



# QTM Copilot Chat + Agents Voucher Program

## Partner Office Hours

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# Agenda


1. What's In It For Me
2. Program Overview
3. \*New\* Copilot Chat Voucher
4. Offer Terms
5. Partner Eligibility, Nomination & Onboarding
6. Voucher Redemption Process





# Copilot Agents Voucher Program | What's In It For Me

Voucher Programs helps accelerate deals to close and start deployments faster

-  **Up to \$75K in Voucher Funds:** Eligible deals that are nominated by the Microsoft Account Team can receive up to \$75K in deployment activity funding (through a voucher); subject to approval.  
*Note - Not all voucher types have the same requirements or investment caps*

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-  **Accelerate Deals:** Vouchers are positioned to help you and the Microsoft Account Team accelerate deals to close and start deployments faster.

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-  **Rapid Approval:** Microsoft Accounts Teams can receive nomination approvals for Deployment Vouchers as quickly as 24 – 48 hours and in exigent circumstances within hours.

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-  **Redeem Compliantly:** Understand the program so that you can onboard quickly, receive vouchers sooner and redeem vouchers compliantly. Vouchers and ECIF cannot be combined.

# FY26 ABS+S Voucher Sales Program

This program is designed to support sellers closing deals through vouchers.

	M365 Copilot	Copilot Chat + Agents	Copilot Agents	M365 E3/E5 Migration and Deployment Voucher	Compete Voucher
Products	M365 Copilot	Copilot Chat + 1P agents (web grounded, ideas coach, prompt coach and WXP agents)	Copilot Studio Prepaid: Copilot Studio Platform Copilot Studio PAYG: Azure Standalone	M365 E3 M365 E5 FLW Eligible workloads (E3, E5, Compliance, FLW, Phone)	M365 Copilot M365 E3 M365 E5 OE1+
Description	Strategic investment to drive wall-to-wall Copilot adoption—empowering every employee with a Copilot License.	Support free chat eligible* change-management activities to help secure the AI socket and establish a path to a paid Copilot license by helping customers deploy trial 1P agents.	Strategic investment to drive wall-to-wall Copilot adoption with Chat and Agents specifically—empowering every employee with a Copilot UI for AI	M365 E3 and M365 E5 Migration from on prem, and Deployment for deal acceleration through Fast Track Partner Community.	Drive active compete by migrating customers from competition (e.g., Google, Meta) to Microsoft 365 E3, and support Office 365 customers in deploying Microsoft 365 E3/E5.
Max Investment	\$75K	\$10K	\$50K	\$75K	\$100K
Other Conditions	Minimum 500 seats	\$5 per Free Chat seat. (500–2,000 seats = ~\$2.5K–\$10K)  Can be used in conjunction with other vouchers	New Consumption MSX ID (Pay as you go or Message Pack) for Copilot Agent	M365 E3 (Enterprise and SMC Corporate) EMS – M365 Suites Core O365 – M365 Suites Core Windows – M365 Suites Core M365 E5 (Enterprise and SMC Corporate) EMS – M365 Suites E5, Compliance, Security O365 – M365 Suites E5, Compliance, Security Windows – M365 Suites E5, Compliance, Security FLW (F3 and F5) Must be attached to a new M365 E3/E5 opportunity A3 and A5 SKUs	Customers must be doing a migration from Office On Prem and/or a competitor solution.  Enter the name of the competitor in the primary competitor flag in MSX  Enterprise customers to leverage ECIF Competitor Workload under local discretionary
Delivery	Eligible Program Partners Jumpstart Copilot Partners (Ready Tier and above)	Eligible Program Partners Jumpstart Copilot Partners (Ready Tier and above)	Eligible Program Partners Jumpstart Copilot Partners (Ready Tier and above)	Eligible Program Partners	Eligible Program Partners
Segment	Unified ES  Enterprise SME&C Corporate Public Sector (excluding US Federal) Education	Enterprise SME&C Corporate Public Sector (excluding US Federal) Education	Enterprise SME&C Corporate Public Sector (excluding US Federal) Education	Enterprise SME&C Corporate Public Sector (excluding US Federal) Education	SME&C Corporate

SOW to include Enablement (launch and learn) of Copilot Chat for (eligible) all non-licensed users in the org.

