



FY26 H2 Global Training Partner Incentive Pilot

Microsoft Elevate
Microsoft Quick to Market

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Agenda

- Welcome
- Program Details
- Program Terms
- Onboarding Process
- Registration Process
- Q&A Discussion

We Believe in the Power of Education



Education

Education develops the skills, knowledge and values for full participation in learning and life.



Employment

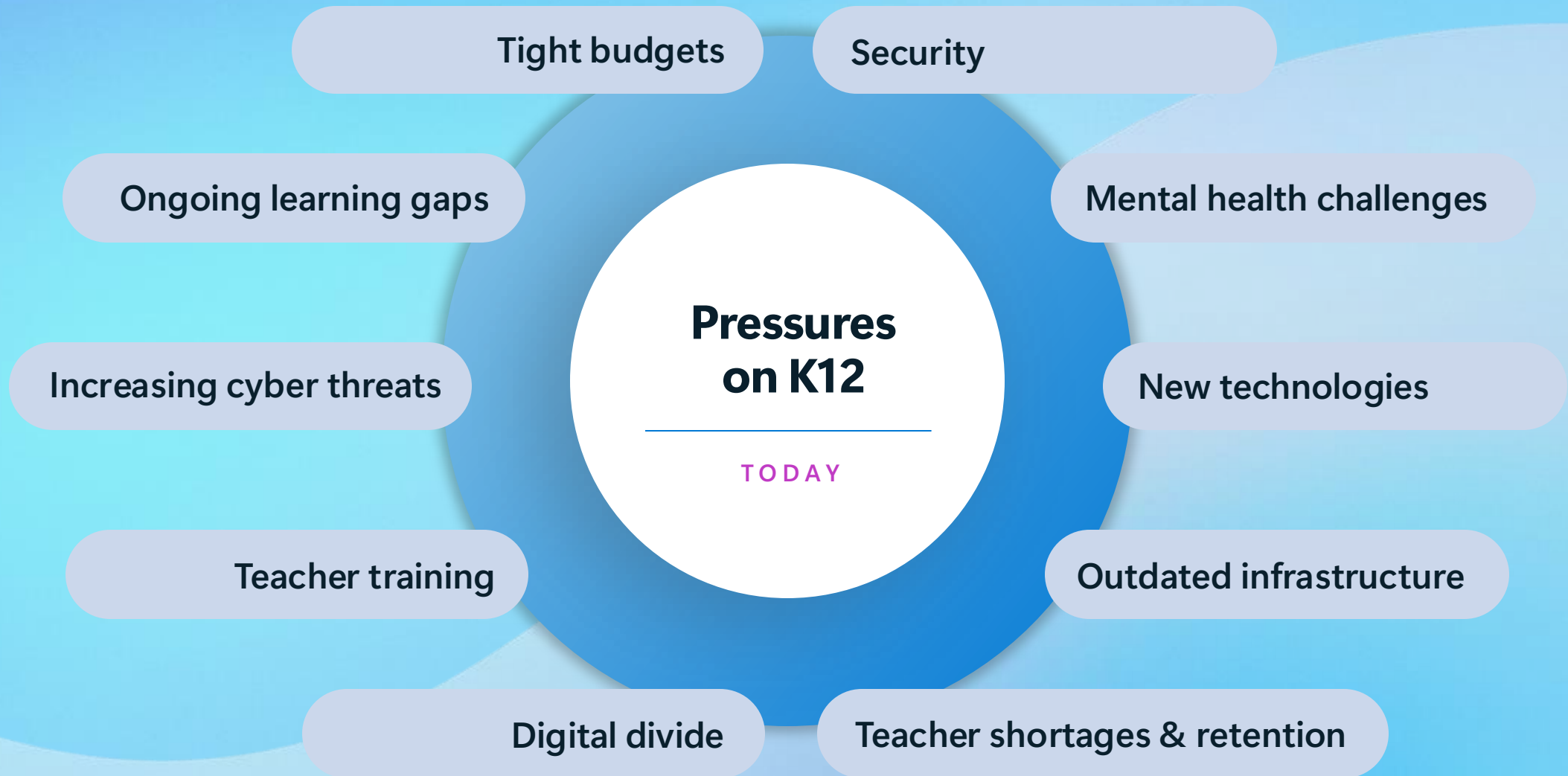
Education improves employability currency, income potential, and personal growth.



