

# FY27 Business Central Migration Program

## Terms and Conditions

July 1, 2026

### A. Overview

These terms and conditions (“**Terms and Conditions**”) contain the requirements to participate in the FY27 Business Central Migration Program (“**BCM**”) (“**Program**”). If you are entering into these Terms and Conditions on behalf of an entity, you represent that you have the legal authority to bind such entity.

- For FY26 terms and conditions, please visit: <https://aka.ms/FY26BCMmigrationOfferTerms>.

**By participating in the Program, submitting information to Microsoft in connection with the Program, accepting any payments from Microsoft as a result of the Program, or by continuing to participate in the Program after an update to these Terms and Conditions, you agree to and accept these Terms and Conditions.**

### B. Program Summary

The Program is an opportunity for Program Partners focused on helping Eligible Customers (as defined in [Exhibit A](#)) migrate from Microsoft Dynamics On-Premise to Microsoft Dynamics 365 Business Central. The Program runs from July 1, 2026, through June 30, 2027 (“**Program Term**”).

Microsoft will provide various resources to support Program Partners as they assist Eligible Customers with the migration and consumption of Microsoft Dynamics 365 Business Central workloads.

### C. PROGRAM TERMS AND CONDITIONS

#### 1. MICROSOFT AGREEMENT

To participate in the Program, a partner must have entered into the Microsoft AI Cloud Partner Program

Agreement (“**Microsoft AI Cloud Partner Program Agreement**”) with Microsoft and such Microsoft AI Cloud Partner Program Agreement must remain in effect for the duration of the Program Term. Partners meeting such requirements shall be deemed to have an “**Active Microsoft AI Cloud Partner Program Membership**.” By participating in the Program, partners agree to all rules, terms, and policies contained within the Microsoft AI Cloud Partner Program Agreement.

Pursuant to Section 1(e) of the Microsoft AI Cloud Partner Program Agreement, this Program shall be considered a Microsoft AI Cloud Partner Program, and (unless stated otherwise herein) shall be governed by the Program Partner’s Microsoft AI Cloud Partner Program Agreement. Except as otherwise set forth in these Terms and Conditions, terms defined in the Microsoft AI Cloud Partner Program Agreement will have the same meaning when used in these Terms and Conditions.

For the purposes of this Program and any related notices, “**Microsoft**” means, and the Microsoft contracting entity is:

Microsoft Corporation

One Microsoft Way

## 2. PARTNER ELIGIBILITY

To be eligible for consideration for the Program, partners must have an Active Microsoft AI Cloud Partner Program Membership and meet the requirements listed below ("**Eligibility Requirements**").

Program Partner Eligibility Requirements:

1. Be a partner eligible to deliver End Customer Investment Fund ("**ECIF**") Projects ("**ECIF Supplier**").
2. Agree to complete Payment Central onboarding and profile setup.
3. Be invited by Microsoft to join the Program.

Potential Program Partners are nominated by the Microsoft field or through self-nomination. If eligible, potential Program Partners may be invited to join the program. Eligibility Requirements are based on information in Partner Center (<https://partner.microsoft.com/dashboard>) and aggregated performance data where partner has identified customer engagements for commercial licensed customers, tenants, and services, which excludes education licensed customers, tenants, and services.

Once a nominated partner, with an Active Microsoft AI Cloud Partner Program Membership, achieves the Eligibility Requirements, they are eligible for participation in the Program ("**Eligible Partner**").

## 3. PROGRAM ENROLLMENT

Participation in the program is by invitation only. An invitation to join the Program is at Microsoft's sole discretion, taking into consideration Eligible Partner's level of performance against the Eligibility Requirements, Eligible Partner location, Eligible Partner expertise, and the Program's limited capacity of 200 Program Partners. If the Program is at capacity when an Eligible Partner achieves the Eligibility Requirements, they may apply, if eligible, in the next fiscal year. Available Program capacity does not guarantee an invitation to join the Program, and Program capacity may change during Program Term in Microsoft's sole discretion. "**Program Partner**" means those Eligible Partners who have accepted Microsoft's invitation to participate in the Program.

