



Elevate Copilot & Security CSP Deployment Accelerator

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Agenda

01	Background	5 mins
02	Engagement Summary	10 mins
03	Program Terms & Onboarding Process	20 mins
04	Registration Redemption Process	15 mins



Microsoft Elevate Mission

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



**Opportunity
for every
classroom**



**Opportunity
for every
changemaker**



**Opportunity
for every
community**

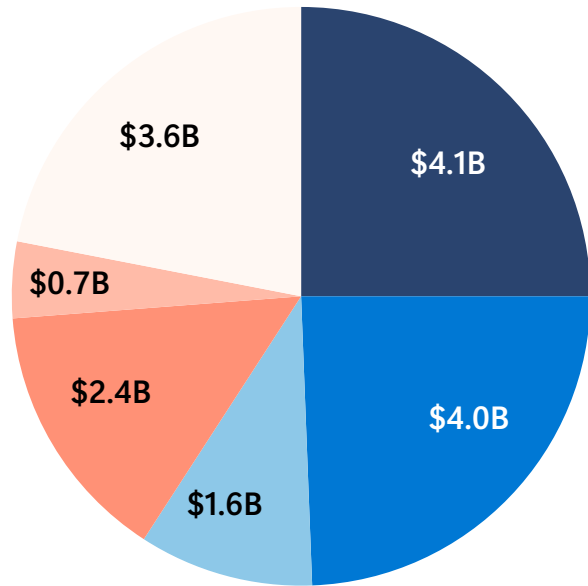
In close partnership with Microsoft Partners

Nonprofit Opportunity

Nonprofit TAM \$16B



Forecast by Solution Area FY26



■ AI Workforce ■ AI Business Process ■ Security
■ Data & AI ■ Digital & App Innovation ■ Infra

