

WEBINAR

Microsoft Partner Contribution Indicators Explained



Speakers



Andrew Bourne

Senior Partner Technology Strategist
Microsoft



Sandra Koutzenko

Director of Training Services
365 Talent Portal

About 365 Talent Portal

- Microsoft Ecosystem Experts
- Microsoft Business Applications Specialists
- Top MCTs and MVPs



PCI – The What and The Why

Andrew Bourne

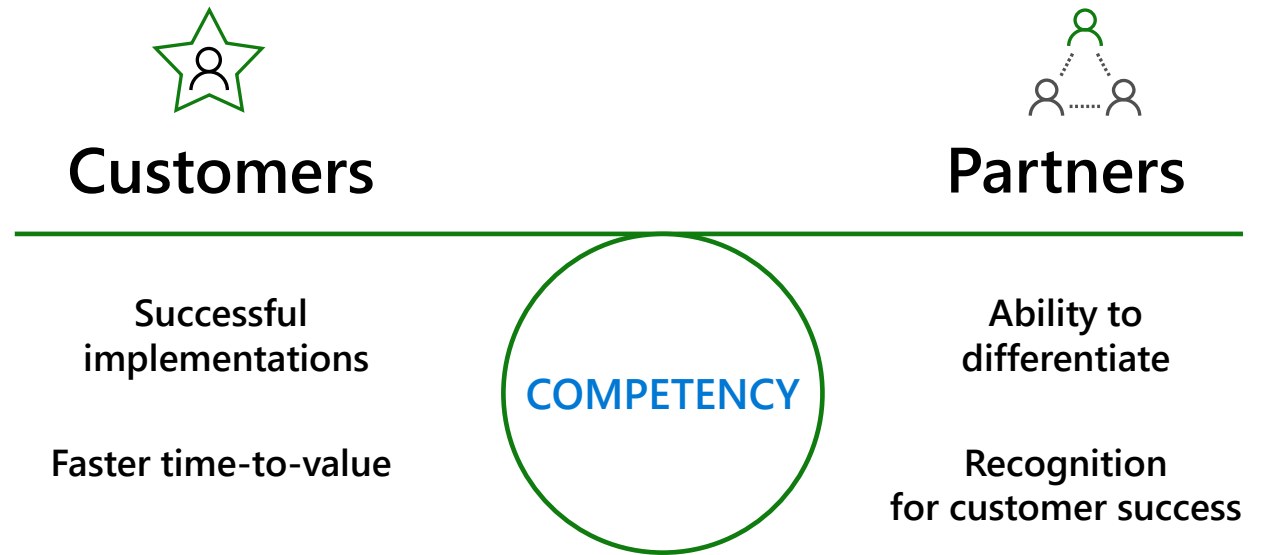
Senior Partner Technology Strategist



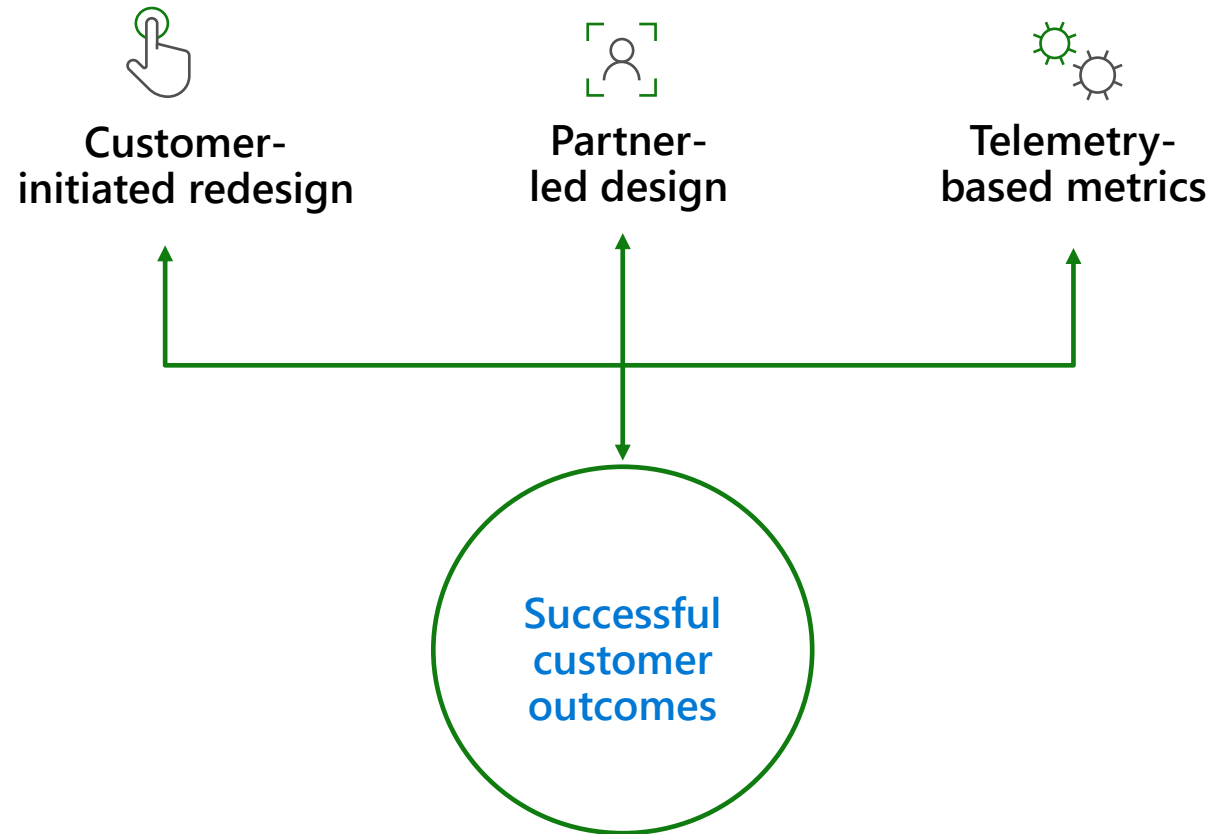
Microsoft



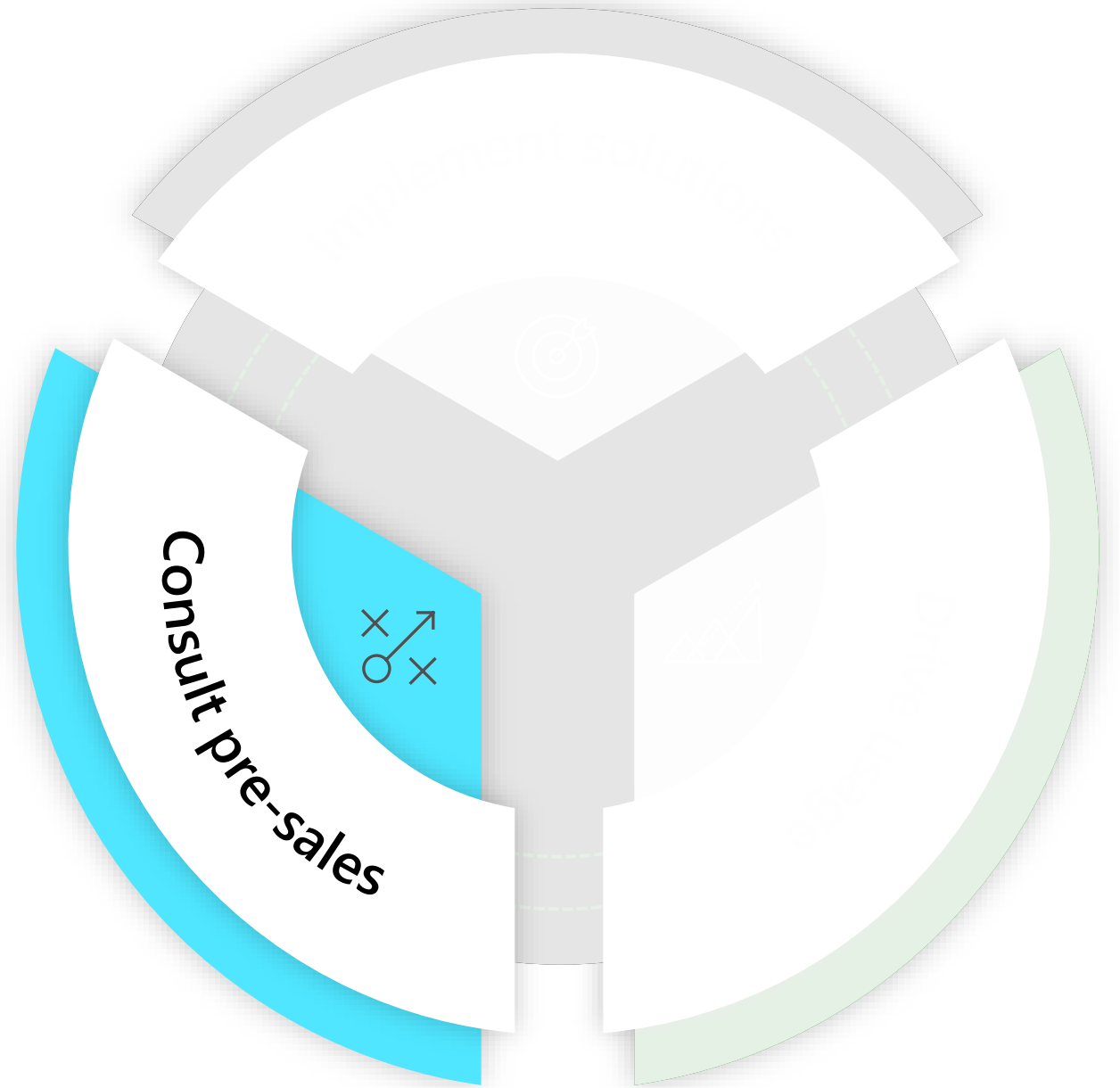
Competency
recognizes
partners who
drive customer
success