Program Partners who achieve the Eligibility Requirements in additional regions may be added to the public list of Program Partners. Being added to the list may provide visibility to customers and the Microsoft field and may lead to increased opportunities for co-sell engagements. Addition to the public and internal lists of Program Partners does not guarantee visibility to customers and the Microsoft field and does not guarantee an increase in opportunities for co-sell engagements.

## D. PROGRAM PERFORMANCE REQUIREMENTS

### 1. Program Partner Responsibilities

Program Partners are responsible for engaging with Eligible Customers and completing necessary operational requirements to assist Eligible Customers in migrating from Microsoft Dynamics On-Premise to Microsoft Dynamics 365 Business Central services ("**Program Responsibilities**"), as outlined below:

- a. Submitting voucher redemptions through the [voucher redemption](#) process found in the Partner Community Portal ("**Voucher Redemption**"),

- b. Ensuring the Eligible Customer is enabled for all engaged Microsoft Dynamics 365 Business Central workloads,
- c. Completing Payment Central onboarding and profile setup, and
- d. Submitting and updating Eligible Customer engagement data as requested.

## 2. Program Non-Compliance

Non-compliance with any of the Program Partner Responsibilities may lead to removal from the Program.

If negative feedback regarding Program Partner performance is received by Microsoft from customers, the Microsoft field, or Microsoft subject matter experts ("**SMEs**"), Program Partner may be removed from the Program.

## E. PROGRAM INCENTIVES

Program incentives are set forth in [Exhibit B](#) and are available to Program Partners in compliance with the Program performance requirements listed above. Incentives and performance requirements may be updated from time to time during the Program Term.

## F. PROGRAM PARTNER PARTICIPATION

1. **Costs.** Participation in this Program and any incentive opportunity shall be at the Program Partner's expense. Program Partner acknowledges and accepts that the payments associated with this Program may or may not cover the full cost of achieving payment milestones or engaging in an incentive opportunity. Program Partner also acknowledges and accepts that Microsoft shall in no way be liable for the difference between the payments received and the Program Partner's costs.
2. **Taxes.** Neither party is liable for any taxes; the other is legally obligated to pay that relate to any transactions contemplated under these Terms and Conditions.
3. **No obligation.** Program Partner acknowledges that it is under no obligation to participate in this Program or any specific benefit and does so voluntarily.

## G. RELATIONSHIP MANAGEMENT AND COOPERATION

1. **Required contacts.** Program Partners are required to provide and maintain a minimum of two (2) contacts for Program communications. Microsoft will communicate Program changes via email to the Primary Contact and Accounting Contact (as defined below) designated by the Program Partner. "**Primary Contact**" means the person responsible for day-to-day Program participation and success. "**Accounting Contact**" means the person responsible for tracking and managing payments accruing from Program participation. The same individual may be the contact for both roles.
2. **Cooperation.** Each party will share appropriate information and make commercially reasonable efforts to help the other party meet its performance obligations under this Program.

## H. PROGRAM COMMUNICATIONS

1. Microsoft will send Program communications via email, including automated email distribution systems, and the Partner Community Portal. These communications will include commercial information concerning the Program and associated services and technologies. This commercial

information may consist of Program participation requirements, Eligibility Requirements, product roadmap and feature updates, best practices and guidelines, and training opportunities related to the Program software and devices.

2. Microsoft will distribute via automated email distribution systems, no more than four (4) times per year, Partner satisfaction survey invitations to contacts associated with Program Partners. The purpose of this survey is to gauge partner satisfaction with various elements of the Program and solicit partner feedback to improve the Program. Participation in such surveys is voluntary but encouraged.
3. Microsoft may provide Program Partners with an opportunity, no more than four (4) times a year, to share input and feedback directly during small group discussions.
4. Microsoft will distribute, via email or event Teams chat, in person during the event session, , event satisfaction surveys to all participants in the Partner Program hosted or sponsored training events whether conducted in person or on-line. Participation in such surveys is voluntary but encouraged.

## I. LIMITATION OF LIABILITY

Without prejudice to any terms of the Microsoft AI Cloud Partner Program Agreement, Microsoft's maximum aggregate liability to Program Partner for any loss or damage in respect of the Program whether in contract, tort (including negligence), breach of statutory duty, or otherwise, shall not exceed the aggregate amount paid by Microsoft to the Program Partner in respect of the Program at the time the loss or damage arose. This **Section I** shall survive the termination and expiry of this Program.

