Microsoft

Low Code
Partner Opportunity

July 2023

Your customers' need for digital solutions is at an all-time high

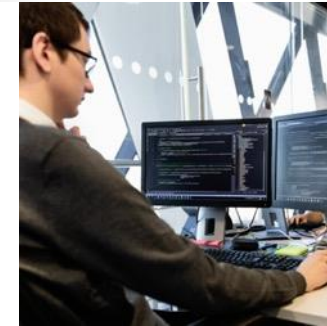**50%** Of digital work can be automated with current technology.

86% Of companies struggle to hire tech talent.

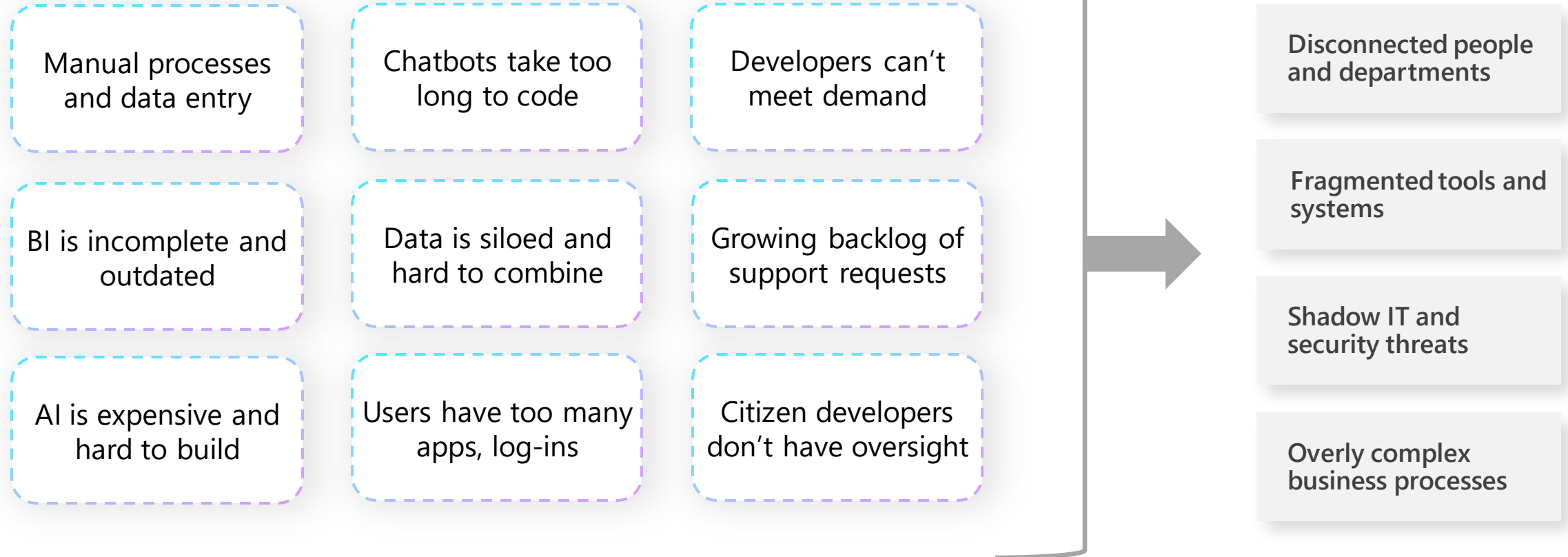**750M** More apps will be created in the next 3 years than in the last 40.

79% Of managers are seeing increased pro & citizen developer collaboration.

Technology constraints limit their ability to transform

Challenges

Manual processes and data entry

Chatbots take too long to code

Developers can't meet demand

BI is incomplete and outdated

Data is siloed and hard to combine

Growing backlog of support requests

AI is expensive and hard to build

Users have too many apps, log-ins

Citizen developers don't have oversight

Disconnected people and departments

Fragmented tools and systems

Shadow IT and security threats

Overly complex business processes

Low-code helps organizations make the most of their resources at hand

Low-code solutions

Connect people and departments

Unify data and systems

Secure business data

UI-based automation	Ready-to-use chatbots	App templates
Real-time BI	Common data model	Integrated web tools
Plug-and-play AI	Collaborative apps	Managed dev environments

Improve business processes

An unparalleled opportunity with Power Platform

$18.5 B

low-code TAM[1]

21% CAGR[1]

No. 1
adopted low-code platform[2]

33 M
monthly active Power Platform users[3]

36,000 organizations
already using AI-powered capabilities in Power Platform[4]

140% ROI
with Power Platform premium capabilities[5]

1. Gartner Research Commissioned by Microsoft, 2023
2. The Forrester Wave™: Low-Code Development Platforms For Professional Developers, Q2 2023
3. FY23 Q3 Earnings Release link
4. Microsoft Internal data
5. A Forrester TEI Study Commissioned By Microsoft, August 2022

Microsoft is a leader and a trusted brand

Platform

Leader | Gartner
Low Code Applications Platform, 2022

Leader | Forrester Wave
Low-Code Development Platforms for Professional Developers, 2021
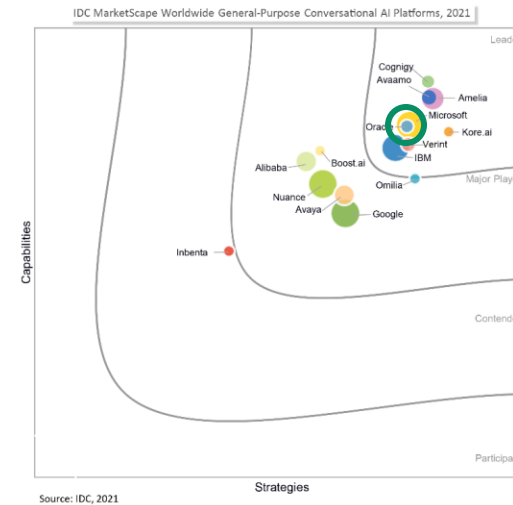
Automation