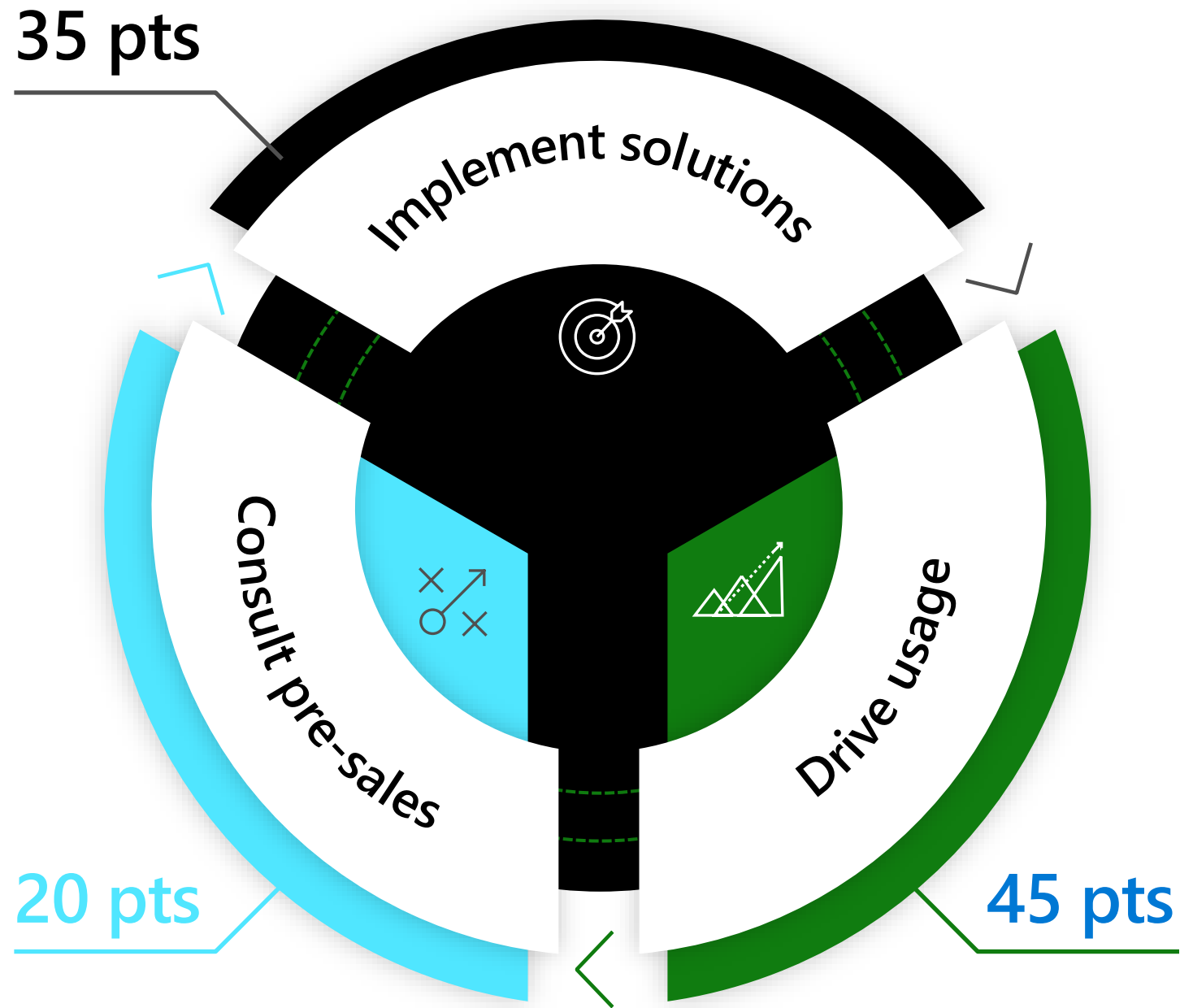
Customer
outcomes improve
when we work
together to evolve
competency



Sophisticated
telemetry extends
competency
metrics beyond
sales performance
and certifications



Partner
Contribution
Indicators tally
seven weighted
metrics that add up
to 100 pts



Differentiate your business through your proven ability to drive customer success



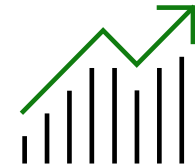
Improve customer outcomes

Help customers succeed by realizing the value of their solution



Boost customer confidence

Provide customers with the best experience of our products and your services



Energize business growth

Unlock opportunities by showcasing your competency to the largest customer base in the industry