Economy

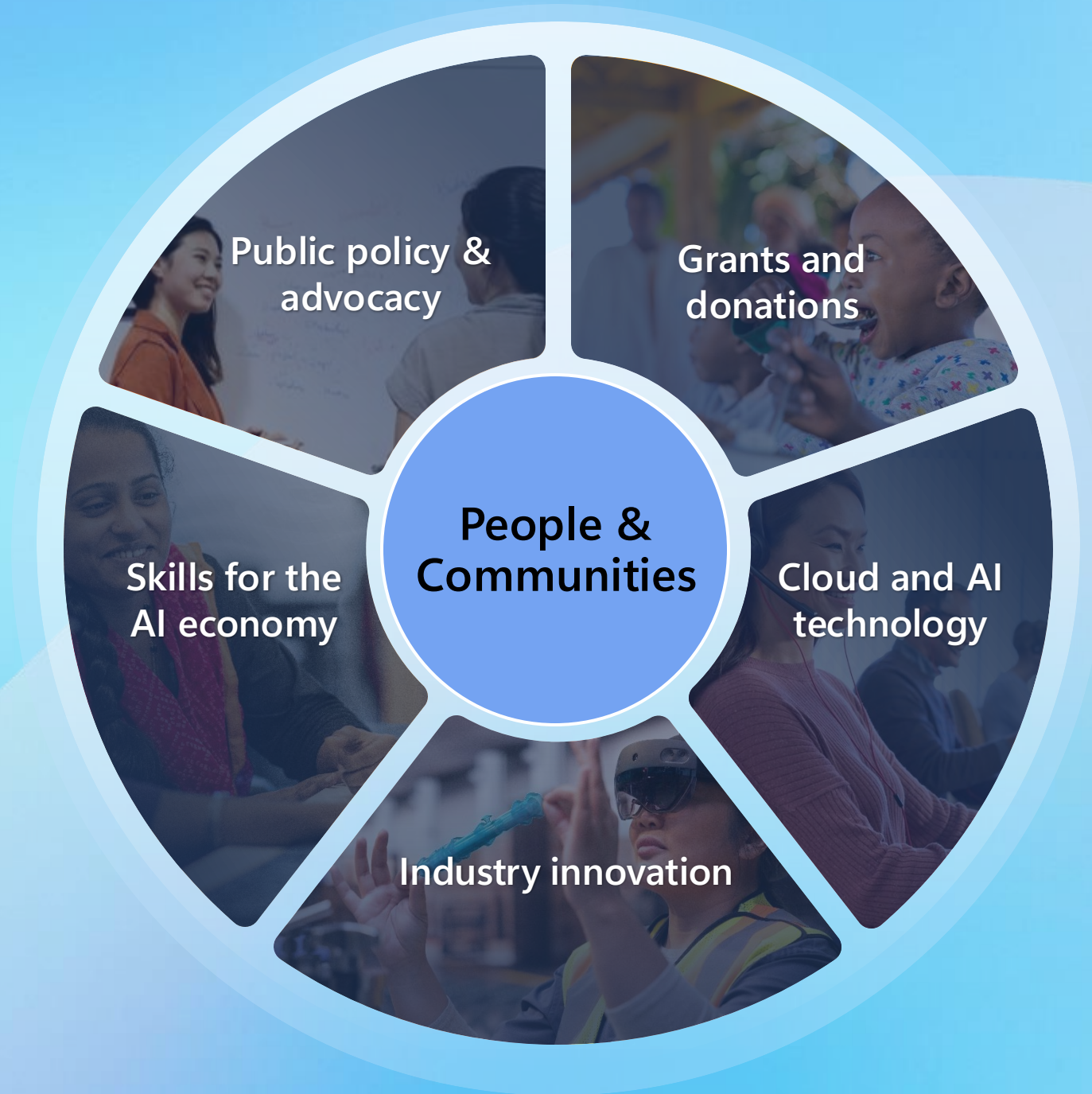
An educated population builds the size, quality, and competitiveness of the workforce, increasing national prosperity and development.