Leader | Gartner
Robotic Process Automation Attended & Unattended, 2022

Leader | Forrester Wave
Robotic Process Automation, 2022

Leader | Forrester Wave
Digital Process Automation , 2022

Conversational AI

Leader | IDC MarketScape
Worldwide General-Purpose Conversational AI & Bots, 2022

Leader | IDC MarketScape
Conversational AI Software Platforms for Customer Service, 2021

BI & Analytics

Top Vendor | Gartner
Analytics & Business Intelligence Platforms, 2022

Leader | Forrester Wave
Augmented BI Platforms, 2021

The world's most complete set of integrated, low-code development tools

Microsoft Power Platform

Power Apps	Power Automate	Power Virtual Agents	Power Pages	Power BI
for web and mobile application development	for process or workflow automation	for chatbots and conversational agents	for building secure, data-centric business websites	for data exploration, analytics, and reporting

Data connectors

AI Builder

Microsoft Dataverse

Power Fx

Managed Environments

"As soon as we bring Power Platform into established accounts, we see our footprint in the organization grow—from serving one line of business to suddenly creating solutions that span several.

That shift changes the nature of our conversations with customers, which in turn, changes our role from implementation partner to a digital strategic advisor.

We might start out off talking Power Platform and end up selling Azure, Dynamics 365, or other systems that can bring the customer's vision to life."

Dynamics 365 Business Unit Manager, Abakion

"With that first engagement, once a customer realizes the value and impact that Power Platform can deliver, this tends to be a defining moment in their transformation journey."

Founder & Executive Chairman, Hikari

"If ever a technology found its moment in time it's Power Platform, today. This is a technology that allows organizations to do more for less, which is extremely attractive and essential for customers in today's economic reality."
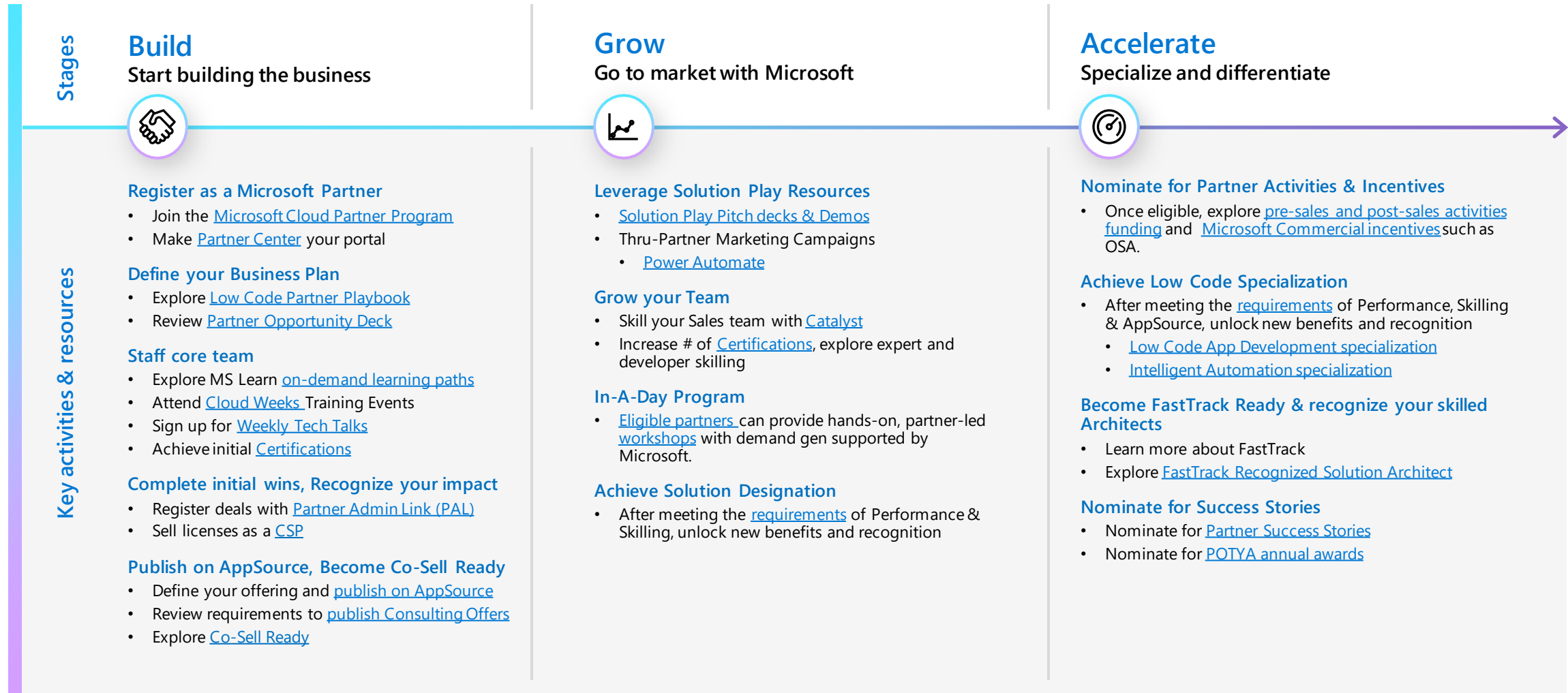
Microsoft Digital Customer Experience, Europe, Capgemini

Top 11 best practices from leading partners

1. Make your customer's first experience a SIMPLE, GREAT experience—and shout about it.

2. Change the way you think about selling and scoping projects.

3. Maximize agility with a phased approach to building

4. Decide how low-code fits into your business.

5. Manage customer expectations for timeline and cost

6. Distinguish low-code do-it-yourself customers from those who want to buy solutions you build

7. Build solutions around the experience not the specific tool.

8. Provide ongoing education for all your employees.

9. Come right out and ask if customers already use it.

10. Understand the effects your build will have on licensing.

11. Use low-code to increase your footprint in customer accounts and expand your offerings.

See the full Low Code Partner Playbook at:
https://aka.ms/LowCodePartnerPlaybook

Plan your next step in the partner journey

Stages

Build
Start building the business

Grow
Go to market with Microsoft

Accelerate
Specialize and differentiate

Key activities & resources

Register as a Microsoft Partner
- Join the Microsoft Cloud Partner Program
- Make Partner Center your portal