Behind the Why
—
What makes up PCI

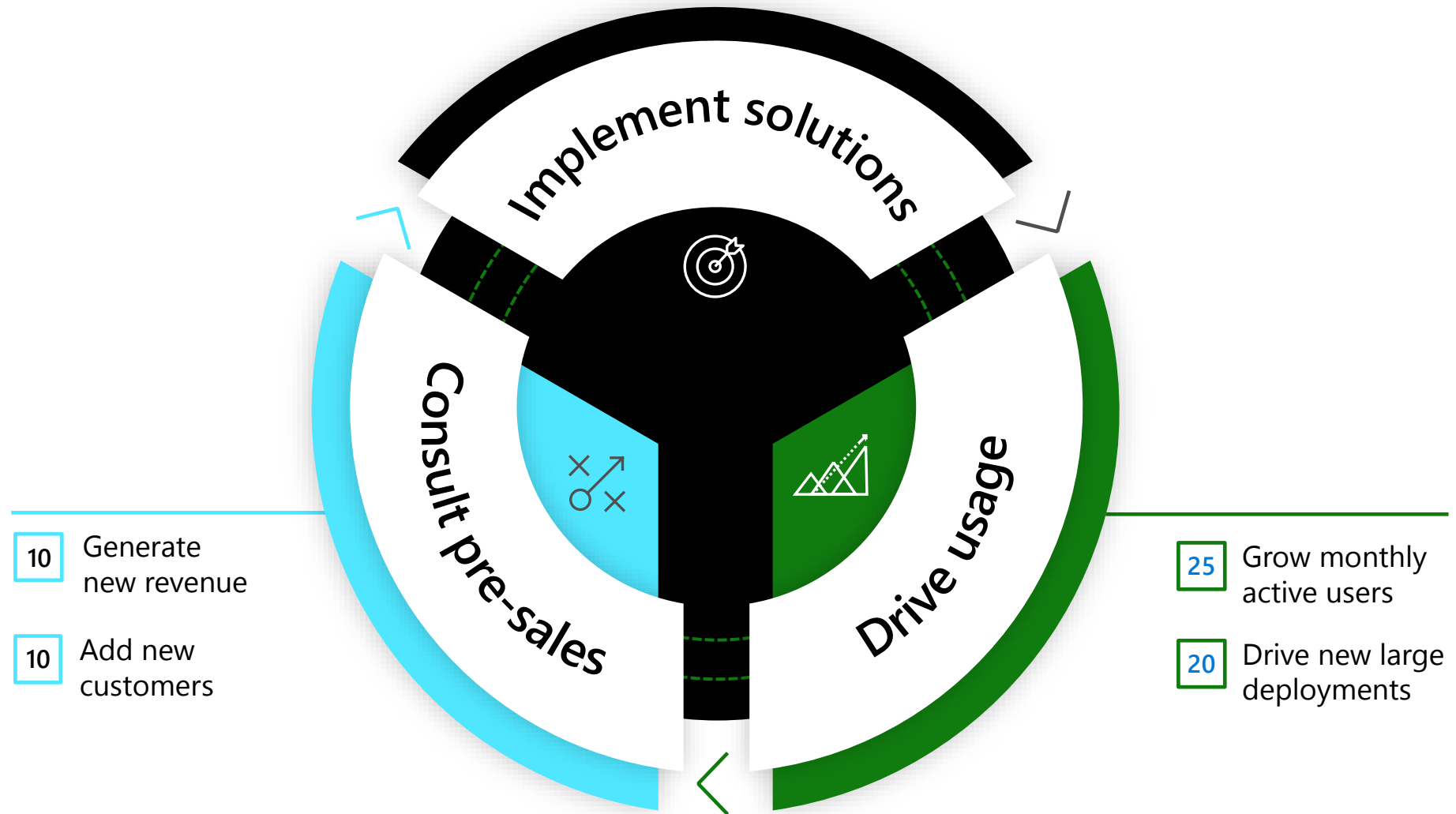




**Improve
customer
outcomes**



Focus on activities that improve customer outcomes

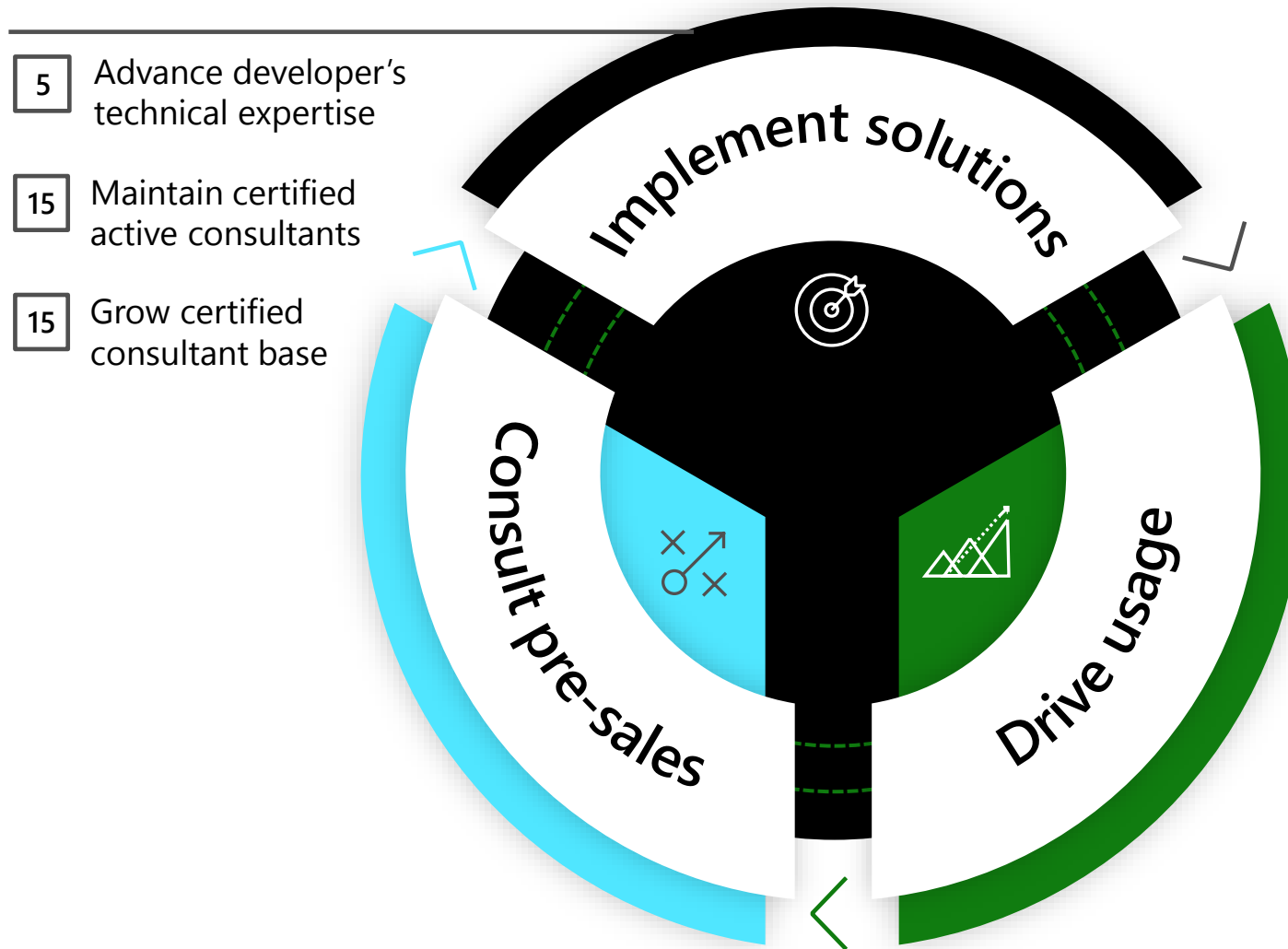


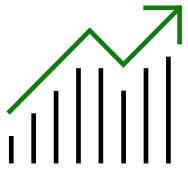


