



Microsoft Dragon
Copilot

Microsoft Dragon Copilot Solutions:

A New Go-to-Market Era.

Dragon Copilot Solutions represents a meaningful shift in how Microsoft brings clinical AI to market, and eDist is proud to lead this motion alongside our certified VAR community.

Dragon Copilot Solutions are not an extension of prior programs. This is an entirely new go-to-market model, one that rewards partners who are prepared to lead with services, expertise, and execution.

eDist

A Division of A.I. Smarter World, Inc.



Built by Microsoft. Designed for Partner Growth.

eDist has worked side-by-side with the Microsoft Cloud for Healthcare team to ensure our Dragon Copilot Solutions–Certified VARs are positioned for success from day one. Based on early partner feedback and real-world enablement, we've built a dedicated Dragon Copilot Solutions PaaS program that removes the most time-consuming, error-prone, and costly administrative work from your sales motion.

eDist, Your Economic Growth Engine

Behind the scenes, Dragon Copilot Solutions require specific agreements, tenant configuration, licensing alignment, and Microsoft Customer Agreement orchestration. Once completed, these requirements flow directly into the eDist Platform, where they are systematized and managed on your behalf.

The result: less administrative drag, faster time to value, and more time focused on growing your business.

Month 1 Economics Matter, and Dragon Copilot Solutions Deliver

While Microsoft margins on Dragon Copilot Solutions licenses are intentionally modest, the program is designed to reward partners who

lead with Professional Services.

To support this, eDist has introduced a suite of Dragon Copilot Solutions Professional Services SKUs, developed directly from feedback during our certification program. These services are critical to successful on-boarding and adoption, creating a highly lucrative month-1 revenue opportunity for our VARs while maintaining a highly competitive customer price point.

Unlike traditional Dragon Medical One motions, Dragon Copilot Solutions front-load value:

- » Strong initial Professional Services margins
- » Simplified, single-invoice experience for customers
- » Clear differentiation through expertise and execution

The GTM opportunity in front of us is clear: converting Dragon Medical One renewals throughout the remainder of the year into Dragon Copilot upsell moments, when customers are already engaged, evaluating value, and open to expansion.

This is where Dragon Copilot Solutions become a growth engine, not a commodity sale.

Microsoft Commerce Incentives: Additive and Powerful

Eligible Dragon Copilot Solutions sales may also qualify for Microsoft Commerce Incentives (MCI), which are additive:

Microsoft Commerce Incentives

3.75%
base incentive.

+

7.0%
strategic product
bonus.

+

7.5%
growth incentive.

=

18.25%
total incentives
on eligible sales.

- » 3.75% base incentive
- » 7.0% strategic product bonus
- » 7.5% growth incentive

Total: 18.25% on eligible sales

In certain scenarios, an additional 15% new customer add bonus may apply, bringing total incentive potential up to 25.75%, depending on designation and revenue thresholds.



Microsoft Commerce Incentives: Enrollment & Eligibility

Participation in Microsoft Commerce Incentives (MCI) requires partners to enroll and meet Microsoft's eligibility criteria.

To qualify, partners must:

- » Be enrolled in the [Microsoft AI Cloud Partner Program \(MAICPP\)](#)
- » Meet the \$25,000 USD rolling 12-month revenue threshold for CSP Indirect Resellers, as defined by Microsoft

Incentive Structure & Payment Timing

- » Eligible earnings are structured as 60% cash rebate and 40% cooperative marketing funds (co-op)
- » Cash rebates are paid monthly
- » Co-op funds accrue for six months and become available for use in the following six-month period, aligned to Microsoft's fiscal year

This structure is defined by Microsoft and is designed to reward sustained growth while supporting long-term go-to-market investment.

Payment Flow Overview

- » Incentives are structured as approximately 60% cash rebate and 40% co-op marketing funds

- » Cash rebates are paid monthly; co-op funds accrue semi-annually
- » Microsoft pays aggregate incentives to eDist via Partner Center

Subscription Term Options & Microsoft Commercial Policy

Dragon Copilot Solutions are sold under Microsoft's commercial licensing terms and carry a one-year subscription commitment. Two billing options are available:

- » Annual prepaid (strongly recommended)
- » Monthly billed with an annual commitment

Annual prepaid subscriptions provide the cleanest commercial experience for all parties and are the preferred model for Dragon Copilot Solutions.

Monthly billed subscriptions, while invoiced monthly, do not change Microsoft's one-year, non-cancelable commitment once provisioned. In these scenarios, VARs remain responsible for the committed term in accordance with Microsoft policy.

This structure reinforces the importance of proper customer qualification, expectation-setting, and Professional Services-led onboarding, particularly when considering monthly billing options. eDist's PaaS workflows and Professional Services framework are designed to support VARs in aligning with Microsoft's requirements and deploying Dragon

Copilot Solutions successfully from day one.

More Than Revenue: Enablement and Tiered Benefits

To support long-term success, Dragon Copilot Solutions-Certified partners also receive access to:

- » eDist Dragon Copilot Solutions marketing support
- » Go-to-market guidance and sales alignment
- » Dragon Copilot Tiered Benefit Packages, including non-resalable Dragon Copilot licenses for enablement and internal use

We're Building This Together

Your feedback matters. As we take flight with Dragon Copilot Solutions, we welcome your ideas on how to continue simplifying delivery, accelerating sales cycles, and expanding opportunities for the entire partner ecosystem.

Dragon Copilot Solutions are the future of clinical AI go-to-market.

eDist is the growth engine behind it.

If you'd like to learn more about getting started, earning incentives, or activating Dragon Copilot Solutions within your practice, we're ready. ■