210](#))
- Microsoft Dynamics 365 for Marketing ([MB-220](#))
- Microsoft Dynamics 365 for Customer Service ([MB-230](#))
- Microsoft Dynamics 365 for Field Service ([MB-240](#))

OR

Finance and Operations Functional Consultant certification requires an individual to pass:

- Microsoft Dynamics 365: Core Finance and Operations ([MB-300](#))

AND One of the following exams:

- Microsoft Dynamics 365 for Finance and Operations, Financials ([MB-310](#))
- Microsoft Dynamics 365 for Finance and Operations, Manufacturing ([MB-320](#))
- Microsoft Dynamics 365 for Finance and Operations, Supply Chain Management ([MB-330](#))

OR

- Microsoft Certified: Dynamics 365 Business Central Functional Consultant Associate ([MB-800](#))

2. Your company must **have 2 individuals** meeting one of the following developer certifications (Maximum PCI score: 5) Customer Engagement Developers should pass Microsoft Power Platform Developer ([PL-400](#))

OR

Finance and Operations Developers should pass

Microsoft Dynamics 365: Core Finance and Operations ([MB-300](#)) **AND** Microsoft Dynamics 365 Customization and Configuration ([MB-500](#))

OR Microsoft Dynamics 365: Finance and Operations Apps Solution Architect ([MB-700](#))

Gold

You need to earn a minimum of 80 points to become Silver. [Learn more about PCI score](#)

1. Your company must have 5 **individuals** meeting one of the following certifications. (Maximum PCI score: 30)

Customer Engagement Functional Consultant certification requires an individual to pass.

- Microsoft Power Platform Functional Consultant ([PL-200](#))

AND One of the following exams:

- Microsoft Dynamics 365 for Sales ([MB-210](#))
- Microsoft Dynamics 365 for Marketing ([MB-220](#))
- Microsoft Dynamics 365 for Customer Service ([MB-230](#))
- Microsoft Dynamics 365 for Field Service ([MB-240](#))

OR

Finance and Operations Functional Consultant certification requires an individual to pass:

- Microsoft Dynamics 365: Core Finance and Operations ([MB-300](#))

AND One of the following exams:

- Microsoft Dynamics 365 for Finance and Operations, Financials ([MB-310](#))
- Microsoft Dynamics 365 for Finance and Operations, Manufacturing ([MB-320](#))
- Microsoft Dynamics 365 for Finance and Operations, Supply Chain Management ([MB-330](#))

OR

- Microsoft Certified: Dynamics 365 Business Central Functional Consultant Associate ([MB-800](#))

2. Your company must **have 2 individuals** meeting one of the following developer certifications (Maximum PCI score: 5) Customer Engagement Developers should pass Microsoft Power Platform Developer ([PL-400](#))

OR

Finance and Operations Developers should pass

Microsoft Dynamics 365: Core Finance and Operations ([MB-300](#)) **AND** Microsoft Dynamics 365 Customization and Configuration ([MB-500](#))

OR Microsoft Dynamics 365: Finance and Operations Apps Solution Architect ([MB-700](#))




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