## J. TERMINATION, EXPIRY AND CHANGES TO PROGRAM

1. **Program Term.** This Program and these Terms and Conditions will automatically expire at the end of the Program Term on June 30, 2027. All accrued rights and liabilities of either party and any other provisions stated to survive expiry or termination of these Terms and Conditions and all other provisions of these Terms and Conditions that, in order to give effect to their meaning need to survive their termination, shall remain in full force and effect after termination or expiration.
2. **Program Partner's Termination Rights.** Program Partners may end their participation in the Program at any time by providing notice via entering a ticket in the Partner Support Tool at <https://aka.ms/PXPartnerSupport>. In such event, Microsoft shall pay such Program Partner any incentive payments due in accordance with the applicable terms set forth for such incentive in **Exhibit B** but shall not be required to make any further payments hereunder. Program Partner will work with Microsoft in good faith to ensure the successful offboarding of any customers that Program Partner is working with at that time.
3. **Updates; Termination.** Microsoft may update, change, or remove any portion of the Program in accordance with Microsoft AI Cloud Partner Program Agreement and shall have no liability to a Program Partner under these Terms and Conditions in the event that any such withdrawal or change means that a Program Partner is no longer able to qualify for, or continue to qualify for Program activities.
4. **Microsoft Payment Obligations.** In the event Microsoft terminates Program Partner participation in the Program, Microsoft shall pay any incentive payments due which accrued prior to the date of notice of termination in accordance with the applicable terms set forth for such incentive in **Exhibit B** but shall not be required to make any further payments hereunder.

## K. PRIVACY AND PROTECTION OF PERSONAL INFORMATION

**Your privacy is important to us.** Please read the [Microsoft Privacy Statement](#) (the "**Privacy Statement**") as it describes the types of data we collect from you and your devices, how we use that data, and the legal bases we have to process that data.

## L. MISCELLANEOUS

1. Program Partner will comply with applicable laws, regulations and Microsoft policies, including Microsoft's Anti-Corruption Policy available at <https://www.microsoft.com/enus/legal/compliance/anticorruption>.
2. Program Partner will not engage in any unfair or deceptive advertising, trade practices or activities. Program Partner represents and warrants that its entry into and performance under this Program, including receipt and retention (if applicable) of any consideration, does not and will not conflict with the terms of any agreement between Program Partner or any third party (including any Program Partner customer), or violate any duty owed by Program Partner or to any third party (including any Program Partner customer).
3. Each party will be solely responsible for selling and contracting its own offerings directly with its customers. Nothing in these Terms and Conditions obligates either party to sell, license, or contract with any third party, and either party may refuse to engage, or withdraw from discussions or negotiations, with any third party at any time for any reason or no reason.
4. Usage of any APIs or integration technologies offered to Program Partners under the Program will be governed by the Microsoft APIs Terms of Use.

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## FY27 Business Central Migration Program Program Guide

### Exhibit A - Program Definitions

#### 1) DEFINITIONS

- a. **“Determination.”** After a Program Partner submits a claim, Microsoft will determine whether the claim is eligible for incentives.
- b. **“Eligible Customers.”** Small, Medium and Commercial (SMC) Corporate customers, SMC Corporate Nonprofit (TSI) customers, Small and Medium Businesses (SMB) selected opportunities, SMC Government customers, and Cloud Solution Provider (CSP) customers with annual payment or 3 year commitment with the opportunity to migrate from Microsoft Dynamics On-Premise workloads to Microsoft Dynamics 365 Business Central workloads. For the avoidance of doubt, unpaid SKUs and licenses without recognized revenue are not eligible under this Program.
- c. **“Monthly Active Users”** or **“MAU.”** The measure, determined from Microsoft system telemetry, of users taking intentional action using an incentive eligible license.
- d. **“Proof of Execution”** or **“POE.”** Verifiable evidence that Program Partner (not a third party) has completed the required activity to achieve an incentive payment milestone. POE is based on Eligible Customer signed Program Partner submitted documentation.
- e. **“Qualifying Workloads.”** Microsoft Dynamics 365 Business Central and Microsoft Dynamics 365 Finance and Supply Chain paid licenses (or Seats).
- f. **“Seats.”** The measure of paid licenses assigned to a customer tenant. Paid license means there is revenue associated with the license per Microsoft internal systems.