Define your Business Plan
- Explore Low Code Partner Playbook
- Review Partner Opportunity Deck

Staff core team
- Explore MS Learn on-demand learning paths
- Attend Cloud Weeks Training Events
- Sign up for Weekly Tech Talks
- Achieve initial Certifications

Complete initial wins, Recognize your impact
- Register deals with Partner Admin Link (PAL)
- Sell licenses as a CSP

Publish on AppSource, Become Co-Sell Ready
- Define your offering and publish on AppSource
- Review requirements to publish Consulting Offers
- Explore Co-Sell Ready

Leverage Solution Play Resources
- Solution Play Pitch decks & Demos
- Thru-Partner Marketing Campaigns
  - Power Automate

Grow your Team
- Skill your Sales team with Catalyst
- Increase # of Certifications, explore expert and developer skilling

In-A-Day Program
- Eligible partners can provide hands-on, partner-led workshops with demand gen supported by Microsoft.

Achieve Solution Designation
- After meeting the requirements of Performance & Skilling, unlock new benefits and recognition

Nominate for Partner Activities & Incentives
- Once eligible, explore pre-sales and post-sales activities funding and Microsoft Commercial incentives such as OSA.

Achieve Low Code Specialization
- After meeting the requirements of Performance, Skilling & AppSource, unlock new benefits and recognition
  - Low Code App Development specialization
  - Intelligent Automation specialization

Become FastTrack Ready & recognize your skilled Architects
- Learn more about FastTrack
- Explore FastTrack Recognized Solution Architect

Nominate for Success Stories
- Nominate for Partner Success Stories
- Nominate for POTYA annual awards

Get Connected: Bookmark Partner Hub | Review the Partner Hub Blog | Join the Microsoft Partner Community

Drive low-code expertise across your organization

Enable low-code across your organization

Build and hone low-code expertise

- Develop and nurture low-code champions
- Spearhead internal low-code projects
- Publicize cool new builds across the company

Educate other teams in the organization

- Host lunch and learns for everyone to join
- Offer hands-on workshops and in-a-day builds to help folks learn the tools
- Work with sellers on identifying low-code opportunities
- Share opportunities to build skills offered through Microsoft and other communities

Consult with other teams on low-code

- Dedicate a Teams channel to handling low-code questions
- Help internal teams compare low-code vs. pro-code solutions for projects
- Assign low-code developers to projects led by other teams

Drive low-code opportunities with customers

Whether you run dedicated sales and delivery teams for just low-code sales or embed low-code experts into existing teams, continue to look for opportunities that lead with low-code

Develop low-code services that complement your strengths

Discovery & Assessment	Solution Design & Implementation	Governance & Center of Excellence (COE)	Ongoing Support & Enablement
Identify business challenges that align to low-code Solutions.	Design, develop and implement solutions for the customer.	Define low-code strategy and governance policies to drive desired outcomes.	Provide ongoing support of customer's execution of the low-code strategy.
• Run Discovery and Envisioning workshops (ex. In-a-Day Workshops, Catalyst) • Conduct Process optimization or Automation assessments • Explore internal low-code capabilities and maturity model	• Design low-code solutions aligned to business challenges identified • Develop and deploy solutions to customer • Package and sell reusable templates and repeatable IP	• Create and implement a governance strategy • Design and set up a Center of Excellence (COE) • Skill up customer's low-code team	• Execute ongoing trainings and envisioning workshops • Review customer-built solutions for best practices, user experience, security • Consult on pro/low-code build options and compare ROI • Manage COE on behalf of customer
Roles: Business consultants, Business Analysts	Roles: Low-code Architects and Developers	Roles: Governance architects, Low-code trainers	Roles: Customer success lead, Low-code trainers, developers, business consultants

Create packaged services for initial customer engagement

Prove the value of low-code fast with quick starts that offer fixed-scope, fixed-price services

Briefing

Give your customer an introduction to low-code solutions.

- May include a light discovery session to align their challenges with low-code capabilities.

Assessment

Evaluate business processes to consider where low-code solutions make sense.

- Aim to better understand your customer's current challenges, technology landscape, business processes, and/or their low-code capability and capacity.

- If setting up a CoE, perform an assessment of their current governance policies and capabilities.

Proof of Concept

Develop a limited-scope implementation to verify that the solution meets the customer's requirements and validate that it works in their environment.

- For a CoE, this could also include training admin resources and defining their initial governance strategy.

Implementation

Deliver a fully working low-code solution.

- This may start with a discovery session to understand their challenges, then your team can design, develop, and deploy a low-code solution.

- If a CoE is part of the engagement, you can also define their governance strategy for the new implementation.

Workshop

Host an interactive training or hands-on engagement.

- In-a-day workshops and training sessions can help you drive low-code awareness and skills for your customer.

- Demos with light design and development allow you to showcase the ease of use and build traction.

- For governance, you can offer to skill up resources through a hands-on workshop.

Evolve your relationship and build a practice that increases the value for you and your customer