# Eligible Copilot Chat Change Management Activities

## **Activation of Chat + Agents (1p) – 2 hour**

**(Required)** Technical Activation: SAFE AI Chat governance, deployment, Agent 1P launch guidance/governance, Agent governance (light)

**(Required)** Launch: adoption and change management low-touch activation GCJ, Chat Success Kit, Functional Prompts, Promptathon, Agent Success kit, Agent Onboarding Email, 1P Agent Pagere)

## **--Optional Below--**

### **Planning & Sponsorship – 6 hours**

2 hours: Exec and Leader Chat+Agents 1P (and AoP) Immersion

4 hours: Chat+Agents (1P) Workshop to define and ready for deployment (success KPIs, timeline, ACM strategy)

### **Training – 8 hours**

4 hours: Champs training and enablement; Leadership (functional) end-user training

4 hours: End-user training and enablement session (broad, functional and persona driven)

### **Reporting & Recommendations – 8 hours**

2 hours: scenario discovery to understand key use cases for driving AI powered Agentic capabilities

2 hours: roadmap session (Copilot, Chat, Agents)

2 hours: Review reporting and gather insights and feedback

2 hours: Recommendation for next steps (i.e., Agent, biz transformation, biz value discovery)

### **Admin & Coordination / Office Hours – 4 hours**

Total scoped hours: 28 hours; suggesting to allocate 40 hours with investment time

# Copilot Chat Voucher Program Terms

## How it works

- MSFT Field nominates a customer for a voucher before deal is signed
- Once approved and the deal is signed the customer is issued the voucher
- **Customers presents the Voucher ID to the Partner they choose ( must have opted-in), Partner redeems the voucher and engages**

## Eligible Customers – Enterprise & SMC

- Enterprise  
SME&C Corporate  
Public Sector (excluding US Federal)  
Education
- *Enterprise Strategic, CSP, SMB, GPP, Non-profit, and US Federal **ineligible** for this Program*

## Offer Terms

- Qualifying purchases – beginning January 12, 2026
- Vouchers can be used in conjunction with other vouchers
- Vouchers are valid for six (6) months from voucher issue to customer, expiration date is listed on the voucher
- Partners have six (6) months from voucher issue to customer, expiration date listed on voucher, to submit voucher redemption requests and SOW and POE for payment
- Voucher payments are inclusive of any tax obligations as per program Terms & Conditions

## Proof of Execution (submitted and accepted prior to voucher expiration date)

- **Commercial Customers**
  - 100% payment upon submission and acceptance of signed SOW and POE by partner and customer
- **Public Sector Customers**
  - 100% payment upon submission and acceptance of signed SOW and POE by partner and customer

## Partner Eligibility Criteria

To be Eligible, Partners must be **Jumpstart Ready tier** (or above) and have the following specialization(s).

Required Partner Specializations:

- **Copilot Specialization**  
(new June 2025)

*or*

- **One or More of the Following:**
  - **AI Advisory**
  - **Extensibility**
  - **Adoption & Change Management**

*Fully onboarded, Eligible Partners will be added to the **Copilot Agent Partner List** ([aka.ms/CopilotAgentPartnerList](https://aka.ms/CopilotAgentPartnerList)).*

# Copilot Chat and Agents Voucher - Partner Program Process



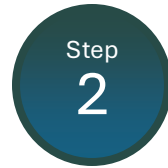
## Nomination

Invited partners will be sent Program Agreements

Required information for nomination:

- [Program Contact](#)
- [Program Email](#)
- [Partner ID](#)

Note: Nominations are processed weekly



## Redeem your invitation

Email invitation will come from:  
[PXPartnerOnboarding@microsoft.com](mailto:PXPartnerOnboarding@microsoft.com)

**Note:** Invitation valid for 60 days.

Use the unique invitation code to [redeem your invitation](#).

Or Login to the FPC Portal

Use your organization's Microsoft Entra ID

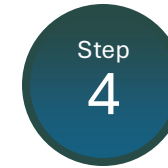


## Accept the Terms and Conditions

Review the [Terms and Conditions](#) of the program.

Accept the Terms and Conditions.

Additional resources for the program will be available in the communication



## Payment Central

Required for incentive payments

Information required:

- Organization's credentials
- Accounting Contact
- Payment Central Contact and Preferred Currency

Email from Payment Central

- Sent to Payment Central contact to finalize setup.



