

TTM – trailing twelve months
Sales statistics for the last 12 months





Dear partners,

with this guide we would like to show you how you can find out if you are affected by Microsoft's planned changeover and if your CSP account might be deactivated.

From April 2024, Microsoft plans to block all customers who have made less than USD 1,000 in sales in the last 12 months (TTM) or deactivate their accounts, and you can use these instructions to find out how much turnover you are currently making.

Below is the official announcement from Microsoft:
[New annual revenue requirement for CSP indirect resellers](#)





First, log in to the MS Partner Center and navigate to Insights. The following is the link to the Partner Center: [Partner Center](#)



Microsoft Partner Center

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The screenshot shows the Microsoft Partner Center interface. The left sidebar contains a navigation menu with categories: Overview, Referrals (Summary, Leads, Co-sell opportunities, Partner cohort), Cloud Solution Provider (Azure usage, GDAP relationship analytics, **Subscription analytics**, License usage analytics, Reseller analytics), and Security (Alerts). The main content area is titled 'Insights | Subscriptions' and shows 'TTM revenue' data for the last 12 months. A table displays revenue attribution across various products: Office 365, Dynamics 365, EMS, Cloud Other, Azure, and Power BI. Below this, a 'Summary' section shows metrics for Subscriptions sold, Licences sold, Subscriptions renewing in 30 days, Active subscriptions, and Suspended subscriptions. A 'Product breakdown' section shows a bar chart for 'Subscriptions sold' by SKU, with 'Dynamics 365 Business Central Essentials' being the top product. A 'Trial subscription conversions' section is also visible.

You should be able to see the Subscription Analytics category under Insights. Under this point you can see the turnover that you have generated in the last 12 months via your MPN ID. The total turnover is relevant for the change by MS. If this is less than 1,000 USD, please contact the CSP team.

CSP Team

Questions?
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