



QTM M365 E7 Voucher Program

Partner Office Hours

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Agenda


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





M365 E7 Voucher Program | What's In It For Me

Voucher Programs helps accelerate deals to close and start deployments faster

-  **Up to \$100K in Voucher Funds:** Eligible deals that are nominated by the Microsoft Account Team can receive up to \$100K in deployment activity funding (through a voucher); subject to approval.

-  **Win Faster:** Vouchers are designed to help you and the Microsoft Account Team accelerate deals to close and start deployments faster.

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

-  **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

Programs are designed to support sellers closing deals through vouchers.

MSFT Field not familiar with the Vouchers or has questions? Point them to <https://aka.ms/ABSVouchers>

	M365 E7 Migration & Deployment Voucher	M365 Copilot	Copilot Agents	M365 E3/E5 Migration & Deployment Voucher	Compete Voucher
Products	M365 Copilot Microsoft Entra M365 E5 Agent 365	M365 Copilot	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 ME7	Strategic investment to drive wall-to-wall Copilot adoption—empowering every employee with a Copilot License.	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	\$100K	\$75K	\$50K	\$75K	\$100K
Other Conditions	Supports FY26 & FY27 deals M365 E7 SKU *NO* standalone workloads, E7 specific SKU (or step-up SKU) opportunity is a must	Minimum 500 seats	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	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	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

Conditional approval is required before deal close for voucher eligibility

M365 E7 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, and US Federal **ineligible** for this Program*

Offer Terms

- Qualifying purchases - May 1, 2026, to June 30, 2026
- 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**
 - 50% Payment: submitted and accepted Statement of Work signed by partner and customer
 - 50% Payment: submitted and accepted Proof of Execution signed 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

Achieve a minimum of one [Specialization](#) through Microsoft AI Cloud Partner Program, limited to those Specializations listed here:

- i. Modern Work
 - 1. Adoption and Change Management
 - 2. Calling for Microsoft Teams
 - 3. Customer solutions for Microsoft Teams
 - 4. Meetings and Meeting Rooms for Microsoft Teams
 - 5. Modernized Endpoints
 - 6. Teamwork Deployment
- ii. Security
 - 1. Cloud Security
 - 2. Identity and Access Management
 - 3. Information Protection and Governance
 - 4. Threat Protection

*Fully onboarded, Eligible Partners will be added to the
ME3/ME5 Approved partner list:
(<https://aka.ms/M365E3E5VoucherPartnerList>).*

M365 E7 Voucher Program - Onboarding Process (New Partners Only)



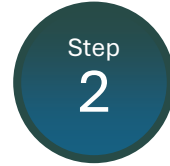
Nomination

Invited partners will be sent Program Agreements

Required information for nomination:

