

Azure Accelerate

Azure Frontier Offer (AFO) – Partner FAQ

What is the Azure Frontier Offer (AFO)

The Azure Frontier Offer (AFO) is a limited time, post-sales offer, designed to accelerate databases and win strategic platform plays.

This offer helps partners anchor customers on Microsoft's Data & AI platform. Backed by post-sales funding through ECIF, it supports adoption of 1st party Database, Analytics and AI Foundry workloads.

What business outcomes does the AFO drive?

Anchors customers on Microsoft Data & AI; accelerates adoption of Databases, Fabric, and AI Foundry; establishes an AI foundation.

What commercial outcomes is Azure Frontier Offer designed to drive?

The Azure Frontier Offer (AFO) is a limited time, post-sales offer, designed to accelerate databases and win strategic platform plays.

This offer helps partners anchor customers on Microsoft's Data & AI platform. Backed by post-sales funding through End Customer Investment Funds (ECIF) and Azure Credit Offer (ACO), it supports adoption of 1st party Database, Analytics and Foundry workloads.

What is the maximum funding available through AFO?

Customers can leverage ECIF, ACO, or both, as follows:

- **ECIF only** (2:1 ROI): up to \$500K

or

- **ACO only** (2:1 ROI): up to \$500K

or

- **ECIF** (2:1 ROI) up to \$500K + **ACO** (2:1 ROI) up to \$500K

Customers can get up to \$1M funding (up to \$500K ECIF + up to \$500K ACO) to offset project cost.

What are the ACR requirements?

- Any project size with Year-1 ACR > \$1
and
- >50% of incremental Year-1 ACR from Databases, Fabric, and/or AI Foundry.

What does post-sales ECIF cover?

Delivery activities tied to committed sale:

migration, deployment, post-sales training, testing, Validation

What does ACO cover?

Azure Credit Offer offsets migration/dual run costs or to drive incremental revenue for the eligible Azure workloads. ACO is post-sales only.

Can AFO be used for pre-sales?

No. ECIF and ACO are post-sales only (MSX Stages 3 and 4).

Are Database Reserved Instance (Ris) or Microsoft Agent P3 required?

No. As part of the Feb 2026 update, AFO can be used as a standalone offer; RIs and Agent P3 are not required.

Are Fabric and AI Foundry workloads in the opportunity?

No. As part of the February 2026 update, AFO no longer requires >\$80K ACR from Fabric or AI Foundry.

The updated AFO requires >50% of ACR to come from Data (Databases/Fabric) or Platform (Databases/Fabric/AI Foundry) workloads.

How do I become an ECIF Ready Partner?

ECIF is a Microsoft field led investment. Partners become ECIF ready when a Microsoft account team nominates them for a specific customer engagement and the partner completes ECIF supplier onboarding (accepts program terms, meets procurement/compliance requirements, and gains access to ECIF tools to deliver approved work). ECIF eligibility is opportunity specific and approved by Microsoft, not a standing badge or entitlement. Work with your Partner Solution Sales or account team to become an ECIF ready partner.

Nomination & Participation

Is Azure Frontier Offer partner nominated?

No. Azure Frontier Offer is **field nominated only** and is **not** submitted directly by partners through Partner Center.

Can partners initiate Azure Frontier Offer requests?

Partners cannot submit requests independently but **play a critical role** by:

- Identifying qualified opportunities.
- Shaping the solution and delivery plan.
- Working with the Microsoft account team or PSS to support nomination through the Azure. Accelerate field led nomination process. See process in Azure Frontier Offer [Partner Pitch Deck](#).

Is Azure Frontier Offer limited to Cloud Accelerate Factory projects?

No. AFO is **not restricted** to Cloud Accelerate Factory. Any customer that meets eligibility criteria can qualify.

What is the minimum ACR requirement?

Azure Frontier Offer requires:

- **Any project size with 1st year ACR > \$1.**
- >50% of incremental 1st year ACR must come from Databases, and/or Fabric, and/or Foundry.

Full workload list in the Azure Frontier Offer [Partner Pitch Deck](#).

How are ECIF and ACO amounts calculated?

Funding is calculated based on **total opportunity size and projected ACR**, subject to program limits and approval.

Is CSP supported?

Yes. Azure Frontier Offer supports:

- CSP
- MCA
- EA

For CSP:

- ACO credits are applied to the **customer's Azure tenant**.
- Credits are **not paid to the partner**.
- Partner services revenue begins once ACO is consumed.

Is the offer live?

Yes. The Azure Frontier Offer is **live now**.

Does the offer expire?

The offer is a limited time offer until funding is exhausted. Funding is subject to availability and approved on a **first-come, first-served basis**.