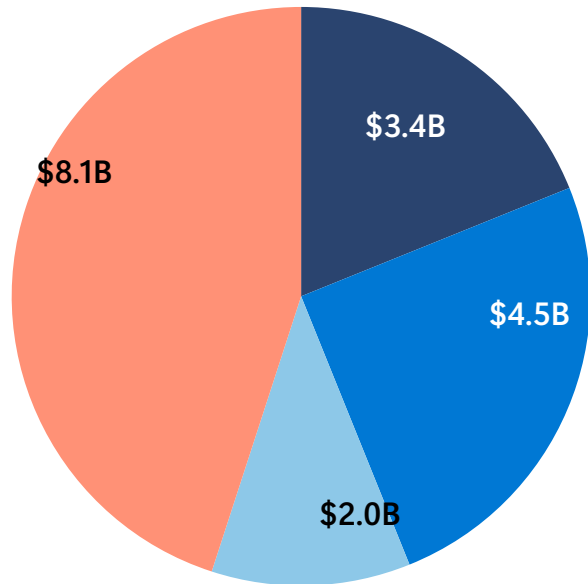
10 million
eligible
organizations

Education K-12 Opportunity

EDU K-12 TAM \$17B



Forecast by Solution Area FY26



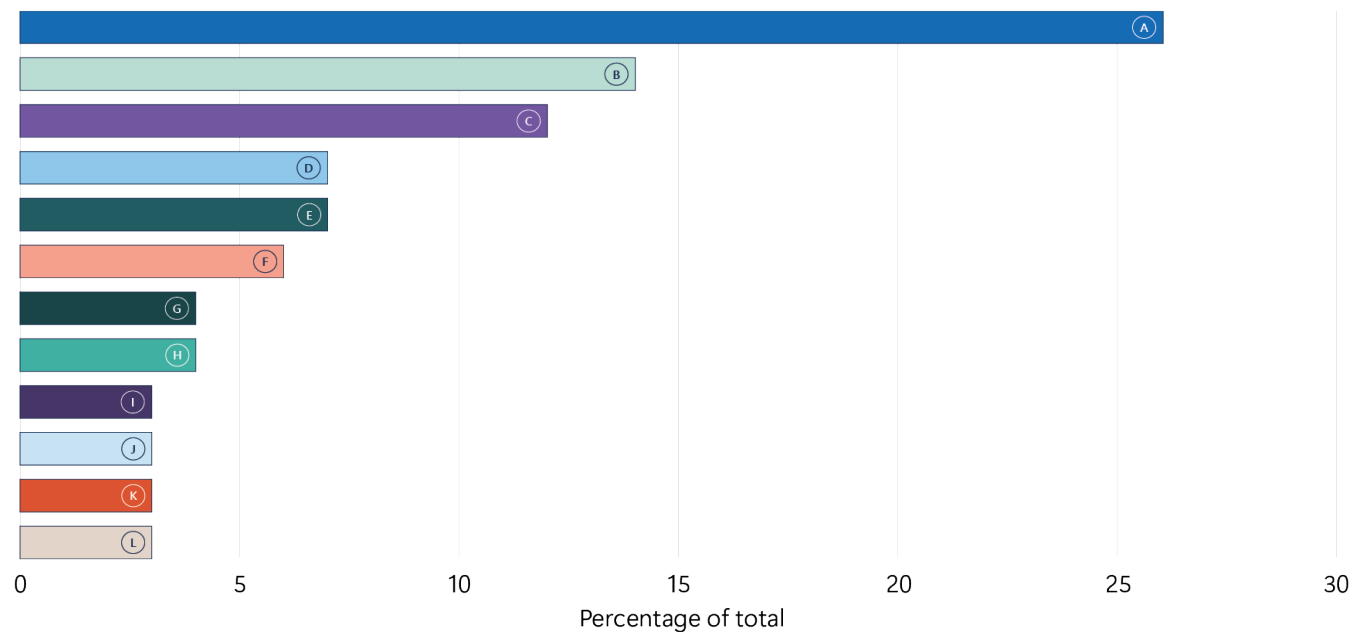
■ AI Workforce ■ AI Business Process ■ Security ■ Cloud & AI

**School spending
on AI and Security
is increasing**

Nonprofit & Education

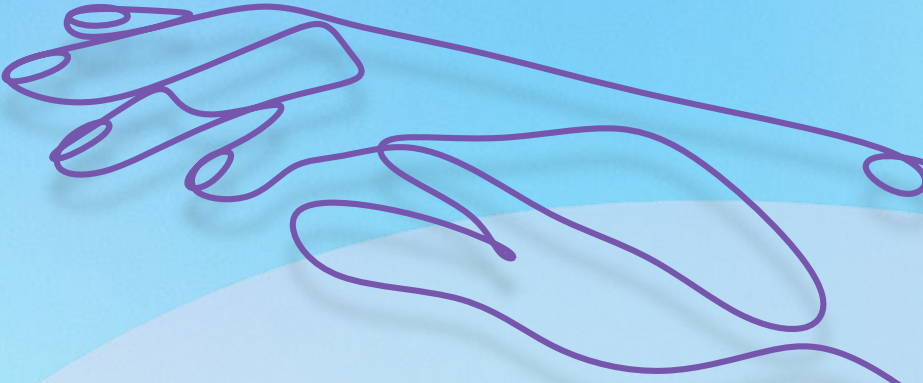
organizations rank within the top five sectors most affected by nation-state actors

Most-targeted sectors by nation-state actors



	% of total		% of total
A. IT	26	G. Transportation	4
B. Research and academia	14	H. Communications	4
C. Government	12	I. Finance	3
D. Think tanks/NGOs	7	J. Health	3
E. Consumer retail	7	K. Defense	3
F. Manufacturing	6	L. Energy	3

Source: Microsoft Threat Intelligence nation-state notification data



To unlock the potential of agentic AI,
we need to start with trust.



And trust starts with **security**

Why Elevate CSP Copilot & Security Deployment Accelerator?