## Welcome Email Confirmation

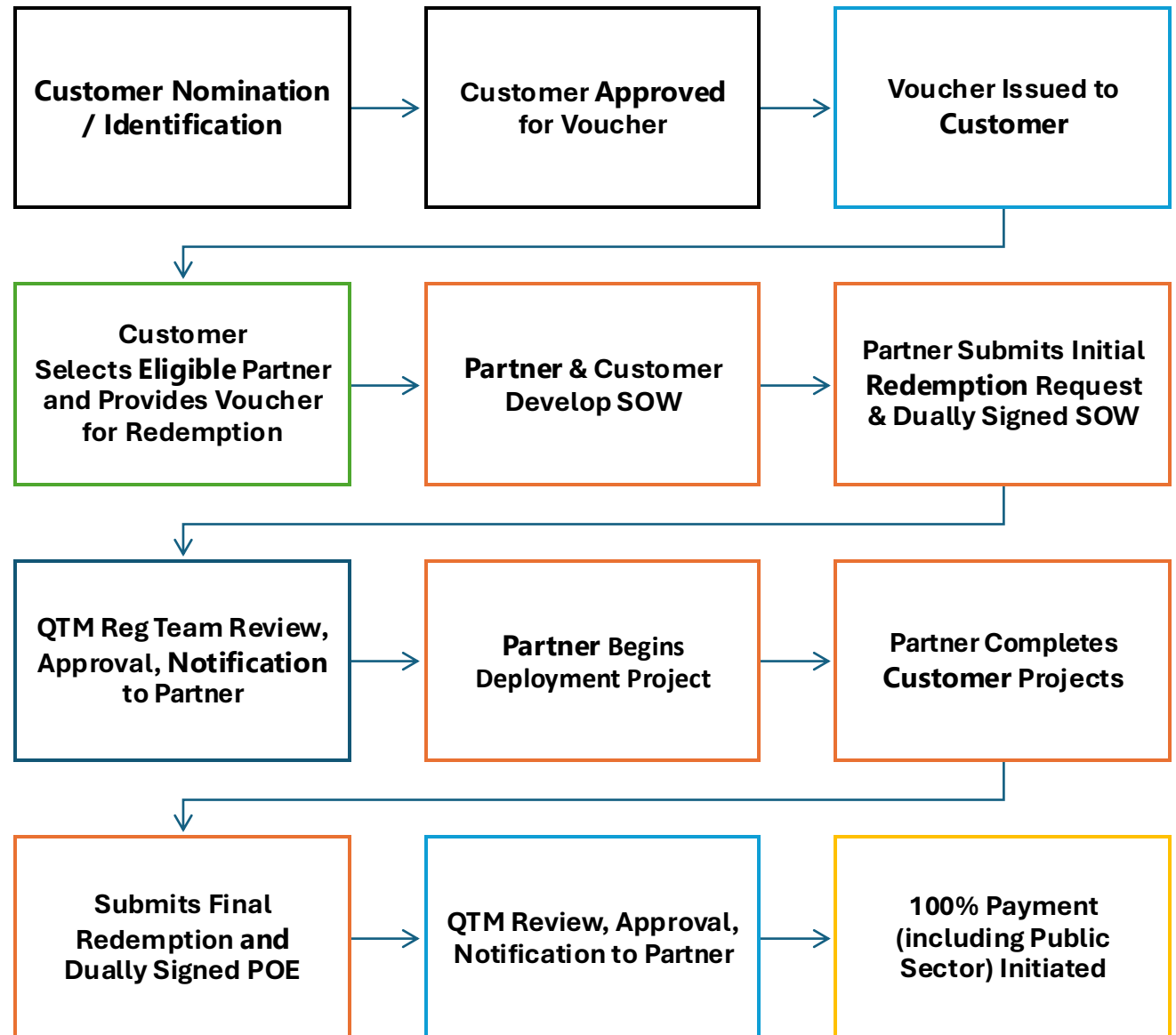
Welcome to the M365 Copilot Chat + Agents Voucher Program!

Your organization's POC will receive an email confirmation that the organization has been fully onboarded to the program.

Your organization is now published as a partner eligible to support customers.

# Voucher Redemption Process Copilot Chat Overview

- Program Sponsor
- QTM Registration Team
- Payment Operations
- Customer
- Partner



## Statement of Work (SOW) Template

- **Update: Digital Documents only** – we are phasing out scanned documentation.
- **Follow instructions and example on sheet**
- Requires Voucher to complete
- Provide full information requested
- Keep details brief
- Can send for review before signing
- Partner/Customer information should match signers
- Don't deliver any work until SOW approved

## Proof of Execution (POE) Template

- **Update: Digital Documents only** – we are phasing out scanned documentation.
- POE must be submitted after approved SOW
- POE should match approved SOW
  - **No changes to workloads/scope**
- Provide full information requested
- Partner/Customer info should match signers
- POE **cannot** be signed on same day as SOW
- Submit before Voucher Expiration Date

**POE must match approved SOW**

# Call to Action



Review

- Program Terms

Engage

- With Customers quickly

Act

- Submit SOW & POEs promptly

*If you do not receive updated Terms and Conditions you can self-nominate to join the program at <https://fpc.microsoft.com/nomination-create/>*

# Copilot Chat + Agents Voucher

## QTM Contact

[PXPartnerSupport@microsoft.com](mailto:PXPartnerSupport@microsoft.com)

*Voucher Redemptions, FPC Portal,  
Membership/onboarding status, etc.*

## Resources

- Program Terms and Conditions - <https://aka.ms/CopilotAgentsTermsandConditions>
- Copilot Agents Program Information - <https://aka.ms/CopilotAgentsProgramInfo>
- Copilot Agents SOW: <https://aka.ms/CopilotAgentsSOW>
- Copilot Agents POE: <https://aka.ms/CopilotAgentsPOE>
- **\*New\*** Copilot Chat SOW: <https://aka.ms/CopilotChatSOW>
- **\*New\*** Copilot Chat POE: <https://aka.ms/CopilotChatPOE>
- Copilot Agents Partner List: <https://aka.ms/CopilotAgentsPartnerList>

## For SOW Review

Need help troubleshooting your Statement of Work?  
Feel free to submit via [Partner Support](#) before you submit for approval.



Questions or Clarification?