



FY27 Microsoft Teams Meeting Room Registration Program

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Agenda

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- Welcome
 - Onboarding Process
 - Registration Process
 - FY27 Marketing Tactics
 - Q&A

FY26 > FY27. Why are we changing?

Teams Meeting Rooms Program Terms

Teams Meeting Rooms Program Terms

How it works

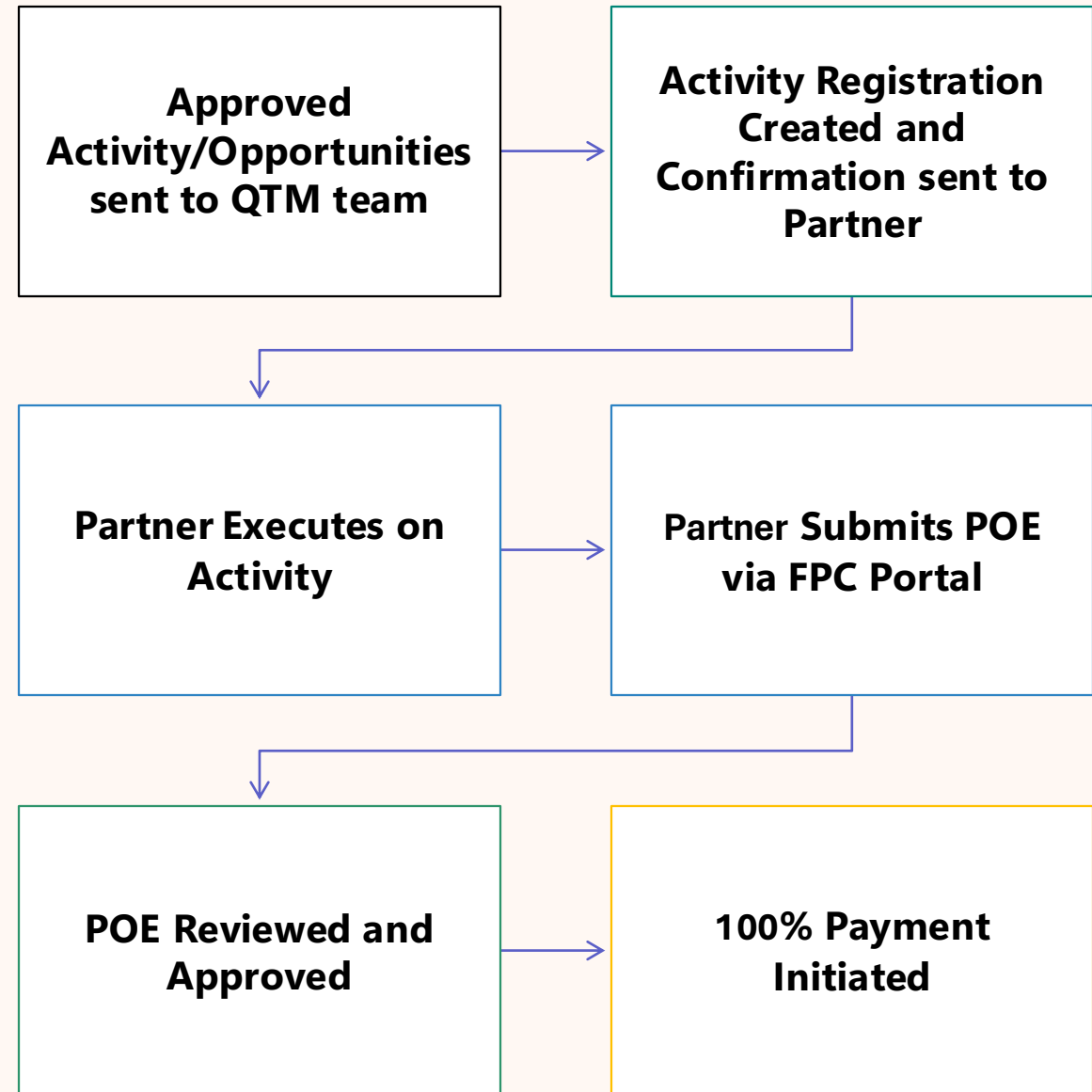
- AI Powered Workplace team approves activities and sends approved list to QTM team
- QTM Team creates registrations on Partner's behalf
- Partner delivers work and submits proof of execution in the FPC Portal

Partner Eligibility

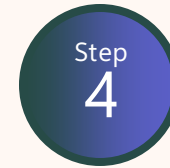
- Be invited by Microsoft to join the Program,
- Have accepted the FY27 AI Powered Workplace DRA Terms and Conditions, and
- Agree to complete Payment Central onboarding and profile setup.

QTM Microsoft Teams Rooms Program Flow Overview

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



Teams Meeting Rooms Partner Program - Onboarding Process



Invite

Invited partners will be sent Program Agreements

Required information for invitation (provided by business sponsor):

- [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 Teams Meeting Rooms Program!

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

Teams Meeting Rooms Marketing Tactics

Events & Engagement

- General Awareness Event/Conference
 - Audience Conversion Event
 - On-Site / Virtual Champ

Demand Generation & Sales

- Telemarketing
 - SPIFF

Enablement & Support

- Partner Recruitment & Readiness
 - Research / Whitepapers

Digital Marketing

- Campaign Landing Page
 - Display Advertising
- Digital Communication (email/eDM/SMS)
 - Digital Catalog
- Search Engine Marketing
- Social Media Marketing



FY27 Tactic Categories

Proof of Concepts

- Proof of Concept (PoC)

FAQ

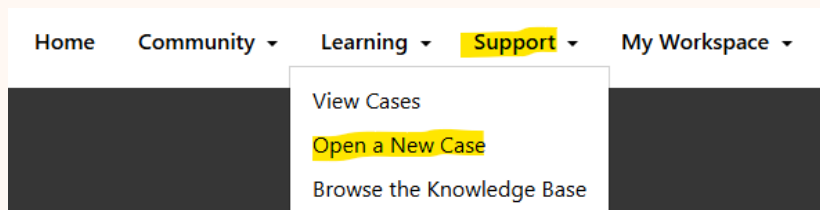
Q: I signed the agreement and submitted payment details in the FPC Portal. Now what?

A: Payment Central invitation email is sent to the assigned Payment Central Contact within 3 business days of submitting the Payment detail in the FPC Portal. The email is sent from Microsoft Azure <azure-noreply@microsoft.com>. If you have any questions about how to complete the profile, please email askp2p@microsoft.com.

We also have a Knowledge Base Article to provide guidance on process: [Partner Onboarding: Microsoft Payment Central \(MPC\) Instructions](#).

Q: What should I do if I have questions about the program, registrations, Portal access, etc.?

A: Please reach out to our Partner Support team via the FPC Portal, <https://aka.ms/pxpartnersupport>



Thank you

