



Your weekly shortcut to Winning with Microsoft!

© 2025 RYZE PARTNERS LLC

Microsoft News & Events

RYZER Pulse

Patch Tuesday

RYZER Feedback

The CSP Incentive Shake-Up

Why CEOs Must Act Now or Lose Real Margin

Microsoft quietly changed the math for CSP partners starting October 2025. Incentives will no longer reward participation. They will reward precision – the right Solution Partner Designation or the right Partner Capability Score in the specific solution areas you sell. If your skills, certifications, or structure don't match what Microsoft measures, payouts stop. For partners under five million in revenue, that is not noise.

That is a margin threat.

"CSP incentives aren't admin work - they're profit protection"



Eddie Bader

One partner learned this the hard way. They were forecasting \$48,000 in E5 incentives. Then two certifications expired. Their capability points dipped below the eligibility line for the Security and Modern Work earning windows. Sales didn't change. Customer demand didn't change. Their structure changed, and eligibility vanished. That's the new CSP model. **Microsoft rewards alignment - not effort.**

Want to know 5 CEO moves to make before January 2026? Reply to: RYZEUP@ryze-partners.com with the words "CEO Moves" and we will send it your way!

💡 Ready to Act?

If you're done guessing what Microsoft expects, RYZE gives you the playbook that keeps partners in the money. Join RYZE and make Microsoft work for you.

[Join Today!](#)

The 3-Layer CSP Money Stack

How FY26 incentives compound when structured Correctly

Growth Accelerator (+7.5%) - Expansion Bonus

Strategic Accelerator - Priority Workloads

Core Rate - Base Incentive

RYZER Tips

- **Incentives** now require either a Solutions Partner Designation or at least **25 capability points** in the solution area.
- **SPDs** still require ~70 capability points, but the **25-point threshold** is what **unlocks CSP incentive eligibility**.
- **Revenue thresholds matter.** Direct Bill partners need **1M in trailing CSP revenue**. Indirect partners need **about 25K in annual CSP revenue per business location** for the solution area they want to earn incentives in.
- **Eligibility is evaluated monthly** across a rolling six-month window. If you drop below the criteria, **you won't earn incentives for that period**.
- **The Growth Accelerator** remains the biggest upside and depends entirely on driving tenant-level revenue expansion.

The heartbeat of the partner community. Each week we share real stories and signals from Microsoft partners – gathered through Patch Tuesday calls, field conversations, and direct feedback. Unfiltered insights to help you spot patterns, avoid pitfalls, and stay ahead.

“What happens if our score dips below the minimum for one month?”

Payments pause immediately. You’ll only resume earning once the score rebounds above 25 or 70 – no back pay for missed months.

“Can indirect resellers rely on distributors to manage compliance?”

No. Distributors can advise, but Microsoft holds each partner accountable for maintaining their own designations and scores.

“Which products trigger the highest Strategic Accelerator rates?”

Copilot, Microsoft 365 E5, Business Central, and select Azure growth workloads. Prioritize those in your sales motions for the biggest incentive lift.

Final Word: The partners who treat incentive management like pipeline management will win FY26. The ones who treat it like admin will lose margin overnight.

Patch Tuesday Preview

RYZE Members: Our 11/18 call is cancelled as Rob and Eddie will be attending Ignite along with many of our members. While there, please setup a one-on-one with the RYZE team via this link:

[Book Time with the RYZE Team at Ignite](#)

We look forward to seeing you there!

Note: Our 11/25 call will be an Ignite Recap reviewing all the important announcements partners need to know for success in 2026.

Not a RYZER yet?

[Join Today!](#)

News, Events & Deadlines

[November 2025 Partner Center Announcements](#)

[Incentives Performance Report Signup](#)

[New Certification for Architects of Agentic AI Business Solutions](#)

[M35 Copilot and Agents Case Study Contest](#)

[AI Business Solutions Partner Alert](#)

[Microsoft Partner Blog](#)

Partner Announcements & Incentives

[Americas Partner Blog](#)

[Microsoft Events Portal](#)

Partner Specific Live & Virtual Events

[Microsoft Learn](#)

Partner Training & Workshops

[Partner News | Microsoft Community Hub](#)

Microsoft Partner Community Blog

RYZER Feedback

We want to hear from you!

Each week, we’ll share one question to spark conversation and gather insights from partners in the field. Your feedback helps us understand what matters most to you and shapes the resources we build at RYZE.

This week’s question:

How confident are you that your Partner Capability Score and designations are ready for the announced October 2025 rule change?

How to reply: Simply hit “Reply” to this email or email ryzeup@ryze-partners.com and share your thoughts. We’ll feature a few partner perspectives in an upcoming issue of the RYZE Report.

.....

Enjoying the RYZE Report?

If you know a colleague or partner who would benefit from these insights, forward this newsletter their way!

Want to make sure you never miss an issue?

[Subscribe here](#)

Missed an issue? [Access Archive Library](#)