

# Get Started in the Training Services Partner Ecosystem

How can you get started delivering official Microsoft training courses? This high-level overview provides guidance to get your organization onboarded and growing towards the Solutions Partner for Training Services designation.

## Join the Microsoft AI Cloud Partner Program

If you haven't already, [be sure to register \(free\)](#) in the Microsoft AI Cloud Partner Program (MAICPP). This validates your organization and provides you with a Microsoft partner ID that is required for all further steps.

## Review the Training Services Partner Guidelines

The [program guidelines document](#) defines many terms in the ecosystem. It also outlines permitted and prohibited behaviors, as well as program policies.

## Complete the Training Services Partner Onboarding Form

We want to understand your business so that we can make the Training Services Partner ecosystem the best it can be for our partners and learners. [This short survey](#) allows us to better understand your organization's expertise, market differentiation, and partnership goals.

## Use Only Qualified Microsoft Certified Trainers (MCTs) for Course Delivery

All Microsoft course trainings are required to be delivered by an MCT who has an advanced certification in the solution area topics being taught. Visit the [MCT overview page](#) for additional information on the program.

## Use Official Microsoft Courseware, Labs, and Exams

The Microsoft Training Services Partner program uses [Microsoft Learn](#) as the foundation for all trainings. Our partners and trainers then layer their expertise and services to create engaging classroom experiences. Additional resources such as required labs, can be purchased via our Authorized Lab Hosters (ALH's). Discounted Microsoft Certified Professional (MCP) exam vouchers can be purchased via the Pearson Partner Store.

Accessing labs via ALH [FAQ](#) / Accessing exam vouchers [FAQ](#)

## Distribute Achievement Codes to Learners via Microsoft Learn

A critical aspect of course delivery is the creation and distribution of learner Achievement Codes (course completion). Achievement codes can be redeemed by learners for badging on their individual Microsoft Learn profiles. Partner performance metrics are tied to the redemption of these codes and can be measured over time.

Training Services Partners must register for a Microsoft Learn administrator account which enables the creation of these codes and codes must be distributed to every student who completes an official Microsoft training. For information on setting up an admin account for Learn please review the [Courseware on Microsoft Learn](#) documentation.

## Register for Metrics that Matter (MTM)

Our Training Services Partner designation utilizes a post-training quality survey from our third-party partner, Explorance, as part of tracking partner performance. All partners are required to provide a survey link to every learner that attends their official Microsoft training. The survey associates the learner with your partner organization and the Microsoft Certified Trainer who taught the course.

- [Metrics that Matter information site](#)
- [Register your organization](#)
- Support email: [MTMSolutions@explorance.com](mailto:MTMSolutions@explorance.com)

## (Optional) Purchase a Partner Benefits Package

Grow your business with purpose-built benefits designed to strengthen your solutions and drive long-term profitability. [Partner Launch, Partner Success Core, and Partner Success Expanded](#) are three tiers of benefit packages that contain Microsoft solution licenses, Azure bulk credits, and other great resources to jumpstart your partnership. These packages can be renewed on an annual basis and can be stacked with any attained Solution Area benefits.

## Additional Resources

- [Microsoft Training Services Partner Community](#) (forums)
- [Learning Resources](#) (documentation)
  - [Getting Started](#)
  - [Courseware on Microsoft Learn](#)
- Track ecosystem performance via the [Training Services dashboard](#) on Microsoft's Partner Center
- [Partner Marketing Resources](#) (request access)
- [Training Services Partner Designation Guidelines](#)