The *New Rules of* Microsoft *Co-op*

Three Changes Effective 1 July 2026

1 Your Invoice Has to Work Harder

FY27 prioritises the third-party invoice as your main proof, so if it's missing any of these, you're stuck filing a CSR and full POE just to get paid:

What, the activity delivered.
When, the activity date or date range.
Where, the platform, publication, event or market.





2 CSR Forms Need One Line per Activity

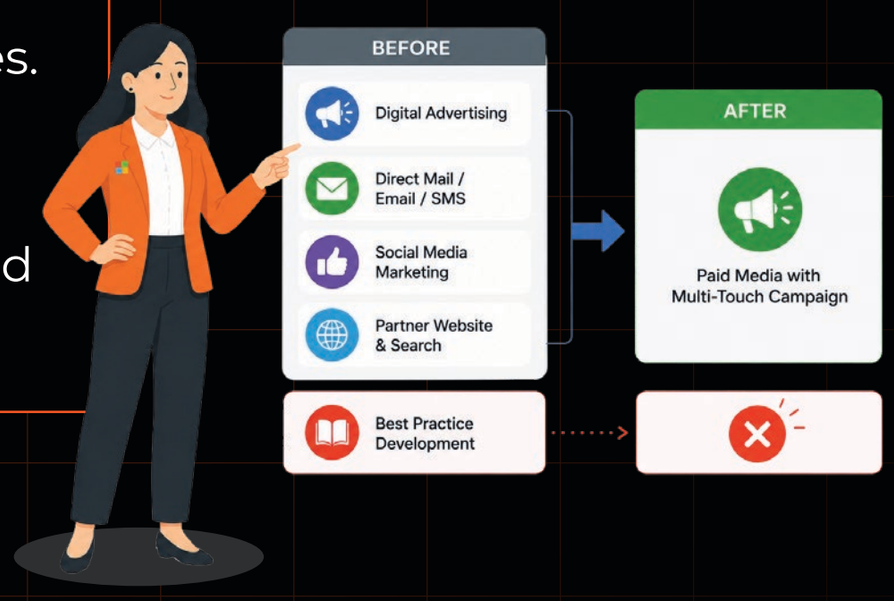
Use a CSR (Certification Statement and Report) whenever you don't have a third-party invoice, or when your invoice doesn't include enough detail.

Ensure every activity now has its own line and cost.

3 The Activity Catalogue Has Changed

Microsoft has combined, removed and added activities.
Within Demand Generation alone:
Digital Advertising + Direct Mail/Email/SMS + Social Media Marketing + Partner Website & Search → merged into Paid Media with Multi-Touch Campaign

Best Practice Development → removed. No replacement.





Don't Do It Alone

If you want to make better use of your FY27 funding without getting buried in the process, reach out to the Blacfox team.

Let us handle the complexity so you can focus on growing your business.

Book a meeting with us