

# MODERN CONSULTANT PROGRAM FOR BUSINESS APPLICATIONS TERMS & CONDITIONS (Cohort 5)

The Modern Consultant Program for Business Applications terms & conditions (“terms & conditions”) is an agreement between the Microsoft Cloud Partner Program entity (“Partner”) identified by you during your tender application (see “1. Participation Requirements”) and Microsoft Schweiz GmbH (“Microsoft”). The terms & conditions governs the participation of the Partner in the Modern Consultant Program for Business Applications (“Program”) and does not constitute a binding legal commitment or create any legal obligation or right for either Microsoft or the Partner agreeing to the terms & conditions.

## 1. Defined Terms

All defined terms not otherwise defined in this document have the meanings as described to them in the terms & conditions.

- a. “Business Applications” means any product offer in the Microsoft Dynamics 365 or Power Platform portfolio.
- b. “Modern Consultant(s)” means the individual resource(s) hired by you as a Partner and participating in the facilitated program activities. Individuals should be new to the field of Business Applications such as graduates, young professionals or career changers.
- c. “Competencies” means any accomplishment along the Microsoft Cloud Business Applications competencies.
- d. “Agenda” means any activity within the program facilitated by Microsoft and/or its learning partners such as community days, classroom training days, mentoring sessions, etc.

## 2. Participation Requirements

Microsoft Cloud Partner Program partners who have demonstrated proven expertise in the Business Applications domain with associated competencies. Microsoft has facilitated an application process (<https://forms.office.com/e/Siyzhsf2cA>) to ensure equal treatment.

## 3. Program Description

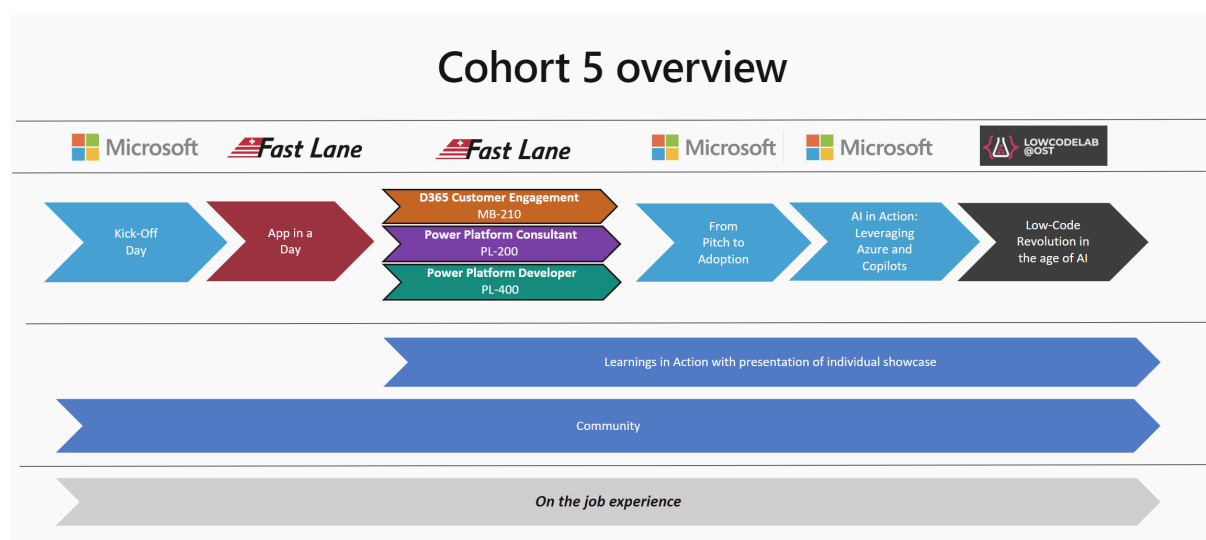
The program is designed to attract new talent and support the Partner’s recruiting- and enablement strategy for Business Applications resources for the Swiss market to develop into a consultant-/architect capacity.

Microsoft primarily facilitates an onsite & online agenda, which varies between the Microsoft Zurich office and the Microsoft Certified Learning Partner’s office Fast Lane in Wallisellen, with a regular rhythm and provides artefacts to support the recruitment of Modern Consultants into the program (see Section 8.).

Partners hire one or more Modern Consultant/s and integrates the role into their Business Applications delivery and/or technical pre-sales operating model. The partner enables the Modern Consultant to attend and participate in the agenda facilitated by Microsoft and the learning partner.

