



Welcome to 365 Licensing Webinar

This session will start shortly

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Welcome



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Agenda

- 365 licence price increases
- New Commerce Experience (NCE)
- Licence optimisation
- Beat the price rise
- Recommended actions
- How we can help
- Q&A

365 licence price increases

From 1st March 2022 prices will increase for the following 365 SKUs:

- Microsoft 365 Business Basic
- Microsoft 365 Business Premium
- Microsoft 365 E3
- Office 365 E1
- Office 365 E3
- Office 365 E5



New additions to 365 licenses

- **Unlimited dial-in capabilities for Microsoft Teams meetings across 365 SKUs**
- **M365 Business Premium plan is adding Defender for Business**

[New pricing for Microsoft 365 - Microsoft 365 Blog](#)

[Introducing Microsoft Defender for Business](#)



Impact of price increase on 365 SKUs

| SKU | Current MSRP | New MSRP 1 st March 2022* |
|--------------------------------|--------------|--------------------------------------|
| Microsoft 365 Business Basic | £3.80 | £4.52 |
| Microsoft 365 Business Premium | £15.10 | £16.59 |
| Microsoft 365 E3 | £28.10 | £31.65 |
| Office 365 E1 | £6.00 | £7.54 |
| Office 365 E3 | £17.60 | £20.22 |
| Office 365 E5 | £30.80 | £33.41 |

* March 2022 GDP MSRP estimated



New Commerce Experience

NCE Per Seat CSP Platform – New Commerce Experience

- New name for 365 subscriptions purchased from a Cloud Service Provider (CSP)
- Evolution of CSP programme that aims to provide consistent set of license SKUs across channels (Partner, Self-service or Microsoft)
- Expected that new per seat subscription offers and promotions from Microsoft will only be available on the NCE platform