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

Note: Nominations 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

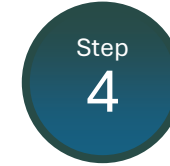


Accept the Terms and Conditions

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

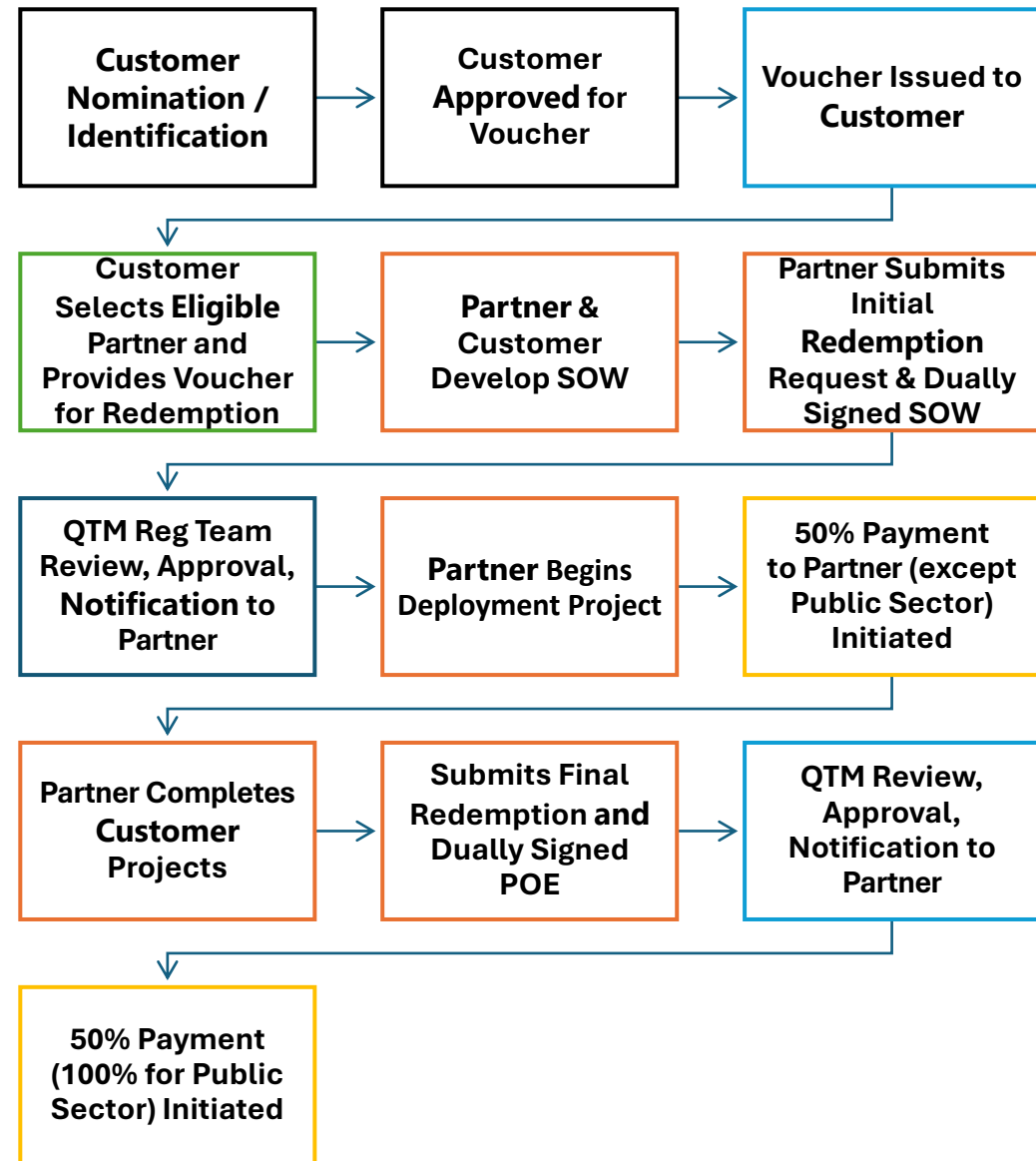
Welcome to the M365 ME7 Voucher Program!

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 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

**Note: E7 will have a separate
SOW/POE**

Additional Program Questions?



- PSMs reach out to the Program Manager, Lela Woods, v-lwoods@microsoft.com
- Partners contact Partner Support, [*PXPartnerSupport@microsoft.com*](mailto:PXPartnerSupport@microsoft.com)

M365 E7 Voucher

QTM Contact

PXPartnerSupport@microsoft.com

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

Resources (Coming Soon)

- **Program Terms and Conditions** - <https://aka.ms/M365E3E5MigrationDeploymentTerms>
- **M365 E7 Program Information** – Updated KB Coming Soon
- **M365 E7 SOW** - <https://aka.ms/M365ME7MigrationDeploymentSOW>
- **M365 E7 POE** - <https://aka.ms/M365ME7MigrationDeploymentPOE>
- **M365 E7 Partner List** - <https://aka.ms/M365E3E5VoucherPartnerList>

For SOW Review

Need help troubleshooting your Statement of Work?
Submit a [support ticket](#) for approval.



Questions or Clarification?