What are the main pressures facing K-12?



Introducing Microsoft Elevate

Bringing the power of AI to
social impact organizations and
educational institutions
everywhere



Elevate Goals with GTPs



Microsoft Elevate Additions in FY27

- **Continued Community Investment**
Dedicated Teams channel, monthly calls, community support and more regular connection opportunities across Microsoft.
- **More Benefits and Opportunities**
 - Alignment to new Microsoft and Elevate programs, i.e., educator communities.
 - Credentials and vouchers
 - Additional certification opportunities for trainers
- **New Partner Opportunities**
Build new relationships, business development and capacity building opportunities with Microsoft teams, partners and customers.



Planned Benefits

- **Funding Training Incentives**
Partner owned and delivered trainings covering topics such as:
 - Copilot for Educators
 - AI Literacy
 - Minecraft for Education
- **Capacity Building Support for Training**
 - Access to communities of certified K12 instructional experts to grow your operation.
 - Special access to signature instructor led training curricula and achievement codes.

PILOT GTP Incentive Program

- **Goal:** To inform new training model at-scale through GTPs to support Microsoft customers.
 - Programmatic, simple to understand, and transparent
- **Focus:** To drive adoption by staff, particularly educators, within Microsoft Elevate accounts.
- **Program:**
 - Select list of GTPs invited into pilot
 - Scoped pilot funding through end of June 2026 for GTPs to deliver training
 - Workloads: Copilot Chat and M365 Copilot (specific focus on Teach Module, Study and Learn Agent, Learning Activities, Learning Accelerators)
 - Personas: educators primarily, along with admin staff
- **Expectations:**
 - High quality, audience aligned training with pre-submitted training decks to MS for accessibility, branding check
 - Open minded, open feedback loop with Microsoft, and validate customer eligibility before raising expectations with customer.
 - Follow outlined proof of execution requirements for reimbursement.

Training Benefits

Training Benefit Customer Allotment:

- 250-499 seats of O/M eligible for \$8k USD in training for at least 12 hours
- 500-999 seats of O/M eligible for \$16k USD in training for at least 24 hours
- 1,000-1,499 seats of O/M eligible for \$24k USD in training for at least 36 hours
- 1,500+ seats of O/M eligible for \$32k USD in training for at least 48 hours

FY27 Vision

- Refine criteria and menu based on your feedback
- Roll out full fiscal year program details and resourcing

Elevate Global Training Partner Program Terms

How it works

- Partner registers the customer
- Registration Team validates customer eligibility
- Partner delivers work and submits proof of execution

Eligible Customers

- Primary, secondary educators
- Elevate EDU industry Customer at the tenant level meeting thresholds
- Commitment to complete training by July 1, 2026

Partner Eligibility

- Enrolled and in good standing as a Global Training Partner
- Attendance in programmatic train-the-trainer webinar
- Acceptance of T&C's, and successful onboarding to program

Proof of Execution

- 100% of incentive paid upon submission, approval of POE

Elevate Global Training Partner Program - Onboarding Process



Invite

Invited partners will be sent Program Agreements

Required information for invitation:

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

Note: Requests are processed weekly



Redeem your invitation

Email invitation will come from: 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