Background



The Elevate CSP Deployment Accelerator aims to help partners accelerate deployment and usage of Core M365 and Security workloads among Nonprofits and EDU K-12 Orgs transacting on CSP
MCI CSP Deployment Accelerator for M365 E3/E5 does not cover Nonprofit priced M365 E3/E5/ Defender/Purview suites and Academic priced M365 A3/ A5 suites



The Elevate CSP Deployment Accelerator aims to help partners accelerate deployment and usage of Microsoft 365 Copilot, Copilot Business and Copilot chat for 150-500 Copilot/Copilot Business seat purchases.
MCI Copilot + Power Accelerate Deployment Engagements do not serve < 500 seats Copilot Deployments



Incentive for partners to build and expand their Nonprofit and EDU K-12 practice
Reduced time to value through faster deployments, clear registration communication and simplified process with Partners. So partner can focus on what matters – helping nonprofit accelerate mission outcomes and EDU K-12 orgs deliver on enhanced student outcomes

Elevate CSP Deployment Accelerator for Copilot & Security - Pilot

Engagement summary: The Elevate Copilot & Security for CSP Registration Offer is a Microsoft Elevate-funded, partner-led incentive program designed to accelerate the deployment of Microsoft 365 Copilot and select Security workloads for eligible Nonprofit and Education K-14 customers transacting on CSP.

FY26 Q4 pilot

Engagement term: April 1, 2026 - June 30, 2026, in select markets as a pilot offering.

*This is limited in both scope and area availability due to the nature of this being a pilot to test.

Customer eligibility & activity pay-out (Subject to revision by program owners)

Tiers (Seats)	M365 Copilot & M365 Copilot Business	M365 E5	M365 E3, M365 A3, M365 A5, M365 BP, Security Suites, Security Suites for BP
150-299	\$8,000	\$2,500	\$1,500
300-499	\$14,000	\$5,500	\$3,000
500-999		\$10,000	\$5,500
1,000-2,499		\$18,000	\$11,000
2500+		\$25,000	\$18,000

Measure and Reward:

- Partner should work with Microsoft Elevate field sellers and/or PDMs and PSSs to identify potential and eligible customers
- Partner will work with eligible customers to deploy Copilot and/or Security workloads by submitting SOW and POE via the FPC Registration Portal.
- Payout is 100% paid upon completion and approval of required POE. Public segment (this includes EDU K14) customers paid 100% upon POE approval.
- Offer is only for net new seats purchased through June 30, 2026.
- Maximum per-customer payout cap referenced at \$25,000.
- Partner must provide customer seat count to be deployed.
- For nominations, net new seats/ upsell count toward the registration payout, renewals do not.

Partner eligibility:

- Must have a Microsoft AI Cloud Partner Program Agreement
- Partner needs to be a CSP partner with active Copilot Jump Start Ready tier status and/or a Security designation.

Pilot is limited to the following locations:
US, Canada, UK, Germany, France, Australia, Netherlands

Customer Qualification

Eligible customer purchases through qualified CSP between April 1, 2026, through June 30, 2026 and closed opportunities between July 1, 2025 and March 30, 2026, that meet the following criteria:

- Eligible Nonprofit and Education K-14 customers transacting on CSP
- Excludes EA customers, customers who are not eligible Nonprofit and Education K14 orgs transacting on CSP, Security Standalones.
- Eligible offers: Microsoft 365 Copilot; M365 E3/M365 E5; M365 A3 Faculty/M365 A5 Faculty; M365 Business Premium; Defender Suite, Purview Suite, Defender Suite for BP, Purview Suite for BP, Defender & Purview Suite for BP, other Security Suites.
- Must be an active net-new or upsell opportunity in MSX to be closed by June 2026 for customers segmented to SME&C Corp TSI or K14.
- Registration amounts will be awarded solely based on the net-new seats/upsell portion of the deal. Renewals do not count toward customer qualification voucher payout.

Scenarios

Scenario #1	Requested to deploy several security workloads, all within the ME5 bucket
Description	Customer has purchased or will purchase: 2,800 ME5 Suite seats Request was submitted to deploy: 200 MDE P2 devices, 500 Entra ID P2 seats, 700 MDO P2, 2,000 Entra ID P1 seats, 2,600 Intune seats
Payment	Payment will apply only to the highest workload within the ME5 bucket: From the E5 bucket: Payment of \$25,000 for 2,600 Intune seats

Scenario #2	Requested to deploy several security workloads, all within the ME3, MA3, MA5, MBP, Security Suites, Security Suites for BP bucket
Description	Customer has purchased or will purchase: 2,800 Defender Suite seats Request was submitted to deploy: 200 MDE P2 devices, 500 Entra ID P2 seats, 700 MDO P2, 2,000 Entra ID P1 seats, 2,600 Intune seats
Payment	Payment will apply only to the highest workload within the Security Suites bucket: From the ME3, MA3, MA5, MBP, Security Suites, Security Suites for BP bucket: Payment of \$5,500 for 700 MDO P2 seats