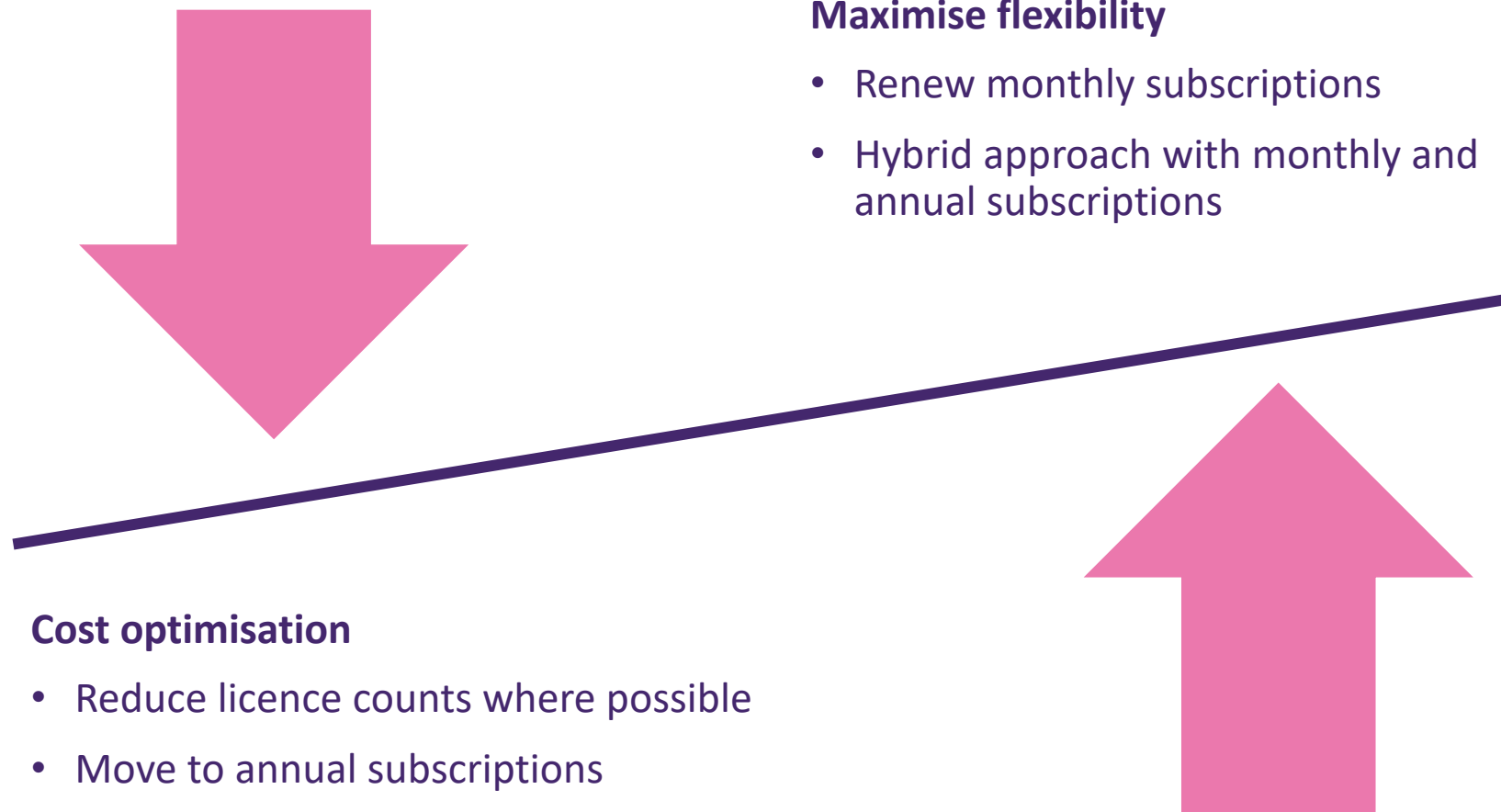
NCE headline changes

| | Legacy CSP | NCE (New Commerce Experience) |
|----------------------|---|---|
| Term pricing | <ul style="list-style-type: none"> Month to month and annual as the same price | <ul style="list-style-type: none"> Month to month 20% premium charge over annual |
| Cancellation options | <ul style="list-style-type: none"> Pro-rated refund on any cancellations | <ul style="list-style-type: none"> Pro-rated refund within 72-hours of purchase No refunds for early termination of subscription after 72-hours of purchase |
| Trials | <ul style="list-style-type: none"> Manual conversion | <ul style="list-style-type: none"> Automatic conversion |
| Terms | <ul style="list-style-type: none"> Monthly Annual | <ul style="list-style-type: none"> Monthly Annual |

NCE term considerations

| Term/Subscription | Month-to-Month | Annual |
|----------------------|---|---|
| Cancellation options | Within 72 hrs pro-rated refund After 72 hrs full months charge | Within 72 hrs pro-rated refund After 72 hrs full term charge |
| Pricing | Increase for specific SKUs starting March 2022 +20% increase over Annual | Increase for specific SKUs starting March 2022 |
| Seat changes | Pro-rated charges for seat changes mid-month | Can increase seats but cannot decrease seats until annual renewal date |
| Anniversary dates | Single recurring anniversary date. The 1st of each month | Single anniversary date per subscription. Seat changes mid-term are pro-rated for remainder of term. |
| Target scenarios | Seasonal workers, contract workers, etc | Full-time employees |
| Benefits | Flexibility | Cost savings, promotions |

Licence optimisation



Example: Company A currently has 120 Microsoft 365 Business Premium licences - 120 core users, and seasonal demand throughout the year, peaking at 40 additional users for Christmas period

| | 365 Subscription term | License Type | Payment term | Jan 22 | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | Aug 22 | Sep 22 | Oct 22 | Nov 22 | Dec 22 | Jan 23 |
|---|---|------------------------|---|--------------------------------------|--------|---|--------|--------|--------|--------|--------|--------|--------|-------------------------|--------|--------------------------|
| A | Current subscription at current pricing | M365 BP + M365 BS | Monthly | Cancel subscription | | | | | | | | | | | | |
| B | New annual subscription at new pricing | M365 Business Premium | Annual upfront – most cost-effective option | Purchase 120 licences for core users | | | | | | | | | | | | Renew at increased price |
| C | New annual subscription at new pricing | M365 Business Standard | Annual | Purchase 1 licence | | | | | | | | | | Increase to 40 licenses | | Subscription ends |
| D | New monthly subscription at new pricing | | Monthly | Current pricing | | New pricing - purchase licences as needed | | | | | | | | | | |



Recommended actions

Optimise your licence count

Where possible reduce licence counts now to save money and ensure your organisation is not over-provisioned.

Review services per user

Identify any users that are receiving the same services under multiple plans.

Explore different 365 SKUs

Will a different licence plan deliver the services your organisation requires at a lower cost? Or could you reduce licenses for one plan and move other users to a more cost-effective subscription?

Technology adoption

Get more value from the services you are paying for. Consider user adoption campaigns to promote underutilised services and target inactive users.

Future planning

Consider the services you wish to adopt over the next year, there is an opportunity to lock in pricing now for the first year if purchased before March 2022.

How we can help

365 Licence Health Check

This a comprehensive analysis and assessment of your Microsoft SaaS environment to identify opportunities for cost and licence optimisation. We run the report for you and make recommendations for the most effective way of procuring 365 licensing in 2022.

Request a quote at the new pricing

If you know what 365 subscriptions you require in 2022 please request a quote from your Account Manager to find out how much your licensing will cost. We can offer savings on annual subscriptions compared to Microsoft's new MSRP.

Technology adoption

If needed we can help you maximise your investment in Microsoft 365 with user adoption campaigns, training and support.

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