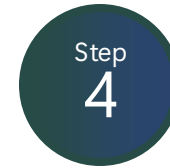


Accept the Terms and Conditions

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

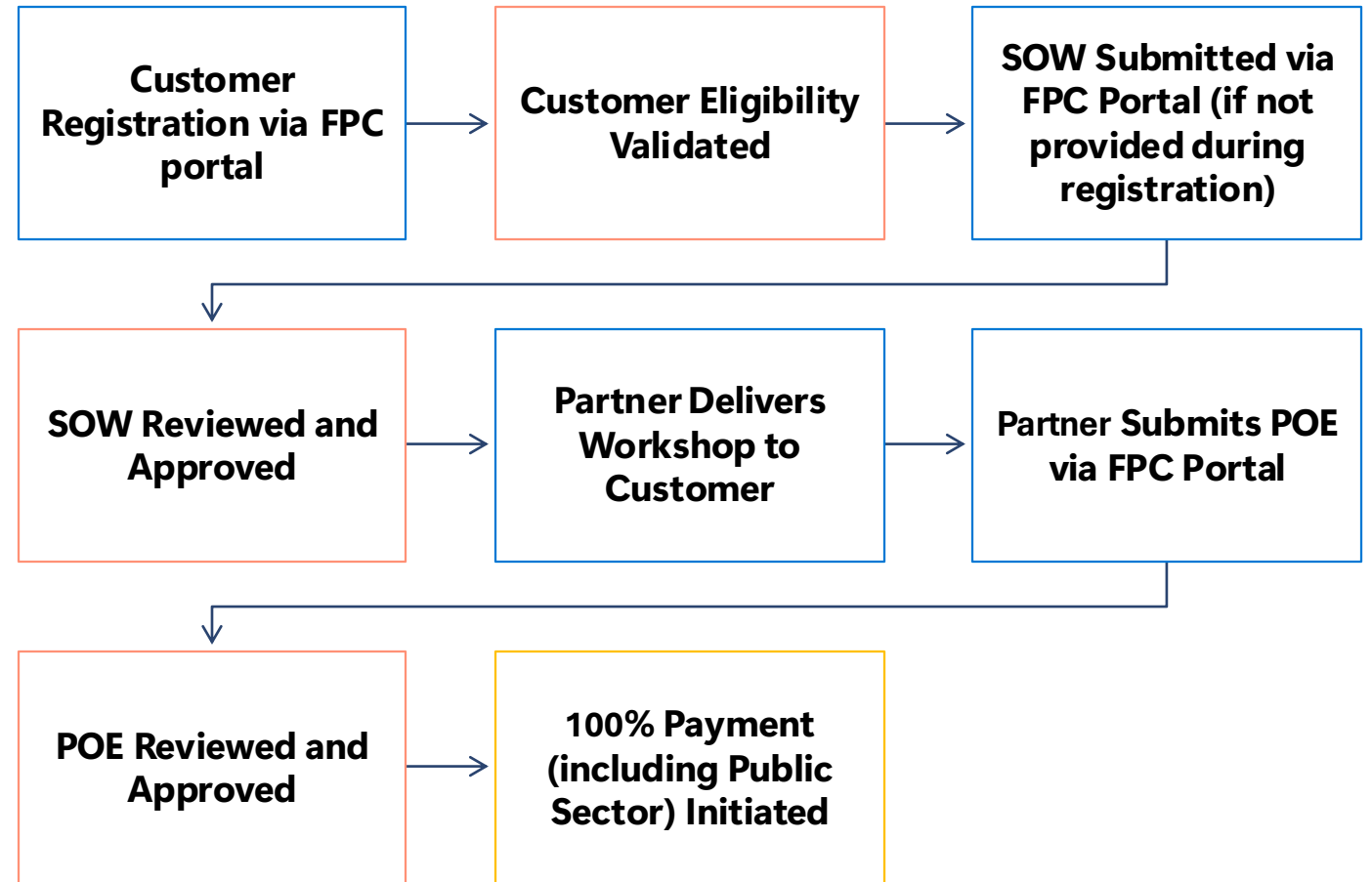
Welcome to the Elevate GTP Incentive Program!

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.

Elevate Global Training Partner Program Flow Overview

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



Statement of Work (SOW) Template

- **Update: Digital Documents only** – we are phasing out scanned documentation.
- **Follow instructions and example on sheet**
- Requires registration 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 end of Fiscal FY26

POE must match approved SOW

Call to Action



Schedule

- Train the trainer session

Review

- Program Terms

Engage

- With Customers quickly

Act

- Submit POE and SOW's promptly



Questions or Clarification?