Scenario #3	Requested to deploy several workloads, all within the Copilot and ME5 buckets
Description	Customer has purchased or will purchase: 400 Copilot seats , 2,800 E5 Suite seats Request was submitted to deploy: 350 Copilot seats, 800 MDE P2 devices, 500 Entra ID P2 seats, 700 MDO P2, 1,000 Entra ID P1 seats, 1,500 Intune seats
Payment	Payment will apply only to the highest workload in each bucket: From Copilot bucket: Payment of \$14,000 for 350 Copilot seats From E5 bucket: Payment of \$18,000 for 1,500 Intune seats The total payment will be \$14,000 + \$18,000 = \$32,000; however, since the payment is capped at \$25,000, the final payment for this request will be \$25,000.

Elevate Copilot & Security CSP Deployment Accelerator 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

Eligible nonprofit and education (K-14) customers transacting on CSP

Tenant-level eligibility validated by Microsoft and meeting defined seat thresholds

Net-new or upsell Copilot and/or Security workload deployments

Partner Eligibility

CSP partner invited to participate in the pilot

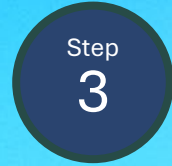
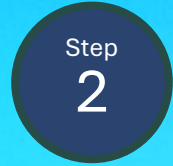
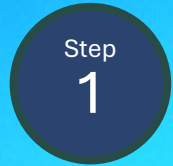
Copilot Jump Start Ready tier and/or Security designation

Acceptance of program terms & conditions and successful onboarding

Proof of Execution

100% of incentive paid upon submission, approval of POE

Elevate Copilot & Security CSP Deployment Accelerator 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

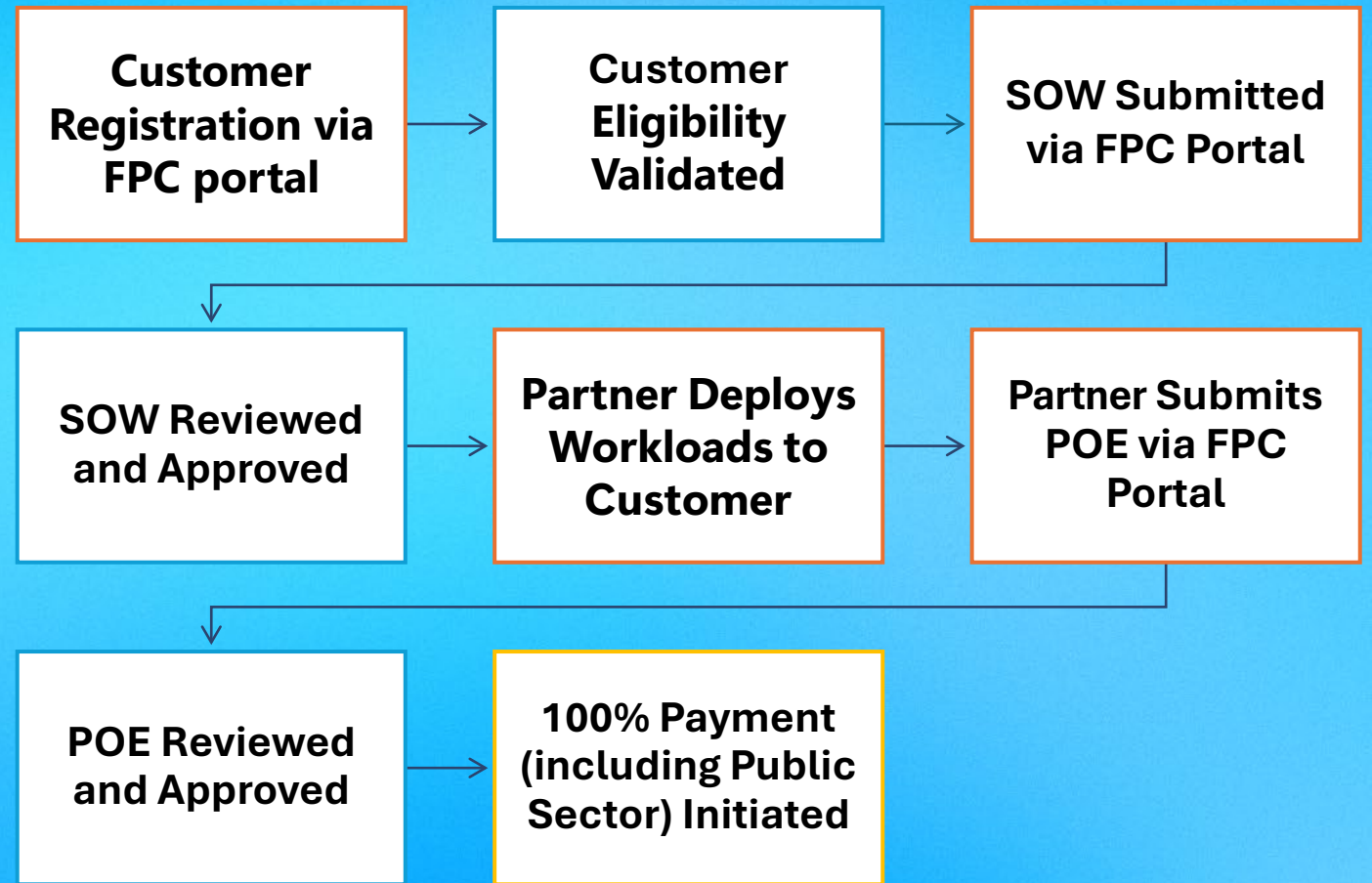
Welcome to the Elevate CSCSPA Incentive Program!

