



# Accelerate growth with partner benefits packages

February 2026



# Innovate faster. Reduce costs. Scale more efficiently.

## Maximize your partnership with key benefits

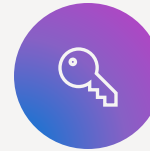
- Partner benefits packages provide bundled licenses, Azure credits, personalized support, and more—for a fraction of the retail value. The packages are regularly updated based on technology and market trends to help you drive success in the Microsoft AI Cloud Partner Program.
- To browse benefits and pricing for partner benefits packages, go to the [partner benefits packages webpage](#) and the [Microsoft AI Cloud Partner Program benefits guide](#).
- Packages can be purchased by your organization's Partner Center admin via the [membership offers page](#) in Partner Center. Each partner organization can purchase up to one of each package.

## Explore the value of each package



### Partner Launch Benefits

Kick-start your growth as a Microsoft partner with Partner Launch Benefits. This offering empowers you to discover, use, and test Microsoft products.



### Partner Success Core Benefits

Strengthen your cloud and AI practice with Partner Success Core Benefits. Tap into a strong foundation of product licenses and personalized support to create and expand your offerings.



### Partner Success Expanded Benefits

Scale your business with Partner Success Expanded Benefits. This comprehensive package contains in-demand benefits and tools for organizations that are ready to expand even further and deepen their partnership with Microsoft.

# Benefits built for your business

Partner benefits packages provide offerings to strengthen your cloud and AI practice. The packages are tailored to reflect different operation models and empower you to grow by connecting technology, resources, and support. With partner benefits packages, you can:



## Build your cloud and AI practice and strengthen your solutions.

Tap into exclusive product and support benefits to accelerate innovation and drive success for your business. Access in-demand licenses, Azure credits, and more to experiment with cutting-edge technology, develop offerings, and deliver high-performing solutions for your customers.



## Scale your business with cost-saving bundles designed to help you achieve more.

Each partner benefits package provides you with a portfolio of key Microsoft products and support services at a significant discount. Partner benefits packages are a cost-efficient way to access the tools you need to grow your business.



## Deepen your partnership with Microsoft and drive long-term profitability.

No matter your stage of growth, there is a partner benefits package for you. With three increasingly robust options to choose from, you can select the package that best serves your current needs, then expand your benefits as you continue to grow with Microsoft.

# February 2026 updates

The three partner benefits packages include bundled licenses, one-on-one program and technical consultations, and go-to-market resources—all of which are designed for you to drive profitability across the full customer lifecycle.

In February 2026, we updated partner benefits packages to deliver even more value for your business, including:

- Access to Partner Marketing Center Pro, an AI-powered, end-to-end partner marketing experience to drive demand.
- Expanded Copilot benefits, including additional Microsoft 365 Copilot seats, Copilot Studio Capacity Packs, and Dragon Copilot access.
- Increased Azure credits to support solution development and testing.
- Enhanced security offerings, such as Microsoft Defender Suite, Microsoft Entra Suite, and Microsoft Intune Suite.



# Cost-saving benefits designed to drive success

The retail value of partner benefits packages far exceeds their cost—and this value expands as partners move from one package to the next. The increasing value comes from empowering partners to run better customer-facing businesses, enhance operational efficiency, and drive positive customer outcomes.

	Partner Launch	Partner Success Core	Partner Success Expanded
<b>Copilot products:<sup>2</sup></b> Microsoft 365 Copilot, Dragon Copilot <sup>3</sup> , Copilot Studio, etc.	-	Up to 5 users for 1 Copilot product	Up to 15 users across 3 Copilot products
<b>Productivity products:<sup>2</sup></b> Microsoft 365, Dynamics 365, Visual Studio Enterprise IDE <sup>4</sup> , Power BI Premium, etc.	Up to 5 users across 13 productivity products	Up to 25 users across 22 productivity products	Up to 35 users across 36 productivity products
<b>Security products:<sup>2</sup></b> Defender, Entra, Intune, etc.	Up to 5 users across 1 security product	Up to 15 users across 3 security products	Up to 35 users across 6 security products
<b>Azure credits</b>	\$700 <sup>1</sup>	\$2,400	\$5,000
<b>Partner Marketing Center Pro</b>	Unlimited access	Unlimited access	Unlimited access
<b>Partner Concierge</b>	-	50 incidents	50 incidents
<b>Technical presales &amp; advisory</b>	-	5 hours for advisory and/or sales & enablement assistance	10 advisory hours Unlimited sales & enablement assistance
<b>Package cost</b>	<b>\$350</b>	<b>\$925</b>	<b>\$4,125</b>

