



# Copilot for Microsoft 365: Partner Program & Resource Summary

	Targeting		Listen & Consult	Inspire & Design		Empower and Achieve		Realize Value		Manage & Optimize	
Program	<a href="#">Copilot for M365 Managed Customer Target Lists</a>	<a href="#">CSP Renewal Propensity List for Partners</a>	<a href="#">Copilot Adoption Factory: Partner Briefing (Local Investment)</a>	<a href="#">1:Many Copilot for M365 Briefing (SMB)</a>	<a href="#">Copilot for M365 Workshop (MCI)</a>	<a href="#">Offer: Field Led Copilot for M365 Deployment Offer</a>	<a href="#">Pre-Sale ECIF</a>	<a href="#">Copilot for M365 Adoption Accelerator (MCI)</a>	<a href="#">Copilot Adoption Factory: Guided Adoption (Local Investment)</a>	<a href="#">Post-Sale ECIF</a>	<a href="#">Copilot Adoption Factory: End User Trainings (Local Investment)</a>
Customer Eligibility Requirement	CSP + EA Managed Customers	CSP	300+ seats of Copilot Pre-requisite seats	Not Applicable	300+ OE3, ME3 or ME3 Commercial Licenses 50%+ AADP1, EXO, SPO, Teams, M365 Apps MAU	Opportunity for 1000+ seats of Copilot for M365. Combinable with <a href="#">M365 Deployment offer</a>	No minimum seat count	150 + Copilot for M365 paid licenses Non GCC Customers	50+ seats of Copilot for M365	No minimum seat count	50+ seats of Copilot for M365
Seat Range	All	All	> 300	<300	>300	>1000	All (Managed)	>150	>50	All (Managed)	>50
Partner Eligibility (Open to)	Jumpstart	All CSP Open Partners	Jumpstart	All Partners	Jumpstart	Jumpstart + Fast Track Ready Partner	ECIF Enabled Partners in region	Jumpstart	Jumpstart	ECIF Enabled Partners in execution region	Jumpstart
Focus Segment(s)	SMC-C, Enterprise	SMB, SMC-C	SMC-C, Enterprise	SMB	SMC-C, Enterprise	SMC-C, Enterprise	SMC-C, Enterprise	SMB (>150 seats) SMC-C, Enterprise	SMC-C, Enterprise	SMC-C, Enterprise	SMC-C, Enterprise
Engagement Type	Not Applicable		1:Few or 1:Many	1:Many	1:1	1:1	1:1	1:1	1:Many (Single Organization)	1:1	1:Many (Single Organization)
Estimated Duration	Not Applicable		1 - 2 Hour(s)	1 - 2 Hour(s)	3 Days	Not Applicable	Varies	3 Days	2 Hours	Varies	1 Hour
Limitations	Not Applicable		1 per customer	Not Applicable	1 per customer	1 per customer	1 per opportunity	1 per customer	1 per customer	1 per opportunity	5 per customer
Pricing Level	EA, CSP	CSP	EA, CSP	EA, CSP	EA, CSP	EA	EA, CSP	EA, CSP	EA, CSP	EA/CSP	EA, CSP
Funding (\$)	\$0	\$0	\$1,500 per activity	\$2000 thru Coop	\$5,000 per activity	1-3K 10% (<\$75K) +3K 15% (<\$95K)	7:1 ROI	\$10,000 per activity	\$1,500 per activity	\$20/seat	\$1,500 per activity
Additional Resources	<ul style="list-style-type: none"> <li><a href="#">Copilot for Microsoft 365 customer pitch deck</a></li> <li><a href="#">Microsoft Copilot customer deck</a></li> <li><a href="#">Copilot for Microsoft 365 customer scenario library</a></li> <li><a href="#">Copilot for Microsoft 365 campaign in a box</a></li> </ul>			<ul style="list-style-type: none"> <li><a href="#">Copilot for M365 Explainer Playlist</a></li> <li><a href="#">Click-through demos</a></li> </ul>				<ul style="list-style-type: none"> <li><a href="#">Copilot for M365 Adoption Guide</a></li> <li><a href="#">Copilot Lab</a></li> <li><a href="#">Copilot for M365 Prompt Guide</a></li> <li><a href="#">Customer Quick Start Guide with Prompts (SMB)</a></li> </ul>			

\*Pre-Sales ECIF only eligible for Legacy CSP in Tier 1 regions, with non-public sector customers, below \$50K. \*\*Post-Sales ECIF only eligible for Modern CSP customers and must be requested through MSX Proposal. [ECIF Policy](#)