

Your Guide to the Microsoft New Commerce Experience



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Microsoft has made the decision to update their Cloud Solution Provider (CSP) program to continue to adapt to the changing needs of their customers and partners. Microsoft maintains their goal to reduce the complexities and costs while maintaining flexibility for growing organizations within the CSP program. Part of this goal is achieved in the New Commerce Experience (NCE) coming very soon to commercial seat-based offers on Microsoft 365 (Office 365), Dynamics 365, Windows 365, and Power Platform.

Under this new agreement, you will experience a more streamlined and improved process for buying and consuming Azure and cloud services like Dynamics 365, Microsoft 365, Windows 365, and the Power Platform. Our Microsoft licensing experts are here to help in this transition. We are here to help you take full advantage of the benefits, features, and opportunities the program provides.

What does this mean for my company?

The new NCE program is officially Generally Available (GA) as of January 10th, 2022, but will affect existing license plans starting March 1st, 2022. If you have a license renewal coming up in March, April, or May, it is important to reach out to us as soon as possible to discuss your current needs and pick the right licensing plan for your business. We recommend planning to update your licenses at least two to three months prior to your licensing renewal.

What are my options for licensing under Microsoft's new commerce experience?

There are a few options for you to take advantage of to license your Microsoft seat-based solutions. This includes Microsoft 365 (formerly Office 365), Dynamics 365 ERP & CRM, Windows 365, and the Power Platform. Microsoft Azure has been a part of NCE since 2019 and nothing more needs to be done for Azure customers.

All these options are general information about the New Commerce Experience program. Each individual organization will have different needs and scenarios, including the option of a three-year term annual contract pricing. Please contact us as soon as possible.

Option 1: Annual Subscription

Lock in today's pricing for the number of users you need for the entire year. You'll pay for your licenses as an annual subscription in one easy payment. Once your annual subscription is finalized, you'll be able to purchase additional licenses at a later date but will be unable to decrease licenses until your annual renewal time period.

Option 2: Flexible Subscription

Microsoft is offering an option that will let your business keep the same monthly subscription model you are used to, with the ability to add and decrease user counts throughout the year. This option comes at a premium license cost which is 20% more than standard licenses.

Option 3: Hybrid Subscription

With this option, you're able to secure users at both the annual and flexible subscription. Lock in a lower rate for those users you know you'll need for the entire year and have the flexibility to add or remove users who won't need access to your systems long-term.

As your partner, we are here to support you in the cloud and beyond. Please reach out to us at support@deandorton.com to discuss your Microsoft NCE licensing.

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