Low-code development partner

Point solution to address a single challenge or requirement

Strategic advisor for the business

End-to-end solution that yields a desired business outcome

Value of opportunity to the partner

Value of the solution to the customer

Expanding your Services and Solutions
Develop value-added services to unlock the people, process and innovation
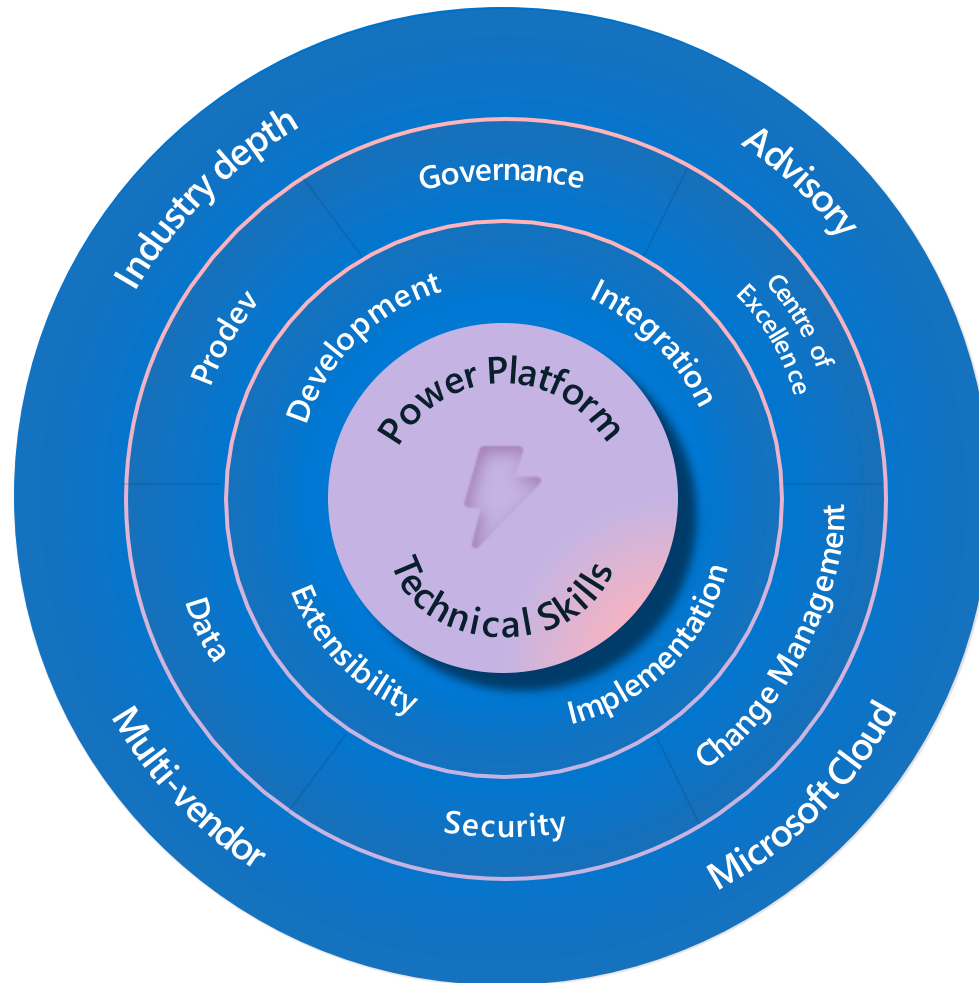
- Develop strong low-code skills and build developer, implementation and integration services

- Add value-added services including governance, change management, security and data architecture.

- Be the trusted advisor – provide advisory and consulting services brining your depth industry knowledge, as well as the ability to look across the full value of the Microsoft Cloud and even multi-vendor scenarios

Grow into the role of a strategic advisor

Diversify your team, increase your margins, and expand your service offerings through:

- Strategic Consulting

- Data Consulting & Architecture

- Security & Risk Management

- Change Management

- COE Design & Management

- ALM and Service Management

Power Automate Process Mining

Deliver innovation through an end-to-end view of process transformation

Work with your customers to identify which processes to prioritize for automation.

- Start with the data

- Undertake discovery

- Deliver analytics and insights

- Provide recommendations

- Implement the process transformations

The Process Intelligence "Flywheel"

Discovery
Identify process, process map, process interaction

Analytics & Insights
Core analytics, customization, RCA, conformance, benchmarking, predictive analytics

Recommendations & Actions
Optimization and automation recommendations, simulation and modelling, continuous monitoring and learning and next best actions

Transform Operations

Data
(Onboarding, client recording, data prep and management, domain content packs)

Power Platform Adoption Assessment

Advancing adoption and cultivating a low-code culture is about more than implementing technology features. Technology can assist an organization in making the greatest impact, but a healthy low-code culture involves many considerations across the spectrum of people, processes, and technology.

[Microsoft Power Platform Adoption Assessment](#)

Drive usage and adoption

Advancing adoption and cultivating a low-code culture is about more than implementing technology features. Technology can assist an organization in making the greatest impact, but a healthy low-code culture involves many considerations across the spectrum of people, processes, and technology.

[Microsoft Power Platform Adoption Resources](#)

Envision

- Get started
- Project team
- Executive sponsorship
- Adoption strategy and vision

- Success criteria
- Change management plan
- Readiness
- Training strategy

Onboard

- Champions
- Community
- Rewards and recognition

- Communication plan
- Awareness
- Ongoing support

Scale

- Center of Excellence (CoE)
- Adoption maturity
- Operational plan
- Success tracking

