

Wide Scale Microsoft Price Changes – 1st October 2018

Here are the changes to Microsoft on-premises products and licensing programs, that will affect your business, together with our recommendations to minimise additional cost. If you would like us to look at your licensing agreements and future strategy – we'd be happy to help. We are Microsoft's #1 UK partner with 100+ Microsoft Licensing specialists.

Changes	Explanation	Recommendations
Price Increase of 10% for Perpetual Office and related Office Servers	Microsoft is increasing prices of perpetual on-premises Office and its associated server products, for example Exchange Server, Skype for Business Server and SharePoint Server, by approx. 10%	Office 2019 is to be released as click-to-run only so now is a great time to consider moving to Office 365 or Microsoft 365. Dual use rights will allow for the continued use of on-premises server software until you are ready to move to the cloud.
Price Increase 10% for Core CAL and Enterprise CAL Suite	Microsoft is increasing prices of on-premises Core and Enterprise CAL Suites by 10%	Consider moving to cloud based licensing. EM+S and Office 365 bought together give the same rights as the Core or Enterprise CAL Suite. If you've been looking at increased security, now is the time to make the move.
Price Increase 16% - 25% on Windows 10 Enterprise when licensed Per Device	Microsoft is increasing pricing of Windows 10 Enterprise <u>Per Device</u> by 16% - 25%	Customers should consider moving to a Per User licensing model which offers greater flexibility and improved compliance for users with multiple devices.
Price Increase 10% on Windows Server	Microsoft is increasing pricing of Windows Server Standard and Datacenter by 10%	Get more value from your Windows Server licenses with Software Assurance by taking advantage of Hybrid Benefit for Windows Server which allows the use of the software both on-premises and in Azure concurrently (Datacenter only). An alternative to Software Assurance are the new Server Subscriptions for Azure which are available for 1 or 3-year terms.
Removal of Enterprise Agreement Level A	Price increases of approximately 4% for companies with 250 - 2,499 users (excl. Public Sector)	Customer with renewals between now and July 2019 should engage Bytes to understand the impact. Options to reduce the impact will include an early renewal commitment and/or moving to cloud.
Removal of Open License Level C	Price increases of approximately 2% - 10% for companies with up to 500 users (excl. Public Sector)	Speak to your Bytes account manager to look at bringing purchases forward and consider options including moving to cloud.

For more information or guidance on what to do next, speak to a Bytes Licensing Expert
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