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

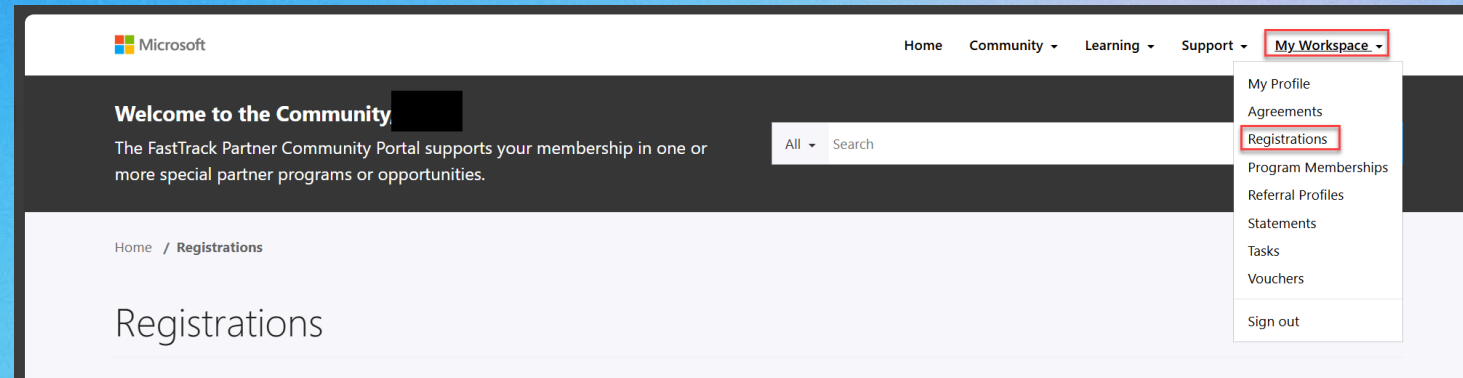
Your organization is now published as a partner eligible to support customers.

Elevate Global Training Partner Program Flow Overview

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



Submitting a Registration



- Sign in to the FastTrack Partner Community (FPC) Portal
- Create a new registration under My Workspace → Registrations
- Select the eligible Elevate Copilot & Security CSP Deployment Accelerator program
- Enter customer details and uploads required documents (e.g., SOW)
- Submit registration for Microsoft review and validation

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



Review

- Program Terms

Engage

- With Customers quickly

Act

- Submit POE and SOW's promptly



Questions or Clarification?