



Your weekly shortcut to Winning with Microsoft!

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Patch Tuesday

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FY26: If Your MCI Doesn't Convert, You Don't Get Funded

As of July 1, 2025, the old MCI game ended.

Running workshops for “engagement” or filling calendars with low-intent customers hurts you now. In FY26, every funded activity is graded – and your eligibility depends on whether those engagements actually drive consumption or license sales.

For years, partners survived on curiosity-driven workshops. Someone wanted to “learn more?” Spin up an envisioning session. No intent, no urgency, no defined next step. Didn't matter. Activity counted as momentum. Not anymore.

Microsoft's FY26 Partner Performance scoring flips

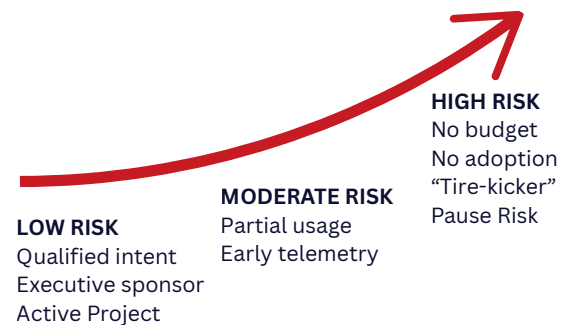
“Funded engagements are no longer free bets – every claim carries performance risk.”



Sandie Knight

that model. You now need to hit a measurable success rate on your MCI engagements – roughly one in three must convert to Microsoft-defined outcomes. And Microsoft defines “success,” not you. If an engagement doesn't lead to incremental revenue, active usage, or real deployment progress, it doesn't just fail to help you. It counts against you. Miss your targets and Microsoft can pause you from claiming new work. Not just one offer. Not just one solution area. In some cases, entire portfolios. This isn't a paperwork change. It's Microsoft forcing partners to qualify harder, scope tighter, and attach MCI dollars to customers who will actually move.

FY26 MCI Partner Risk Curve



RYZER Tips

- **Success** means revenue, usage, or deployment – not delivering the workshop.
- **Quarterly checkpoints** expose stalled engagements early.
- **Low-intent customers now hurt your score more than they help your pipeline.**

💡 Ready to Act?

If you need help redesigning your FY26 incentive strategy, join RYZE and get the playbooks the top 5% use.

[Join Today!](#)

RYZER Pulse

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.

“Do all engagements count toward the 33% success rate?”

Only engagements inside the measured incentive portfolio count toward the 33 percent success rate. Falling below the threshold pauses you from claiming new work in that engagement category.

“Can partial attainment save an engagement?”

Success requires meeting the specific revenue or usage goal defined for the engagement. Microsoft does not define or support “partial attainment” rules where multiple partial metrics combine to create a successful outcome.

“How long do I have to show results?”

You have 12 months from Proof-of-Execution to achieve the required performance outcome. Monitoring begins the month after POE submission, with checkpoint reviews starting at month 3.

Patch Tuesday Preview

Weekly RYZE Members Only Call

Patch Tuesday 11/25: What We Learned at Ignite

We’re back from Ignite and bringing the signal – not the noise. Rob and Eddie will share the real takeaways partners need to act on. If you want the “here’s what changes next quarter” version of Ignite, this is it.

Not a RYZER yet?

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Microsoft News & Events

News, Events & Deadlines

November 2025 Partner Center Announcements

Nicole Dezen Microsoft Ignite 2025 Recap

Microsoft Marketplace Community

Coming Soon: Partner Marketing Center

Becoming Frontier - Drive Growth with M365 Copilot

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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:

Which part of FY26’s measurement model worries you most – qualification, telemetry, or sustaining usage?

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.

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