

The Impact of Advanced Support for Partners (ASfP)

How ASfP drives partner enablement, delivers cloud consumption growth, and partner satisfaction

Cloud Focused Support at an Economical Price

Microsoft AI Cloud Partner Program Impact

47% uplift

Microsoft AI Cloud Partner Program Capability Score (PCS)¹

ASfP Average PCS = 72
Non-Service Plan Average PCS = 49

2.2x more

Partners with a Solutions Partner designation¹

Microsoft Cloud Revenue Uplift

Microsoft 365

1.7x more

Microsoft 365 deployment rate¹

Dynamics 365

~3x more

Dynamics 365 deployment rate¹

Azure

92% more

Azure Consumed Revenue¹

Advanced Support for Partner Satisfaction

4.8

Average Partner Success Account Manager satisfaction rating²

4.7

Average proactive service satisfaction rating from 7,500 delivered services²



Higher overall partner satisfaction (OSAT) compared to non-service plan partner OSAT¹

¹Source: ASfP Business Impact Report (internal Microsoft data only; June 30, 2023 data). Maximum PCS = 100. Microsoft Cloud Revenue Uplift includes Trailing 12 Months

²Source: ASfP internal Microsoft data only; May 31, 2023 data. 5.0 Maximum Partner Satisfaction scale rating system