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## FY27 Business Central Migration Program Program Guide

### Exhibit B – Program Incentives

#### 1) BUSINESS CENTRAL MIGRATION VOUCHER PROGRAM TERMS

*These terms apply to customer vouchers for FY26 Business Central Migration Program with an issue date between July 1, 2026 and June 30, 2027.*

##### a. **Eligible Program Partners**

Only Partners invited to the Business Central Migration Program (**“Program”**) are eligible to participate in this program. **“Program Partners”** means those partners who have been invited to the Program and accepted Microsoft’s invitation to participate in the Program.

##### b. **Eligible Customer Registration and Workload Claiming.**

To be eligible to earn incentives, Program Partners must submit, and have approved, a claim for each Eligible Customer that they wish to have evaluated for incentive earnings.

- i) Submission must be made via the [Voucher Redemption](#) process. ii) Upon submission of the request Microsoft will evaluate the claim or registration request and issue a Determination.

**c. General Incentive Eligibility.**

- i) Only approved Program Partners with approved registration requests are eligible to earn incentives (“**Business Central Migration Vouchers Partners**”).
- ii) Business Central Migration Vouchers Partners are not eligible for incentives for work performed prior to Program association or Voucher Redemption submission date.
- iii) Business Central Migration Vouchers Partners are not eligible to register or receive incentives for work performed in their own corporate tenants.
- iv) A Voucher Redemption will only qualify once for each Eligible Customer.
- v) Incentive payment eligibility is dependent on the rules in effect at the time the incentive is achieved. The Business Central Migration Vouchers Partner is not eligible for payment for work that does not qualify for incentives under the eligibility rules in effect at the time the work was performed.
- vi) Business Central Migration Vouchers Partner will not be required to reimburse Microsoft if there is a reduction in MAU, or Seats at the Eligible Customer.
- vii) For an Business Central Migration Vouchers Partner to receive payment after achieving an incentive, the Business Central Migration Vouchers Partner must have completed set up of their Payment Central profile.
- viii) Business Central Migration Vouchers Partners shall not condition incentive program engagement and activities on receipt of additional work or agreements from customers. The Business Central Migration Vouchers Partner agrees that incentive program work will proceed regardless of whether the customer decides to engage in additional work or managed services agreements.

**2) FY27 Business Central Migration Program Terms**

Under the Business Central Migration Vouchers Program, Microsoft provides vouchers to Eligible Customers to help Eligible Customers migrate from Dynamics On-Premise to Dynamics 365 Business Central. The Business Central Migration Vouchers Program includes deployment services credit to be redeemed for the deployment and consumption of Microsoft Dynamics 365 Business Central Qualifying Workloads.

**a. Eligible Customer Claiming.**

- i. The Microsoft field will nominate Eligible Customers to receive a Business Central Migration Voucher to help accelerate deployment and consumption of Microsoft Dynamics 365 Business Central Qualifying Workloads. The service credit(s) are to be redeemed through a Business Central Migration Vouchers Partner.
- ii. **Eligible Customers.** The Eligible Customers that can be nominated for this Business Central Migration program are listed below:

- a) Small, Medium and Commercial (SMC) Corporate customers, SMC Corporate Nonprofit (TSI) customers, Small and Medium Businesses (SMB) selected opportunities, SMC Government customers, and Cloud Solution Provider (CSP) customers with annual payment or 3-year commitment with the opportunity to migrate from Microsoft Dynamics On-Premise workloads to Microsoft Dynamics 365 Business Central workloads.

**b. Incentive Eligibility Milestones.**

Program Partners may earn incentives based on achieving the following milestone(s) as required through the submission and approval of:

- Voucher Redemption,
- [Statement of Work \(SOW\)](#), and
- [Proof of Execution \(POE\)](#)

To be considered for incentive eligibility, Business Central Migration Vouchers Partners must complete the following steps, in order.

