CSP Licensing Updates

Microsoft has announced changes to its Licensing procedures within the new commerce experience (NCE), specifically with Cloud Solution Provider (CSP) Licensing.

JourneyTEAM is here to guide you on choosing the best licensing option for your business!

What do these updates mean for you?

**FLEXIBILITY**
There are a variety of ways you can buy Microsoft licenses.
1. Through a partner company, like JourneyTEAM.
2. From Microsoft directly, or
3. Enterprise License Agreement where the organization can buy the number of licenses they need.

With these changes, regardless of how you buy, you will have the same consistent buying experience, product offerings, and terms and conditions.

**PRICE PROTECTION**
Annual pricing is now available and encouraged as it will offer you the best rate. Annual pricing is now available and encouraged as it will offer customers the best rate. This rate can be locked in for an extended period of time and organizations can increase or decrease seat licenses at any time.

Note- If any add-on subscriptions were to be purchased throughout the year, you would not be billed for said add-ons until the following year/next billing period.

**BILLING CHANGES**
- Monthly subscriptions- Monthly subscriptions are also available and more flexible but will have a 20% higher premium.
- Hybrid Plans- Monthly and yearly hybrid plans are available. They can be set up to meet your individual business requirements.
CSP Licensing Updates Note:

Some of these changes have already begun to roll out, but will continue to take effect throughout the year. If you currently have a Microsoft license, please note the promotions page in your Partner Center account to see which option works best for you. If you are a new customer, reach out to us here at JourneyTEAM to learn more: 833-438-2312 info@journeyteam.com

Important Dates to Remember

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<thead>
<tr>
<th></th>
<th>Date</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>1</td>
<td>March 10, 2022</td>
<td>New Subscription orders only on NCE</td>
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<tr>
<td>2</td>
<td>July 1, 2022</td>
<td>Renewal Orders only on NCE</td>
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<tr>
<td>3</td>
<td>January 1, 2023</td>
<td>Microsoft Incentives are only available on NCE</td>
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<td>4</td>
<td>February 1, 2023</td>
<td>All remaining subscriptions must be moved to NCE</td>
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Possible discounts are available for those who are early adopters of NCE. Contact us here at JourneyTEAM for more info and to see if you qualify.

Contact JourneyTEAM

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