Boost customer confidence



Invest in your team to boost customer confidence

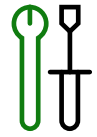




Energize business growth



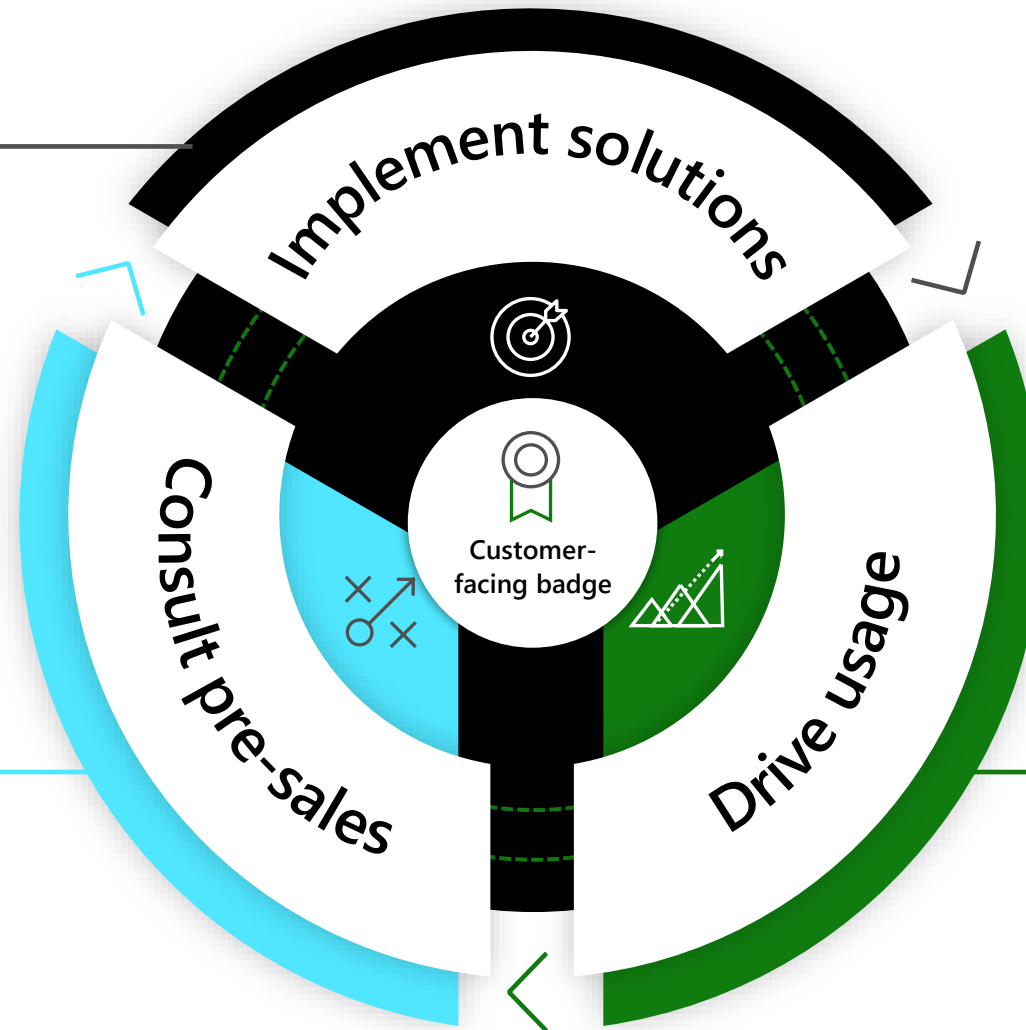
Unlock opportunities to energize your growth at any stage