1. **Step One.** The Business Central Migration Vouchers Partner must download the Business Central Migration Vouchers Program [Statement of Work \(SOW\)](#) template, complete the template and obtain the Eligible Customer's signature, submit a [Voucher Redemption](#) request prior to the expiration date identified on the voucher, and upload the signed SOW.
2. **Step Two.** Following the completion of the steps in **Section 1(d)(ii)(1) (Step One)** above, and Microsoft's approval of the SOW, the Business Central Migration Vouchers Partner will download the Business Central Migration Vouchers Program [Proof of Execution \(POE\)](#) template, complete the template and obtain the Eligible Customer's signature and submit the final [Voucher Redemption](#) request prior to the expiration date identified on the voucher.
  - a) **Note:** SOW must be signed by the Eligible Customer, submitted, and approved by Microsoft before the POE is signed by the Eligible Customer and submitted for approval. *The SOW and POE may not have the same customer approval date.*
3. **Deadline.** All incentive eligibility requests must be submitted by June 30, 2027. This means that an Eligible Customer signed SOW must be submitted and approved, and an Eligible Customer signed POE must be submitted by June 30, 2027.
4. **Approval.** Microsoft will evaluate the request for eligibility and make a Determination. If approved, the Business Central Migration Vouchers Partner will receive an approval notification and then the funds according to the payment terms below.
5. **Limitations.**
  - a) The Microsoft Dynamics 365 Business Central Qualifying Workloads voucher cannot be combined with another offer for same qualifying workloads, including End Customer Investment Fund ("ECIF"), AI Business Process Vouchers, CSP Deployment Accelerator, or Bridge to the cloud 3 Promotion. The only exception is combining it with the Bridge to Cloud 3 promotion for Copilot Advantage.

- b) There is a limit to one Business Central Migration Voucher per Eligible Customer Tenant Parent Identification (“TPID”) within these Program terms. Business Central Migration Vouchers may not be redeemed by or transferred to another Eligible Customer TPID.
  - c) Voucher incentive milestones may be earned once per Eligible Customer.
6. Business Central Migration Vouchers Partner may not condition voucher engagement and activities on any additional work or agreements. The Program Partner agrees that voucher migration work will proceed regardless of whether the customer decides to engage in additional work or managed services agreements.
- c. Determination & Pay Out – Commercial Eligible Customers.**
- 1. **Qualifying Partners.** Only Business Central Migration Vouchers Partners are eligible to redeem vouchers, and all work must be performed by the Business Central Migration Vouchers Partner signing the SOW and POE.
  - 2. **Submissions.** All vouchers require separate SOW and POE. SOW must be signed by the Eligible Customer, submitted and approved before POE is signed by Eligible Customer and submitted for approval. *SOW and POE may not have the same customer approval date.*
  - 3. **SOW Determination.** Microsoft will evaluate the [Voucher Redemption](#) and the signed [Statement of Work \(SOW\)](#) for completeness. If approved by Microsoft, the Business Central Migration Vouchers Partner will receive approval notification from [FTSpIncentiveClaims@Microsoft.com](mailto:FTSpIncentiveClaims@Microsoft.com) and Microsoft will make payment to Business Central Migration Vouchers Partner for 30% of the incentive value, according to **Section 2** (Payment Terms).
  - 4. **POE Determination.** Microsoft will evaluate the final [Voucher Redemption](#) and [Proof of Execution \(POE\)](#) for completeness. If approved by Microsoft, the Business Central Migration Vouchers Partner will receive approval notification from [FTSpIncentiveClaims@Microsoft.com](mailto:FTSpIncentiveClaims@Microsoft.com) and Microsoft will make payment to Business Central Migration Vouchers Partner for 70% of the incentive value, according to **Section 2** (Payment Terms).
- Note:** In the event that SOW is signed by the Eligible Customer and accepted but no Eligible Customer signed POE is received by the expiration date identified on the voucher, Business Central Migration Vouchers Partner will only receive 30% payment for the approved SOW.
- 5. **Redemption Value.** Voucher redemption value is based on the value of the qualifying Microsoft Dynamics 365 Business Central Qualifying Workloads purchase, as outlined in **Section 4** (Program Rate Card).
  - 6. **Redemption Minimum.** Eligible Customers have a minimum voucher redemption value of \$5,000.
  - 7. Business Central Migration Vouchers Partners may review the [Payment and Dispute guidance](#) for additional information regarding payments and disputes.
- d. Determination & Pay Out – Public Sector Eligible Customers.**
- 1. **Qualifying Partners.** Only Business Central Migration Vouchers Partners are eligible to redeem vouchers, and all work must be performed by the Business Central Migration Vouchers Partner signing the SOW and POE.

