

RYZER Pulse

GTM Motion

Microsoft Announcements

Patch Tuesday

RYZER Feedback

One Azure Project, Three Prices

A partner scopes an Azure migration. Real customer, real consumption, a number everyone agrees on. The work is planned, the architecture is drafted, and somewhere near the end someone opens Partner Center and files it.

That last step is where the money is set, and almost nobody treats it as a decision.

Microsoft's funded project work does not pay by the hour or by the outcome. It pays by category, phase, and project size. Change the category and the same project pays a different amount. Not because the work changed. Because it was filed differently.

The same migration can legitimately be nominated more than one way depending on what is in scope. Bring security services into the architecture and it belongs to one category. Build on the agentic AI platform services and it belongs to another. Each category has its own qualification criteria and its own rates, published on its own page in Partner Center.

Two things make this a scoping decision rather than a filing decision. The categories are not a stack, so only one applies to a project. And the customer consents to the specific engagement you filed, so changing category means going back to them and restarting the clock.

So the nomination has to be decided while the architecture

is still open, not after it is signed. Partners running a system pick the route first and scope toward it. Partners who are not scope the work, file whatever it became, and take the number that comes back.

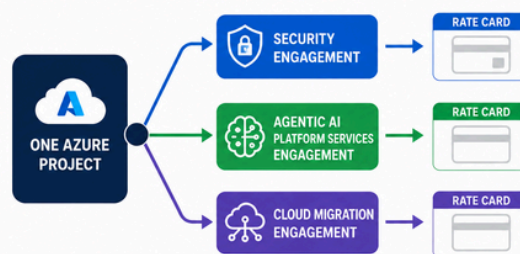
"The work does not set the price. The category does, and you pick that before you start."



Rob Fegan

ONE AZURE PROJECT, THREE PRICES.

The same migration. The same work. Filed differently, it pays differently.



THE TAKEAWAY: The work does not set the price. The category does, and you pick that **before** you start.

RYZER Tips

- **The payout on funded project work is set by category, phase, and size**, which makes the filing choice a pricing decision taken before any work starts.
- **Only one category applies to a project**, so the nomination is a scoping call the architecture has to be built toward, not a form filled in at the end.

Book a FREE RYZE Strategy Session

💡 Most partners discover which category their Azure project qualified for after the architecture is signed, when the number is already fixed. Book a RYZE strategy session and leave knowing which categories your next project could be nominated under, and what that choice is worth.

The heartbeat of the partner community. Each week we surface real stories and questions from Microsoft partners—pulled from Patch Tuesday calls, field conversations, and direct feedback—to help you spot patterns, avoid pitfalls, and stay ahead.

"Can we nominate one way and change it later if the scope shifts?"

Treat it as fixed. Only one category applies to a project, and the customer has already consented to the engagement you filed, so switching means a new claim and a fresh consent request. Decide the route before the architecture is signed.

"We are an SMB partner. Is any of this reachable?"

Frontier Accelerate runs across Azure, Copilot, AI-ready Productivity, and Security, and project sizes start at the small end of the scale. Eligibility is set per engagement rather than per firm, so check the qualification criteria on each engagement page against the projects you actually sell.

WHAT TO DO THIS WEEK



1 PULL THE RATES.

Pull the rates and criteria in Partner Center for every category your next Azure project could fit.



2 MOVE THE DECISION EARLY.

Move the nomination decision into your scoping meeting, before architecture sign-off, and name who owns it.



3 AUDIT OPEN CLAIMS.

Audit your open claims for anything sitting in draft near its deadline, because expired claims cannot be reactivated.



THE TAKEAWAY: The nomination category is a pricing decision. Make it while you scope, not after you sign.

[Build Your 30-Day Copilot Success Plan](#)

[9/2-3: Better Sell Copilot: Converting Free to Paid Customers](#)

[11/17-20: Microsoft Ignite Registration - Nov 17-20](#)

[August Partner Center Announcements](#)

[Microsoft Partner Blog](#)

[Americas Partner Blog](#)

[Multi-Country Partner News & Resources](#)

[Microsoft Events Portal](#)

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Patch Tuesday Xtra Preview

Tuesday, September 8th - 1PM EST

The **Partner**
Marketing Group

Marketing by the Numbers: Lessons from the 2026 Technology Marketing Benchmarks & Trends Report

***SPECIAL PATCH TUESDAY XTRA -
OPEN TO ALL MICROSOFT PARTNERS***

REGISTER

RYZER Feedback

We want to hear from you!

This week's question: *On your last Azure project, who decided which engagement it was filed under, and were they in the room when the architecture was scoped?*

Send your reply to ryzeup@ryze-partners.com. We'll feature a few partner perspectives in an upcoming issue of the RYZE Report.

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