Partner skilling



Go-to-market and co-sell



Investment and incentives

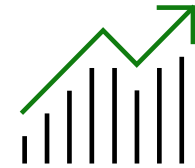
Differentiate your business through your proven ability to drive customer success



Improve customer outcomes



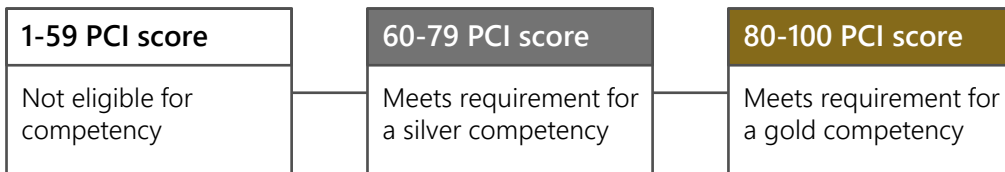
Boost customer confidence



Energize business growth



Full and partial points can be earned for all PCI metrics except Functional Consultant Growth



New

Cloud Business Applications - SMB option



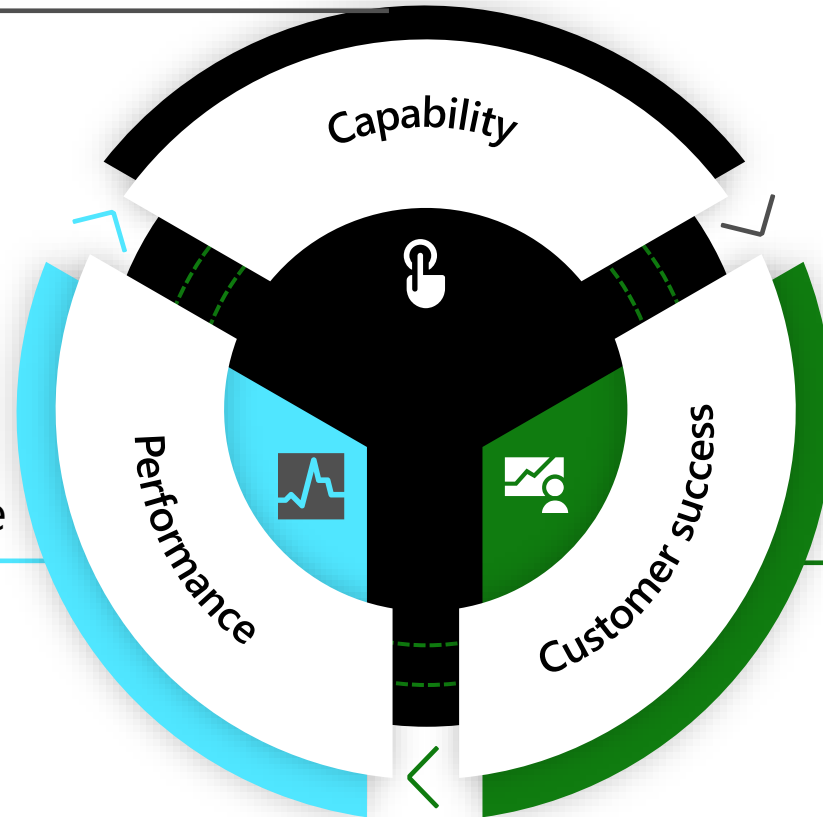
Maximum PCI score is 100

35 points possible

- 30 Functional consultants
- 5 Developers

20 points possible

- 10 Generate new revenue
- 10 Add new customers

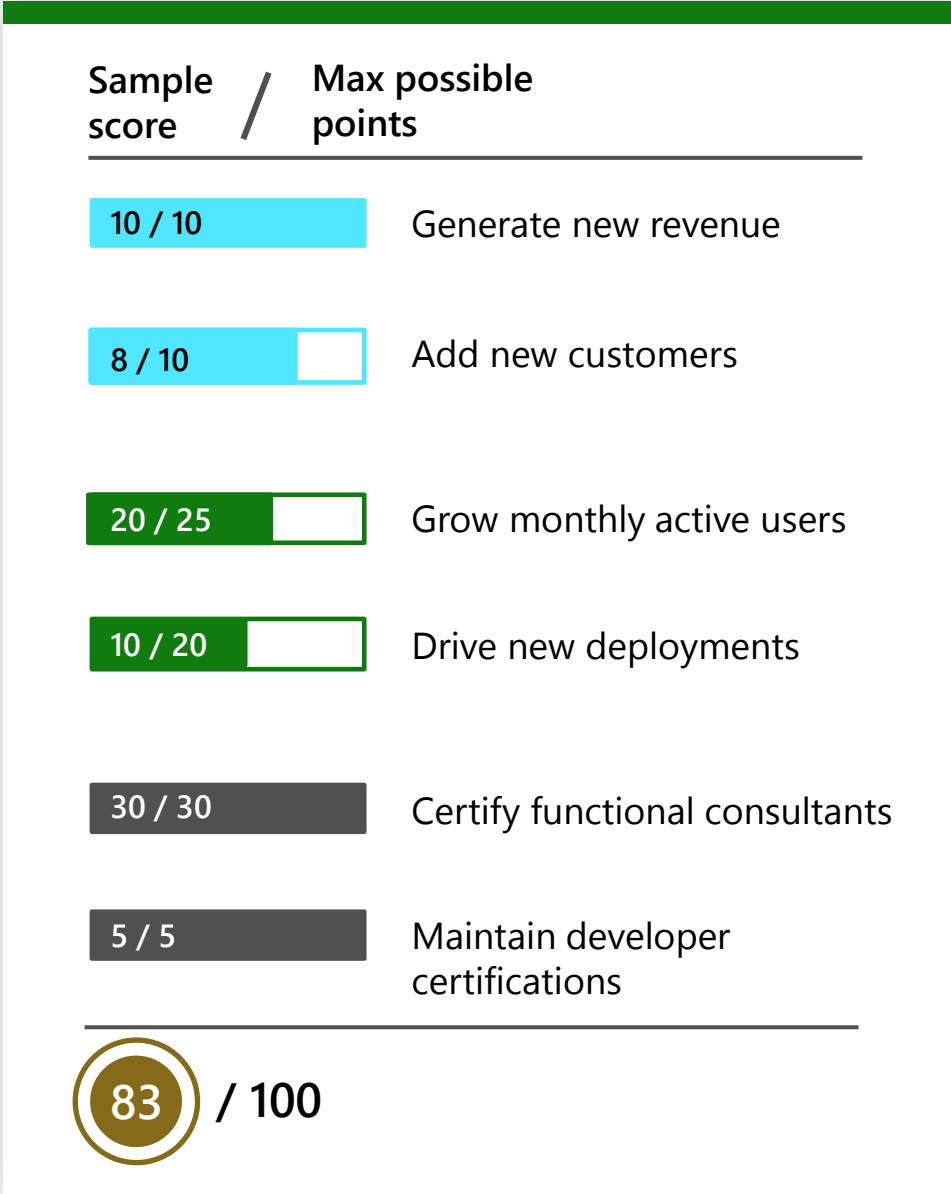
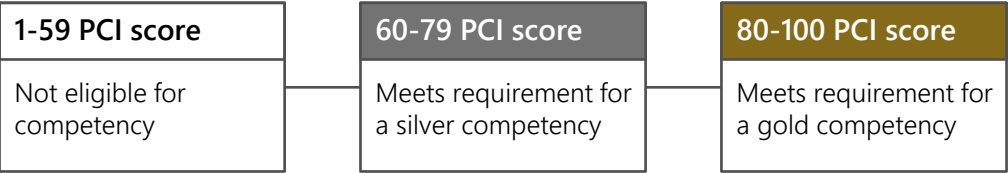


45 points possible

- 25 Grow monthly active users
- 20 Drive new deployments



Full and partial points can be earned for each PCI metric



Next steps



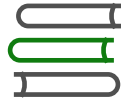
Prepare

Review your PCI score at [Partner Center](#)

Become familiar with the metrics by visiting aka.ms/pcidoc

If needed, begin to develop a plan to improve your score

Continue monitoring your score to ensure you meet the threshold



Learn

Visit aka.ms/pcilearn for more in-depth resources on PCI



Questions?

Contact support through Partner Center for questions on your PCI score

PCI Point System Summary



CAPABILITY

Functional Consultant & Developer

Customer Engagement

**Customer Engagement
Functional Consultant**
15 people

PL-200
Power Platform Functional
Consultant

AND

MB-210 Dynamics 365 Sales
OR **MB-220** Dynamics 365
Marketing
OR **MB-230** Dynamics 365
Customer Service
OR **MB-240** Dynamics 365 Field
Service

**Customer Engagement
Developer**
5 people

PL-400
Microsoft Power Apps
Developer

Finance & Operations

**Finance & Operations
Functional Consultant**
15 people

MB-300
Dynamics 365 Finance &
Operations Core

AND

MB-310 Dynamics 365 Finance
OR **MB-320** Dynamics 365
Supply Chain Management,
Manufacturing
OR **MB-330** Dynamics 365
Supply Chain Management