## 4. Program Start & Duration

The Program for Modern Consultants is scheduled to run from September until end of December 2024 and is offered to partners who have hired Modern Consultants with a starting date between 1<sup>st</sup> of January 2024 and 1<sup>st</sup> of September 2024. The program foresees the following components:



## 5. Modern Consultant Participation Conditions

Modern Consultants should be new in the Business Applications domain as described in the defined terms (see Section 1.) and should have a Swiss based contract where employee starting date is not earlier than January 2024. Microsoft expects the Modern Consultant to attend the facilitated agenda of the program participating in Microsoft's joint enablement activities, such as training days and community sessions (everything is held in English). The agenda requires approximately 16-20 hours per week on average. Partners agree to release the Modern Consultants to participate in these joint activities to learn and to grow their knowledge & network.

**On-site participation for the trainings from the learning partner is expected unless individual exceptions were agreed between the partner and the Microsoft Learning partner.** If travel cannot be accommodated for individuals, the Microsoft Learning partner needs to be informed 2 weeks upfront.

## 6. Modern Consultant Graduation

Modern Consultants attend the program (September 2024 – December 2024) with an attendance of >80% of the agenda AND successfully pass at least one of the eligible intermediate certifications related to the learning track e.g.:

- MB-210 Microsoft Dynamics 365 Sales Functional Consultant
- PL-200 Microsoft Power Platform Functional Consultant
- PL-400 Microsoft Power Platform Developer

Microsoft expects MCP accreditations to be linked to a Microsoft Cloud Partner Program Id.

## 7. Fee per individual

The program registration- and contribution fees are as following (per individual):

- CHF 1'200 for participants joining the **Dynamics 365 Customer Engagement track**
- CHF 1'200 for participants joining the **Power Platform Consultant track**
- CHF 1'200 for participants joining the **Power Platform Developer track**

The mentioned prices are excl. local VAT. Once participants are registered and confirmed, Fast Lane Institute for Knowledge Transfer (Switzerland) AG will charge the partner for the mentioned fee(s).

## 8. Recruiting

The recruiting of Modern Consultants is primarily depended on the partner and designed to include resources which have been hired by the partner with start date not earlier January 2024. Microsoft is not involved and responsible for the hiring of Modern Consultants. Microsoft will make available artefacts to support the recruitment of Modern Consultants such as the program details designed as job description (see Section 10) which partners can use for their recruitment.

## 9. Privacy and Data Protection

Partners provide consent to Microsoft to publish the contact details of their individual responsible for recruitment and/or a link to their career website. Partners will comply with all privacy laws and standards that relate to the privacy and security policies of Microsoft described at <http://aka.ms/privacy>.

## 10. Job Description example

### Modern Consultant for Business Applications

*At Microsoft, we are passionate about the role of powerfully transformative technology and the benefits it represents for our partners, shared customers and society as a whole. The demand for modern, cloud-based Business Applications is higher than ever before and with our local datacentres, we have a unique opportunity to drive the digital transformation of our customers.*

*Microsoft in collaboration with our **Swiss Microsoft Business Applications partners** (Dynamics 365 & Power Platform) are looking for new talents, to join our ecosystem as a Modern Consultant for Business Applications. If you are aspiring to develop your career, want to learn, like to solve complex business challenges, help organizations transform digitally, enjoy working in interdisciplinary teams and would like to build and in-depth knowledge of business processes, then you could become a Modern Consultant for Business Applications.*

*As Modern Consultant for Business Applications, you will be recruited by a participating Swiss Microsoft Business Applications partners and will form part of their Business Applications delivery capability for Switzerland (i.e., Dynamics 365 Customer Engagement (**CE/CRM**), Dynamics 365 Finance & Operations (**F&O/ERP**), Dynamics 365 Business Central (BC/ERP), **Microsoft Power Platform**)*

***What you will be doing** is building hands-on experience in digitally transforming customer's organisations while you will form part of a Modern Consultant for Business Applications learning and development program with Microsoft. You will collaborate closely with a community across all participating partners being educated and enabled by Microsoft on all relevant products and technologies, go to market strategies, project methodologies and how to help customers build a winning digital transformation approach. Along with a mentoring program and multiple hybrid learning and training opportunities you will be enabled to become a Microsoft certified specialist. The program includes four tracks and allows you to become specialized either in Dynamics 365 Customer Engagement, Dynamics 365 Finance & Operations, Dynamics 365 Business Central or Microsoft Power Platform.*

#### **What you bring along is**

- *A keen interest in learning, development, and commitment to become a Microsoft Certified expert in Business Applications*
- *Excellent organisational skills and the ability to work to deadlines in complex work processes involving multiple parallel demands*
- *A relevant degree such as Bachelor's and Master's Degree in Computer Science, Engineering, Business, Technical, Mathematics, Economics, Physics, Information Technology, Technology, Science. (Final year students are being considered if you are interested in part time work)*
- *Preferably additional language skills, particularly German or French and English*