



# MICROSOFT NCE:

## WHAT YOU NEED TO KNOW

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### 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 have the option of either an annual or monthly 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.

### Q. WHAT ARE THE MONTHLY SUBSCRIPTIONS PRODUCTS AVAILABLE??

**A.** While Annual will be available for all products, monthly will have a selected 278 subscriptions available - get in touch for a full list of these.

### 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%)

### Q. ANY DATES FOR THE DIARY?

#### **1<sup>ST</sup> MARCH 2022:**

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

#### **10<sup>TH</sup> MARCH 2022:**

Any brand new subscriptions will be through NCE

#### **31<sup>ST</sup> DECEMBER 2022:**

Legacy incentives are stopped

	NCE SUBSCRIPTION OPTIONS	
	Monthly	Annual
Term Commitment: 1 full month	●	
Priced at a premium above the Annual subscription option (20%)	●	
Offers the most flexibility	●	
No price lock	●	
Monthly term offers will not be available for all Microsoft products	●	
Windows 365 SKUs will only be available on monthly term offer, but not be subjected to 20% premium	●	
Can be upgraded midterm	●	●
Enforced cancellation policy: No Cancellation or seat reduction allowed in term outside of initial 168 hours	●	●
Subscription seat increases can be made at any time	●	●
Term Commitment: 12 months		●
Priced in line with the current legacy pricing (Certain products will have a price increase after 1st March)		●
Price locked for the entire term		●
No annual option for Windows 365 SKUs currently		●