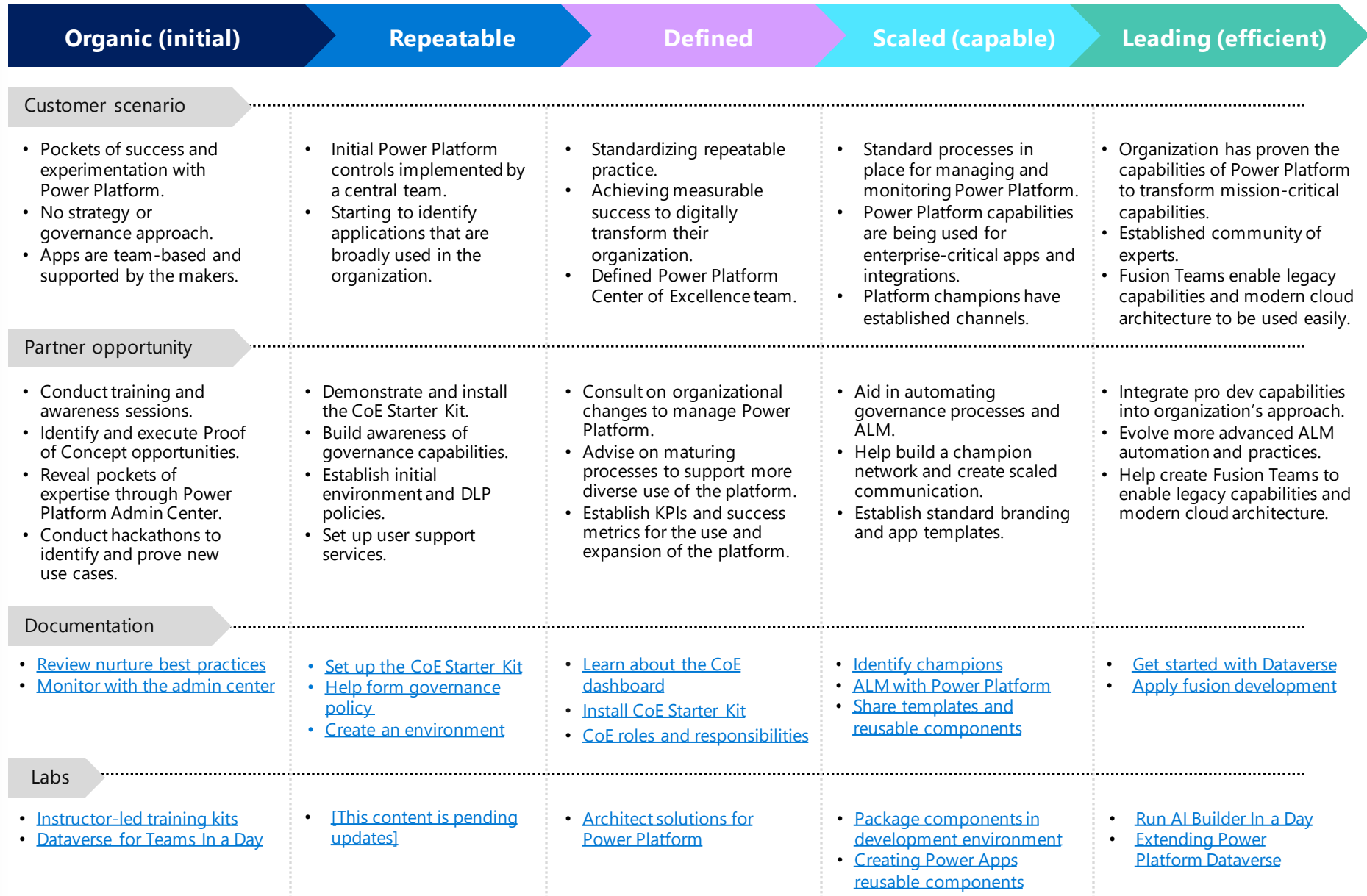- Change management
- Activity calendar

Power Platform Center of Excellence

Quick Start Guide for Building Your CoE Practice

A Power Platform Center of Excellence (CoE) is a proven way to drive adoption while maintaining security, quality, and governance. However, many customers we talk to are not sure how to plan or execute an effective CoE.

This is where Microsoft partners can help. Providing CoE services not only accelerates Power Platform sales but can drive long-term service and support revenue. Microsoft provides multiple resources to help you develop your CoE practice, including training, event kits, incentives, and more.

To put these CoE opportunities and resources in context, it's helpful to plan your CoE practice in the context of the **Power Platform adoption maturity model** – a collection of best practices collected by Microsoft from leading Power Platform customers. Start by reviewing **Documentation**, then move on to **Labs** for hands-on kits that can be conducted with customers.

	Organic (initial)	Repeatable	Defined	Scaled (capable)	Leading (efficient)
Customer scenario	• Pockets of success and experimentation with Power Platform. • No strategy or governance approach. • Apps are team-based and supported by the makers.	• Initial Power Platform controls implemented by a central team. • Starting to identify applications that are broadly used in the organization.	• Standardizing repeatable practice. • Achieving measurable success to digitally transform their organization. • Defined Power Platform Center of Excellence team.	• Standard processes in place for managing and monitoring Power Platform. • Power Platform capabilities are being used for enterprise-critical apps and integrations. • Platform champions have established channels.	• Organization has proven the capabilities of Power Platform to transform mission-critical capabilities. • Established community of experts. • Fusion Teams enable legacy capabilities and modern cloud architecture to be used easily.
Partner opportunity	• Conduct training and awareness sessions. • Identify and execute Proof of Concept opportunities. • Reveal pockets of expertise through Power Platform Admin Center. • Conduct hackathons to identify and prove new use cases.	• Demonstrate and install the CoE Starter Kit. • Build awareness of governance capabilities. • Establish initial environment and DLP policies. • Set up user support services.	• Consult on organizational changes to manage Power Platform. • Advise on maturing processes to support more diverse use of the platform. • Establish KPIs and success metrics for the use and expansion of the platform.	• Aid in automating governance processes and ALM. • Help build a champion network and create scaled communication. • Establish standard branding and app templates.	• Integrate pro dev capabilities into organization's approach. • Evolve more advanced ALM automation and practices. • Help create Fusion Teams to enable legacy capabilities and modern cloud architecture.
Documentation	• Review nurture best practices • Monitor with the admin center	• Set up the CoE Starter Kit • Help form governance policy • Create an environment	• Learn about the CoE dashboard • Install CoE Starter Kit • CoE roles and responsibilities	• Identify champions • ALM with Power Platform • Share templates and reusable components	• Get started with Dataverse • Apply fusion development
Labs	• Instructor-led training kits • Dataverse for Teams In a Day	• [This content is pending updates]	• Architect solutions for Power Platform	• Package components in development environment • Creating Power Apps reusable components	• Run AI Builder In a Day • Extending Power Platform Dataverse

Center of Excellence (COE) Starter Kit

A Power Platform CoE is a coordinating function of policies, processes, and user support that:
- Ensures your customer's Power Platform strategy is aligned with the digital transformation strategy of their company
- Promotes Power Platform adoption while maintaining solution quality, security, and compliance
- Aligns development around business goals rather than individual department metrics

Download the Microsoft CoE Starter Kit

The Starter Kit is a collection of components and tools designed to help you get started with developing your CoE strategy.

aka.ms/CoEstarterkit
Set up the CoE Starter Kit

Learn more about creating a strong CoE

The Starter Kit is a good start, but an effective CoE requires additional planning. These other Microsoft resources can help.