2. **Submissions.** All vouchers require separate SOW and POE and redemption submissions. SOWs and POEs may not have the same Eligible Customer's approval date. SOW must be signed by the Eligible Customer, submitted and approved before POE is signed by Eligible Customer and submitted for approval. *SOW and POE may not have the same customer approval date.*
3. **SOW Determination.** Microsoft will evaluate the [Voucher Redemption](#) and the signed [Statement of Work \(SOW\)](#) for completeness. If approved by Microsoft, the Business Central Migration Vouchers Partner will receive approval notification from [FTSpIncentiveClaims@Microsoft.com](mailto:FTSpIncentiveClaims@Microsoft.com).
4. **POE Determination.** Microsoft will evaluate the final [Voucher Redemption](#) and [Proof of Execution \(POE\)](#) for completeness. If approved by Microsoft, the Business Central Migration Vouchers will receive approval notification from [FTSpIncentiveClaims@Microsoft.com](mailto:FTSpIncentiveClaims@Microsoft.com) and Microsoft will make payment to Business Central Migration Vouchers Partner for 100% of the incentive value, according to **Section 2** (Payment Terms).  
**Note:** To receive payment for Public Sector Eligible Customer, the voucher payment of 100% can only be paid if SOW is signed by the Eligible Customer, submitted and accepted before the expiration date identified on the voucher and POE is signed by the Eligible Customer and received by the expiration date identified on the voucher and subsequently approved. This means that the voucher payment of 100% can only be paid if Eligible Customer signed SOW has been submitted and accepted and Eligible Customer signed POE is received by the voucher expiration date and subsequently approved.
5. **Redemption Value.** Voucher redemption value is based on the value of the qualifying Microsoft Dynamics 365 Business Central Qualifying Workloads purchase, as outlined in Section 4 (Program Rate Card).
6. **Redemption Minimum.** Eligible Customers have a minimum voucher redemption value of \$5,000.
7. **Business Central Migration Vouchers Partners** may review the [Payment and Dispute guidance](#) for additional information regarding payments and disputes.

### 3) Payment Terms.

#### a) Payments

- i) **Incentive Amount.** All Eligible Customer incentives are determined based on the value of the Microsoft Dynamics 365 Business Central Qualifying Workloads purchase and, according to **Section 4** (Program Rate Card) below.
- ii) **Payment Central.** Payments will be processed via Microsoft Payment Central ("**Payment Central**") and released to the Business Central Migration Vouchers Partner in accordance with Payment Central standard processes. Partner must have completed Payment Central onboarding to be able to receive payments.
  - a. **Note:** Changes to Payment Central profile description or contact information may result in failed payments. If Payment Central profile is modified, Business Central Migration Vouchers Partner should submit a Payment Support ticket at <https://aka.ms/PXPartnerSupport> to notify the Payment Operations Team of the changes.

- iii) **Timing.** Payment will be paid upon receipt of the required documents listed under **Section 1(d)(ii)** (Incentive Eligibility Milestones) of this Exhibit B, 45 days in arrears of achieving the milestone.
- iv) **Currency.** Payments will be made in local currency. The rate of conversion for USD to transaction currency will be based on Microsoft's budgeted exchange rate for the current fiscal year.
- v) **Taxes.** Per [Section F](#) of these Terms and Conditions, Business Central Migration Vouchers Partners are responsible for any related taxes. The Program will only pay up to the stated voucher amount; all payments are inclusive of any tax obligations.
- vi) **Failed Payments.** Failed incentive payments will be held for 180 days. After 180 days, Business Central Migration Vouchers Partners will forfeit their incentive earnings if the required bank documentation, tax documentation or other item blocking Payment Central payment has not been resolved.