**Finance & Operations
Developer**
5 people

MB-300
Dynamics 365 Finance &
Operations Core

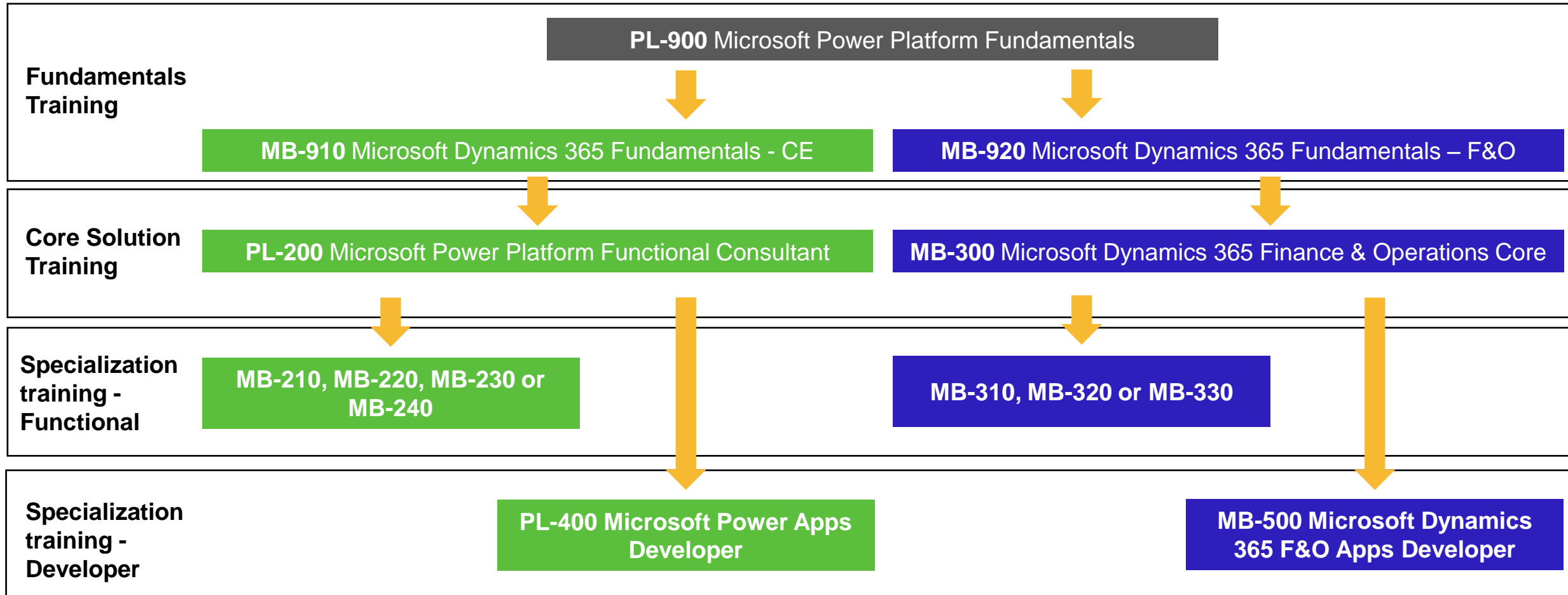
AND

MB-500
Dynamics 365 Finance &
Operations Apps Developer

OR
MB-700 (SMB only)

Training Journey

Functional Consultant & Developer



Online Resources For Microsoft PCI

[Microsoft Docs Page](#)

PCI for **Cloud Business**
Applications competency

[Microsoft Docs Page](#)

PCI for **Small and Midmarket Cloud**
Solutions competency

[Microsoft Learn](#)

for certification skill outlines, free
training resources and exam booking

Skilling Links

<https://aka.ms/skills-poster>

<https://aka.ms/skills-plan>

<https://aka.ms/certcomp>

Free Consultation: **PCI Exam Plan**

A woman with blonde hair, wearing a red blazer over a black top, is sitting at a desk with a laptop. She is looking at the laptop screen with a thoughtful expression, her hand resting on her chin. The background shows a bookshelf and a window.

The logo for 365 Talent Portal, featuring the number 365 in a stylized font with three rings above it, and the words "Talent Portal" below.

Free Consultation

**Microsoft
Partner
Contribution
Indicators
Exam Plan**

With **Elena Baeva** - CEO
and **Sandra Koutzenko** - Director of
Training Services

<https://365talentportal.com/partner-contribution-indicators-consultation/>

Our Microsoft Training Services

Training Products & Roles

Microsoft Business Applications

Microsoft Dynamics 365

- Customer Engagement
- Finance & Operations
- Commerce
- Field Service
- Business Central
- Human Resources

Microsoft Power Platform

Other Microsoft Topics

Microsoft Azure
Microsoft 365

Training Types

- Functional training
- Technical training
- Train the Trainer
- User training
- Content creation
- Exam writing

Training Formats

Open Schedule Registration

Register your consultants individually to the courses that are on our open schedule

Private Sessions

Request private sessions for your team on any topics you need, at a date and time of your choosing.

Training Course Types

Microsoft Official Courseware

Our MCTs are certified to deliver the official Microsoft course content.

Custom Training

We can also create custom training courses to cover topics that aren't available in the official Microsoft Curriculum and/or to answer specific training goals.

20% Discount on MB-300 and MB-310



March 15 - 18

1 pm to 5 pm GMT- [8 am to 12 pm EST] – [2 pm to 6 pm CET]

<https://365talentportal.com/product/mb-300-microsoft-dynamics-365-finance-operations-core/>



March 22 - 26

1 pm to 5 pm GMT- [8 am to 12 pm EST] – [2 pm to 6 pm CET]

<https://365talentportal.com/product/mb-310-microsoft-dynamics-365-finance/>

Contact 365 Talent Portal

Contact us for your Microsoft
Dynamics 365 Training needs

Or view our training course offering at
[https://365talentportal.com/microsoft-
training-courses/](https://365talentportal.com/microsoft-training-courses/)

365 Talent Portal

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