

# Microsoft AI Cloud Partner Program

The **Microsoft AI Cloud Partner Program** is a program that enables partners to build, scale, and sell worldwide while using Microsoft AI technology to drive business transformation for customers around the world. The Microsoft Cloud Solutions Designation identifies partners with specific capabilities and experiences in high customer demand solution areas. Partners can choose to earn one Solutions Partner designation or more, if applicable to their organisation.

To attain the Solutions Partner Designation, partners must achieve a minimum of one point in each subcategory of the requirements. These subcategories include net customer adds, intermediate certification, advanced certification, deployments, and usage growth.

The Solutions Partner Designation is anchored on the Microsoft Cloud in six solution areas aligned to how Microsoft goes to market. The six solution areas are: Business Applications, Data & AI (Azure), Digital & App Innovation (Azure), Infrastructure (Azure), Modern Work, and Security. **Bytes are one of few partners who has attained all six designations, and is considered a Solutions Partner for Microsoft Cloud, which is the highest certification in the Microsoft AI Cloud Partner Program.**

 Microsoft  
Solutions Partner  
Business Applications

 Microsoft  
Solutions Partner  
Data & AI  
Azure

Specialist  
Infra and Database Migration

 Microsoft  
Solutions Partner  
Digital & App Innovation  
Azure

 Microsoft  
Solutions Partner  
Infrastructure  
Azure

Specialist  
Infra and Database Migration  
Azure Virtual Desktop

 Microsoft  
Solutions Partner  
Security

Specialist  
Cloud Security  
Identity and Access  
Management  
Threat Protection

 Microsoft  
Solutions Partner  
Modern Work

Specialist  
Adoption and Change  
Management  
Calling for Microsoft Teams  
Modernize Endpoints  
Meetings and Meeting Rooms  
for Microsoft Teams

 Microsoft  
Solutions Partner  
Microsoft Cloud





## **Business Applications**

As a Solutions Partner for Business Applications, you demonstrate your broad capability to deliver solutions with Dynamics 365 and Power Platform.



Data & AI

Azure

Specialist

Infra and Database Migration

## Data & AI

As a Solutions Partner for Data & AI you demonstrate your broad capability to help customers manage and govern their data across multiple systems to build analytics and AI solutions.



Digital & App Innovation  
Azure

## **Digital & App Innovation**

As a Solutions Partner for Digital & App Innovation, you demonstrate your broad capability to help customers modernize existing applications and build cloud-native apps.



Infrastructure

Azure

Specialist

Infra and Database Migration

Azure Virtual Desktop

## Infrastructure

As a Solutions Partner for Infrastructure, you demonstrate your broad capability to help customers accelerate migration of key infrastructure workloads to Azure.



Security

**Specialist**

Cloud Security

Identity and Access

Management

Threat Protection

## **Security**

As a Solutions Partner for Security you demonstrate your broad capability to help customers safeguard their entire organization with integrated security, compliance, and identity solutions.



Modern Work

### Specialist

Adoption and Change  
Management

Calling for Microsoft Teams

Modernize Endpoints

Meetings and Meeting Rooms  
for Microsoft Teams

## Modern Work

As a Solutions Partner for Modern Work you demonstrate your broad capability to help customers boost their productivity and make the shift to hybrid work using Microsoft 365.



Microsoft Cloud

## **Microsoft Cloud**

A partner who has attained all six designations is considered a Solutions Partner for Microsoft Cloud, which is the highest certification in the Microsoft AI Cloud Partner Program.