



MICROSOFT NCE:

WHAT YOU NEED TO KNOW

Q. WHAT IS NCE?

A. The New Commerce Experience (NCE) is the latest pricing model for Microsoft 365, Dynamics 365, Windows 365, and Power Platform subscriptions. NCE was designed to reduce complexity in billing processes and provide cost savings for longer term subscriptions.

Q. WHAT DOES IT MEAN FOR YOU?

A. NCE will change how you purchase Microsoft services such as Microsoft 365. Through NCE you will start a new type of annual subscription, and these prices will differ from previous subscriptions.

You can also have mid-term upgrades. Available upgrade paths are now defined by Microsoft, please contact us to discuss what's possible.

ANNUAL NCE SUBSCRIPTION:

Term Commitment: 12 months	●
Enforced cancellation policy: No Cancellation or seat reduction allowed in term outside of initial 168 hours	●
Priced in line with the current legacy pricing (Certain products will have a price increase after 1st March)	●
Price locked for the entire term	●
Subscription seat increases can be made at any time	●
Can be upgraded midterm	●

PRICING CHANGES

Q. WHAT DATES ARE THE CHANGES COMING INTO EFFECT?

1ST MARCH 2022:

Price increase in March on 6 SKUs (Read on for details)

10TH MARCH 2022:

Any brand new subscriptions will be through NCE

31ST DECEMBER 2022:

Legacy incentives are stopped

Q. WHAT ARE THE PRICE CHANGES?

A. From the 1st of March, prices will be changed on certain SKUs. Please see the price percentage changes listed below:

SMB:

Microsoft 365 Business Basic (+20%)

Microsoft 365 Business Premium (+10%)

ENTERPRISE:

Microsoft 365 E3 (+13%)

Office 365 E1 (+25%)

Office 365 E3 (+15%)

Office 365 E5 (+9%)

STILL HAVE QUESTIONS?

We want to make sure our customers are comfortable with any changes to billing and services, therefore if you have any questions about Microsoft NCE please don't hesitate to contact us.