

Microsoft South Central Area Partner Awards Recognition Framework

Award Criteria Detail

Teamwork - Recognizes situations where multiple partners work together to realize the full potential for the customer. Celebrates the ability of Microsoft partners to team together and with Microsoft to add value to customers. Rewards partners who do an outstanding job of selling the stack.

Satisfaction & Experience (CPE) - Recognizes a partner who has provided consistently exceptional customer satisfaction. Rewards positive, predictable, value-based experience partner has created for the customer through superior achievement or programs designed to dramatically improve customer experience. Also recognizes partner who has created an exceptional engagement framework with MS through outreach and participation across a range of activates.

Loyalty - Recognizes exceptionally loyal partners to Microsoft either through tenure milestones (5 years as gold partner etc.) or through an exceptional act of loyalty that demonstrates partner's commitment to Microsoft.

Compete - Recognizes key competitive wins achieved by partners, and partners who win tough competitive opportunities by demonstrating excellence in selling the value of the Microsoft technology solution set.

Excellence - Recognizes partners who constantly seek to improve their processes and practices, sharing their expertise and ideas with others. Also recognizes partners who leverage and build on MS's GTM activities to provide great value in reaching customers to help solve business problems using MS technology.

Area/Region Award - Recognizes special or outstanding achievement by a partner. Recognizes superior partner growth in revenues or customer adds.

Competency - Recognizes exceptional expertise or competency by a partner in a specific industry, vertical, solution or segment. Celebrates that partners commitment to their specific area of specialization. Recognizes partners who develop new, bold ideas and solutions for customers. Celebrates partners who are defining and implementing creative new ways to improve the way our customers use our solutions and technology.