Power Platform Adoption Best Practices
Power Platform CoE Video Demo

In-a-Day workshops

Provide hands-on workshops using pre-built Microsoft materials to help customers realize the value of Power Platform and create excitement for their own use cases.

In-a-day resources

- Best practice playbook for planning and running your workshop

- Co-branded registration pages on Microsoft

- Event logistics managed by Microsoft

- Lead generation by Microsoft field, inside sellers, email campaigns, and more

- Support through Partner Teams Community, Office Hours, and Weekly Tips

Power Platform In a Day Program

Workshops for unique activities

Partner showcase

- Partner Testimonial Video
- Eigo
- OmniData

Get to know the low-code patterns of value

Align your go-to-market to address these patterns and differentiate with expertise in specific patterns

1 Application modernization

Update, rearchitect, rebuild, and create new applications faster and at scale to reduce your backlog.

2 Extend LoB Systems

Simplify user experience and connect processes by extending core systems (e.g. SAP, Oracle, Salesforce.com)
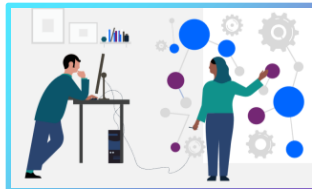
3 Accelerate professional developer

Reduce the time and effort needed to build new solutions and unlock faster time to value for everyone.

4 Enhance employee experiences

Integrate with Microsoft 365 to surface data where it's needed and modernize processes for a better experience.
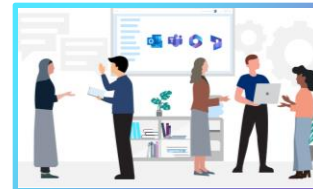
5 Empower departments

Empower business users to solve challenges while giving IT complete visibility and control into what's being created.

6 Optimize with hyperautomation

Update, rearchitect, rebuild, and create new applications faster and at scale to reduce your backlog.
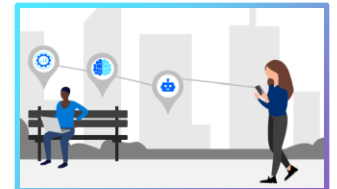
Power Platform x Microsoft Cloud

Do more with Power Platform and Microsoft Azure, Microsoft 365, Dynamics 365
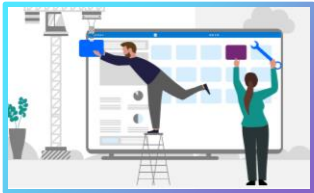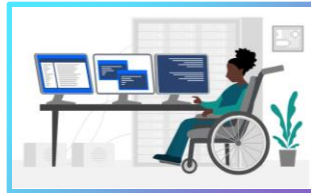

App Modernization

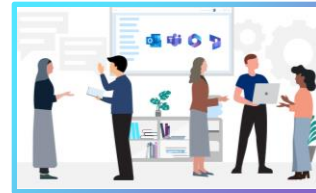Azure Integration Services
Azure App Services

Business Agility

Azure Integration Services
Azure SQL Database
SAP on Azure
Dynamics 365

Accelerate Pro Development

Azure Integration Services
Azure App Services
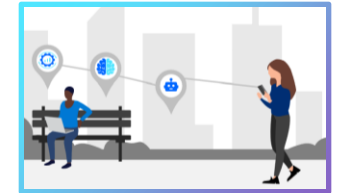Azure DevOps
Visual Studio
GitHub

Enhance Employee Experience

Microsoft 365
Teams
Viva

Empower Departments

Microsoft 365
Teams

Optimize Hyperautomation

Microsoft 365
Teams
Windows 11

Expand your Microsoft practice with low-code innovation

Microsoft 365
Productivity tools like Excel, SharePoint, Outlook, and Teams

Customize and automate Office 365, SharePoint, and Teams experiences.
Build apps and automate processes that extend Office 365 and Teams common productivity scenarios such as SharePoint lists and InfoPath forms. Integrate and share apps and workflows within Microsoft Teams. Unify your customers data and reduce time to impact.

Azure
AI, Data and Server Migration, Internet of Things

Combine low-code efficiency with Azure extensibility.
Accelerate front end and business process development using low-code. Integrate with rich services like Bot Framework and Azure Logic Apps to deliver advanced functionality and create custom connectors to ERP systems and other data sources.

Dynamics 365
Line of business applications like ERP and CRM applications

Enable customers to do more with Dynamics 365 data.
Easily develop custom line of business applications with seamless integration to Dynamics 365 data. Build once and deploy apps in one click across iOS, Android, Windows, and Web.

Everyone
On-premises and/or legacy core systems, citizen dev teams

Increase visibility, transparency, and control.
Stay safe, agile, and innovative by implementing governance for Power Platform apps. Reduce shadow IT and increase data access by replacing legacy solutions with Power Platform solutions and using connectors to integrate with core systems.

Find opportunities for low-code in your Microsoft 365 practice

Things to listen for...

- Heavy use of Excel, Lotus Notes, etc.
- Lots of meetings and collaborative work taking place on Teams
- Need content stored in SharePoint extracted and processed automatically
- Emails and IMs used for approvals in an ad hoc fashion
- FLW cannot access data and apps remotely
- Manual processes waste time
- No time to integrate or learn new systems

Top Low-Code Opportunities

- **Extend Teams functionality.** Embed apps as a tab in Teams or add a Power Automate process.
- **Extend SharePoint.** Publish Power Apps as a SharePoint web part or create a custom SharePoint list.
- **Do more with Outlook.** Embed data-connected approvals and workflows into Outlook with Adaptive Cards.
- **Modernize InfoPath forms.** Bring data collected through InfoPath forms into Dataverse (or Dataverse for Teams) and use it with Power Apps and Power Automate to build custom apps and flows

Find opportunities for low-code in your Azure practice

Things to listen for...