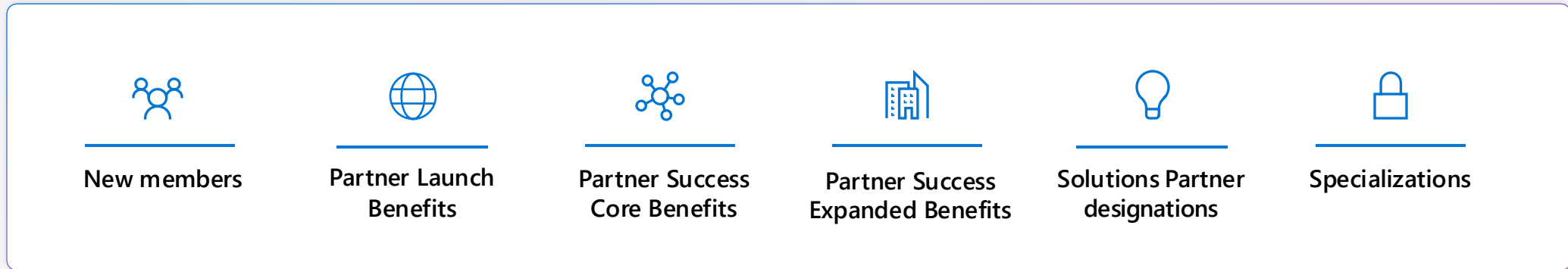
1. Throughout this deck, \$ refers to US dollar (USD).

2. Product licenses shown are for illustration purposes only. For details on the exact license and seat counts included in each benefits package, please refer to the current Microsoft AI Cloud Partner Program [benefits guide](#).

3. Microsoft Dragon Copilot originally launched to specific regions and will be added to more regions later in 2026.

4. Visual Studio Enterprise IDE is an updated version for 2026 benefits. Learn more about the change in this [Microsoft Learn article](#).

# Journey for partners providing services



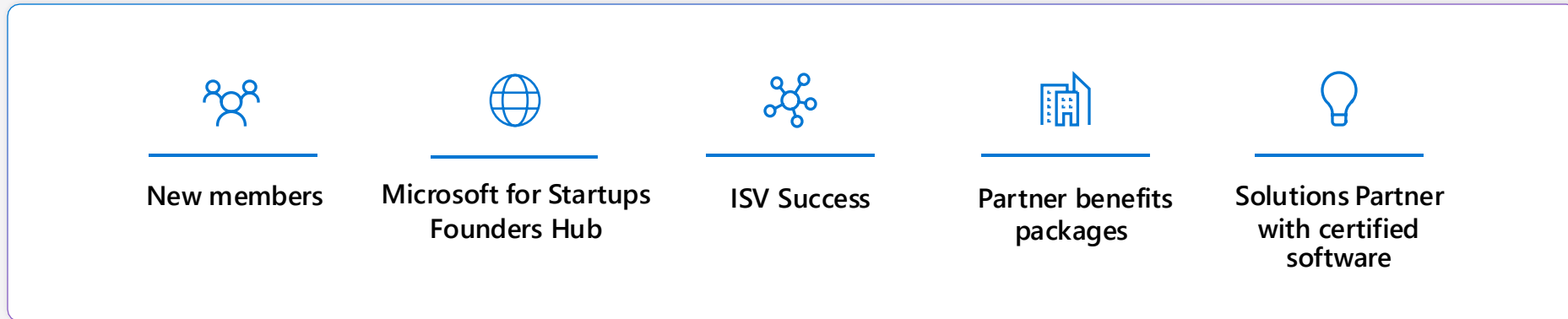
After you join the Microsoft AI Cloud Partner Program, we encourage you to explore the benefits packages that empower you to achieve your goals—no matter your size or stage of growth.