## b) Engagement Cancellation

- i) **Cancellation by Program Partner.** If the Business Central Migration Vouchers Partner cancels the voucher or stops engagement with the Eligible Customer on a redeemed voucher, any payment provided was not earned as Eligible Customers must receive the value agreed to in the SOW. The overpayment of the incentives will be recovered from other Eligible Customers by reducing future payments by the overpayment difference. If the overpayment is more than the Business Central Migration Vouchers Partner has submitted registrations, then an invoice for the overpayment difference will be sent to the Business Central Migration Vouchers Partner and Business Central Migration Vouchers Partner will pay such invoice.
- ii) **Cancellation by Commercial Customer.** If the Eligible Customer cancels the engagement with the Business Central Migration Vouchers Partner after the SOW has been signed, the Business Central Migration Vouchers Partner will only receive the initial 30% payment. Microsoft will review eligibility for the remaining 70% based on assessment of engagement. The additional 70% is not guaranteed.
- iii) **Cancellation by Public Sector Customer.** If a Public Sector Eligible Customer cancels the engagement with the Business Central Migration Vouchers Partner after a SOW has been signed, Microsoft will review eligibility for incentive payment based on assessment of engagement. Business Central Migration Vouchers Partner may only receive voucher payment of 100% if SOW has already been signed by Eligible Customer, received, and approved by Microsoft and Eligible Customer signed POE is received by Voucher Expiration Date and subsequently approved by Microsoft. Payment is not guaranteed.

## c) Incentive Statements

- i) Milestone achievements are evaluated and associated earning statements are published within 45 days of the end of the month in which the milestones are achieved.
- ii) Incentive earning statements are published in the Partner Statements section of the Partner Community Portal. These are available to the Primary Contact, Accounting Manager, and anyone else with a 'Program Admin' or 'Statement Admin' portal role.
- iii) Payment associated with these statements will be initiated within 5 business days of the earning statement being published. Any payments provided under this Program are independent of any other payments due under any other Microsoft payment program.

- d) The Program is unable to provide Act of Acceptance (AoA) documents. Business Central Migration Vouchers Partners doing business in countries requiring AoA documents will need to identify an alternative solution for collecting Program earnings.

**3) ADJUSTMENT TO PAYMENTS**

- a) A Business Central Migration Vouchers Partner must report any errors, issues, disputes, or missing payments regarding the calculation of incentive payments to Microsoft via <https://aka.ms/PXPartnerSupport> (Add a Payment Dispute button) within 90 days of statement date from Microsoft. If Microsoft has not received written notice from the Business Central Migration Vouchers Partner within the 90-day period, Business Central Migration Vouchers Partner will be deemed to have accepted the calculation and payment.
- b) Business Central Migration Vouchers Partners removed from the Program are not eligible to dispute the final payment statement. The last payment will be considered final, and no correspondence will be entered into.
- c) Microsoft reserves the right at any time to adjust payments to the Business Central Migration Vouchers Partner if Microsoft identifies any discrepancy, error, or omission.
- d) Microsoft offers payments under this Program in its sole discretion. In the event of any dispute arising from or in relation to this Program and/or a payment, the decision of Microsoft is final and binding. No correspondence will be entered into.
- e) If Business Central Migration Vouchers Partner fails to meet the requirements and milestones for an incentive program after receiving payment, Microsoft may:
  - i) Withhold incentive earnings from subsequent payments (or any successor agreement), and
  - ii) If the Business Central Migration Vouchers Partner does not achieve the requirements for deployments anticipated and, therefore, receives funds in excess of actual earnings, then Microsoft reserves the right to recover the unearned portion of the payment.

**PROGRAM RATE CARD**

**FY27 Business Central Migration Vouchers Incentives**

Offers*	Incentive Eligible Dates	Voucher Value	Workload
<b>Business Central Migration Vouchers</b>	July 1, 2026 to June 30, 2027	up to \$150,000**	Deploying and consuming Microsoft Dynamics 365 Business Central Qualifying Workloads for deals >\$25k Annual Contract Value***

- \* The [Business Central Migration Vouchers](#) cannot be combined with another offer for the same qualifying workloads, including ECIF, AI Business Process Vouchers, CSP Deployment Accelerator or Bridge to the cloud 3 promotion. The only exception is combining it with the Bridge to Cloud 3 promotion for Copilot Advantage.
- \*\* Voucher amounts over \$100K must be net, new licensing agreement with only Dynamics 365 products.
- \*\*\*Year 1 Billed Revenue (net to Microsoft) based on single invoice event.