- Core legacy systems make it hard to access and share valuable data
- IT backlog of requests for custom applications and reports
- Can't migrate off on-prem systems but need data mobility
- Need to modernize existing legacy apps or build new LOB apps fast
- Want to carve off SAP/Oracle workloads
- Need better front-end, user interfaces for working with data
- Lack of centralized security management

Top Low-Code Opportunities

- **Connect other data sources.** Create custom connectors using Azure Functions and write in the business logic.
- **Streamline development.** Build components with built-in support for command line interface (CLI)
- **Add AI to Power Apps.** Build and train your own AI models in Azure and use them alongside those provided by AI Builder in Power Apps.
- **Build better bots.** Use Azure development tools like Bot Framework Composer to create custom dialogs
- **API and pro developer tools.** Extend apps with custom logic, offering end-to-end application platform
- **Leverage DevOps on Azure.** Automate common build and deployment tasks across teams with familiar tools.

Find opportunities for low-code in your Dynamics 365 practice

Things to listen for...

- LOB apps don't feed back into company data systems
- Internal teams cannot collaborate or share data easily
- Legacy ERP requires complex builds to share data out
- Disjointed systems and processes create a lot of manual and repetitive work
- Ticketed queues and one-off requests take personnel time

Top Low-Code Opportunities

- **Extend ERP systems.** Leverage Azure Functions and API Management to create APIs connecting Power Apps to SAP and other systems.
- **Sales Intake forms.** Enable users to extract and insert data with Dynamics, extract and insert data into the dynamics 365 CRM with easy-to-use forms
- **Connect into CRM systems.** Use chat bots, IMs, and automations to streamline the customer and employee experience.
- **Serve data via mobile apps.** Spin up lightweight apps that can be accessed securely via mobile devices.
- **Automate finance processes.** Help understaffed teams serve their company better and faster without burning out using automation and digital apps to speed up data capture and approvals.
- **Give employees self-service tools.** Free up HR teams by creating chatbots and websites that employees can use to find answers quickly.

Connect your Microsoft practices for immediate impact

42%
of Dynamics 365 deals include Power Platform

"ERP and CRM together is happening more and more with Dynamics 365. It used to be 10%, and we're already at 40% of customers buying both ERP and CRM workloads."

SVP, regional partner

"The two that really attach onto the business apps work would be some form of Azure custom app; the other one is all things data. So, whether it's advanced analytics and data science, it's all very much a natural fit with business apps."

President, global partner

96%
of Business Applications partners have or plan to invest in Data & AI practice

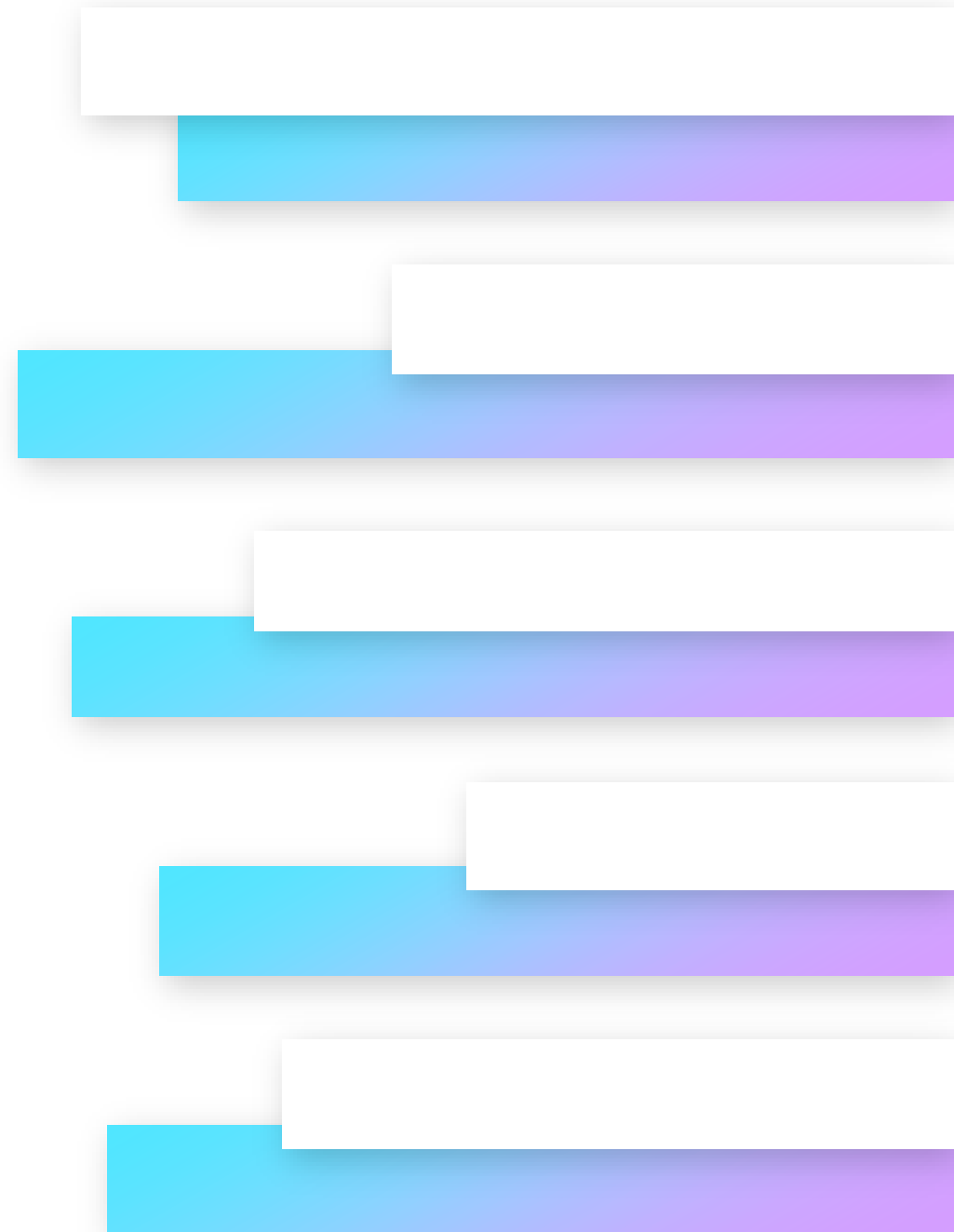# Partner Resources to Accelerate the Sales Cycle