- **Partner Launch Benefits:** Build high-performing solutions and kick-start your business growth.
- **Partner Success Core Benefits:** Create, build, and expand a strong AI and cloud practice.
- **Partner Success Expanded Benefits:** Scale your reach further and deepen your partnership with Microsoft.

After meeting specific criteria for performance, skilling, and customer success, you may also qualify for opportunities to differentiate your business and gain more benefits.

- **Solutions Partner designations:** Differentiate your unique capabilities and stand out to customers when you attain designations aligned to commercial solution areas.
- **Specializations:** Validate your deep expertise in specific technical scenarios.

# Journey for partners developing software solutions



As a partner in the Microsoft AI Cloud Partner Program, you can access offerings, create high-performing software solutions, and achieve your business goals.

- **[Microsoft for Startups Founders Hub](#)**: Accelerate innovation and growth for your startup, no matter your background, location, or progress. Access tools, networking opportunities, and essential business guidance to ideate, develop, grow, and scale your software solutions with Microsoft.
- **[ISV Success](#)**: Access a set of technical tools and resources to build, publish, and grow your well-architected cloud solutions on Microsoft Marketplace.
- **[Partner benefits packages](#)**: Kick-start your growth, build a strong cloud and AI practice, and scale your reach. You can choose one or more of these benefits packages depending on your business needs.
- **[Solutions Partner\\* with certified software\\*\\* designations](#)**: Differentiate and validate your solution's capabilities and proven track record of success in areas of high customer demand. When you become a Solutions Partner with certified software, you unlock exclusive badging, marketing tools and resources, and more to showcase your validated solution to customers.

# Frequently asked questions

**Q. Where can I purchase a partner benefits package?**

**A.** Your organization's Partner Center admin can purchase a package via the [membership offers page](#) in Partner Center.

**Q. Can I purchase more than one package?**

**A.** Yes. Each organization can purchase one of each of the three packages.

**Q. Where can I find full details about the benefits included in each of the three packages?**

**A.** Download the Microsoft AI Cloud Partner Program [benefits guide](#) to view the most up-to-date details, including a comprehensive list of the benefits included in each package.

**Q. Where can I find local pricing for each of the offerings?**

**A.** You can find your local price for all Microsoft AI Cloud Partner Program offerings in the Partner Center purchase experience. Microsoft will assess pricing in local currency as part of a regular twice-a-year cadence, taking into consideration currency fluctuations relative to the US dollar.



Thank you



## Disclaimer

\*"Solutions Partner" refers to a company that is a member of the Microsoft AI Cloud Partner Program and may offer software, services, and/or solutions to customers. Reference to "Solutions Partner" in any content, materials, resources, web properties, etc. and any associated designation should be not interpreted as an offer, endorsement, guarantee, proof of effectiveness or functionality, a commitment or any other type of representation or warranty on the part of Microsoft. All decisions pertaining and related to your business needs including but not limited to strategies, solutions, partner selection, implementation, etc., rests solely with your business.

\*\*A certification is (1) specific to the solution's interoperability with Microsoft products and (2) based on self-attestation by the solution owner. Solutions are only certified as of the date the solution is reviewed. Solution functionality and capability are controlled by the solution owner and may be subject to change. The inclusion of a solution in marketplace and any such designations should not be interpreted as an offer, endorsement, guarantee, proof of effectiveness or functionality, a commitment or any other type of representation or warranty on the part of Microsoft. All decisions pertaining and related to your business needs including but not limited to strategies, solutions, partner selection, implementation, etc., rests solely with your business.