

Microsoft's New Commerce Experience

What does this mean for you?

In January 2022, Microsoft will bring seat-based cloud offers to the new commerce experience for **Microsoft 365**, **Dynamics 365**, and **Power Platform**, as well as **Windows 365**.

The 3 new payment terms are as follows:

1

1 month subscription

- ✓ Enables a customer to change the number of licenses month to month
- ✓ 20% more expensive than an annual subscription
- ✓ 72 hour cancellation policy

12

12 month subscription

- ✓ Regular commitment
- ✓ Billing options include monthly or upfront
- ✓ 72 hour cancellation policy

36

36 month subscription

- ✓ Enables a customer to lock pricing for a full 36 months
- ✓ Billing options include monthly, annual or upfront
- ✓ 72 hour cancellation policy

From **March 1st 2022**, all new CSP licensing will have to be purchased via the New Commerce Experience. Renewing existing subscriptions via legacy has been extended to **30th June 2022**.

Timeline

January 2022	NCE Seat-based offers launch	The CSP legacy offer will remain available for customer to purchase side by side with NCE
January 2022 to June 2022	NCE Seat-based promo offers launch	Annual Term Promo – 5% discount until end of March 2022 Monthly Term Promo – Applies regular annual term price instead of the 20% price increase until end of June 2022
March 2022	New customers can only purchase NCE for seat-based offers	Existing customers can only Renew into Legacy until end of June 2022

To discover what **Microsoft's New Commerce Experience** means to you, contact us on

tellmemore@bytes.co.uk | **01372 418500** | **bytes.co.uk**