Accelerate the sales journey and drive adoption and usage with resources aligned to the Microsoft Customer Engagement Model (MCEM) stages, to connect co-sell efforts with the Microsoft Field

	Listen & Consult	Inspire & Design	Empower & Achieve	Realize Value	Manage and optimize
Description					
Content	Solution Play Pitch Decks & Demos Thru Partner Marketing Campaigns *New*	Customer Scenario Decks *Updated* Patterns of Value *New* Adoption Assessments *New*	Customer Scenario Demos	Power Platform Adoption Resources	
Programs & tools		Partner Pre-Sales Activities *Updated*	Partner Pre-Sales Activities *Updated* Power Apps Developer Plan	Partner Post-Sales Activities *Updated*	Partner Post-Sales Activities *Updated* In-A-Day Workshops
Incentives			OSA Incentive CSP Incentive		MCI Incentive

Microsoft

Let's get started

Distinguish your Low Code Application Development specialization

In response to the surging demand for digital solutions and an increasing shortage of developers, many organizations are looking to adopt tools, resulting in a $12.5B US total addressable market (TAM) for low-code solutions. CIOs and IT decision makers need partners they can trust to create a culture of low code process transformation.

In addition to having a Solutions Partner designation for Business Applications or Digital & App Innovation, you must meet the following requirements:

Publish one or more AppSource consulting offers, with Power Automate as the tagged product

5 unique Power Apps customers as new deployments associated with the Partner ID through PAL
- To count, the flow must be built on paid eligible SKUs: Power Apps per user plan
- Deployed to the customer's production environment and also be associated with the Partner Network ID for your Partner Organization.

35% growth in deployments across the entire customer base in the trailing twelve months (TTM)
- Calculations start when you have 5 deployments in your customer base at the start of the TTM
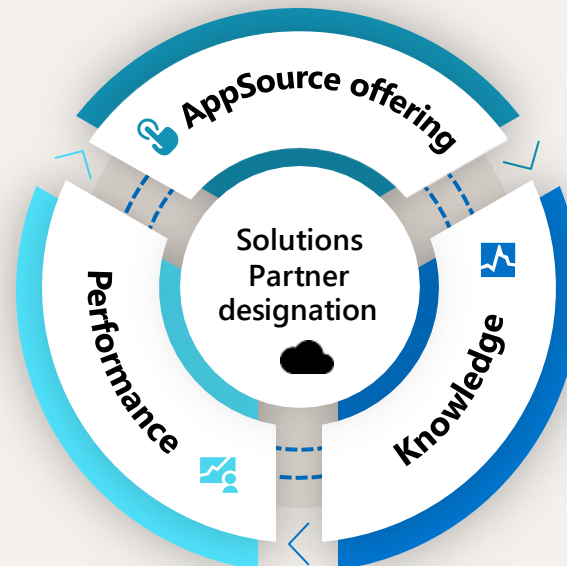
5 individuals with intermediate certifications
- Five (5) Microsoft Certified: Power Platform Functional Consultant Associate
- Two (2) Microsoft Certified: Power Platform Developer Associate
  One (1) Microsoft Certified: Power Platform Solution Architect Expert

Your organization must have at least five individuals with the certifications listed above. The certifications can be held by the same or different individuals.

AppSource offering

Performance

Knowledge

Solutions Partner designation

Announcing: Intelligent Automation specialization

New

By 2024, the estimated market for automation solutions will be more than $16B, with greater than 25% of work tasks suitable for automation. Today, 37% of companies are still using paper to manage critical business processes[1]. CIOs need partners they can trust to ensure automations are efficient, effective, and secure.

In addition to having a Solutions Partner designation for Business Applications or Digital & App Innovation, you must meet the following requirements:

**Publish one or more AppSource consulting offers, with Power Automate as the tagged product**

5 unique Power Automate customers as new deployments each with one flow (Cloud or Desktop) associated with the Partner ID through PAL
- To count, the flow must be built on paid eligible SKUs: Power Automate per user plan or Power Automate per user plan with attended RPA
- Deployed to the customer's production environment and also be associated with the Partner Network ID for your Partner Organization.

35% growth in deployments across the entire customer base in the trailing twelve months (TTM)
- Calculations start when you have 5 deployments in your customer base at the start of the TTM

AppSource offering

Performance

Solutions Partner designation

Knowledge
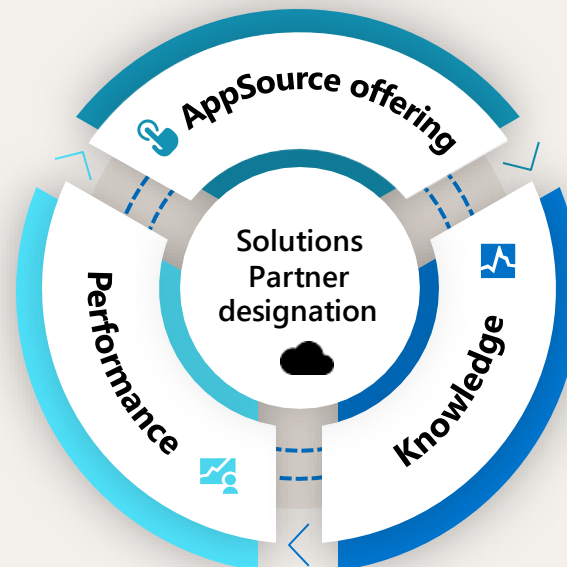
5 individuals with intermediate certifications
- Five (5) Microsoft Certified: Power Platform Functional Consultant Associate
- Two (2) **either** Microsoft Certified: Power Platform Developer Associate **or** Microsoft Certified: Power Automate RPA Developer Associate
- Three (3) Microsoft Certified: Power Platform Solution Architect Expert

Unique individuals, or the same individual, can meet the certification requirements.

1. Gartner research commissioned by Microsoft, 2022.