



Introducing Microsoft's New Commerce Experience

Giving you greater choice and flexibility in how and where you purchase



Goals of New Commerce Experience (NCE)

Starting January 2022, Microsoft will bring seat-based cloud offers to New Commerce Experience (NCE) for Microsoft 365, Dynamics 365, Power Platform, and Windows 365. The new commerce experience is part of a transformational journey that's changing the way you transact with Microsoft, bringing you more flexibility to mix-and-match your Microsoft cloud subscriptions.

There are two goals of these revisions:

1. Introduce a set of new offers, policies, and functionalities that expand the current experience in CSP.
2. Complete the foundation in new commerce for transforming the way you buy in the cloud.



Important Deadlines



Technical Enforcement – March 10, 2022

All net-new subscriptions must be on NCE by March 2022.



Legacy CSP Renewal – June 30, 2022

Existing legacy CSP subscriptions can be renewed through June 2022.



Transition to NCE – February 2023

All CSP licenses must be transitioned to the NCE platform by February 2023.

Subscription Price Changes

On March 1, 2022, there will be an update on Microsoft list pricing for the following commercial products: Microsoft 365 Business Basic (from \$5 to \$6 per user), Microsoft 365 Business Premium (from \$20 to \$22), Office 365 E1 (from \$8 to \$10), Office 365 E3 (from \$20 to \$23), Office 365 E5 (from \$35 to \$38), and Microsoft 365 E3 (from \$32 to \$36).



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Giving you greater choice and flexibility in how and where you purchase

Delivering on our customer promises



Faster time to value with solutions from Microsoft and partners



Increased flexibility without compromising control



Optimize costs and unlock new savings



Built on a foundation of trust and security

Microsoft Promotions

At the general availability of the seat-based offers in new commerce release in January 2022, Microsoft will introduce two promotions for new commerce seat-based commercial online services transactions only. Monthly term offers will be priced the same as annual term offers, instead of the usual 20% premium compared to annual, and will be in effect through June 2022; annual term offers will be priced at a 5% discount off the regular price and will be in effect through March 2022, with the possibility of being extended through June 2022

In new commerce, you can buy through the breadth, enterprise, and self-serve purchase motions that have a consistent and standardized set of policies, agreements, and procedures across all Microsoft purchase motions. As your trusted advisor, we want to make sure you and your team are aware of this new update.

