

**Datasheet**

# Microsoft New Commerce Experience

Logicalis helps you transition to the new, more simplified Microsoft NCE subscription model in a more cogent and streamlined way, while providing greater flexibility and enabling long-term cost savings.

## Overview

You've probably already heard about it, but Microsoft is transitioning away from their legacy subscription model to the New Commerce Experience (NCE) model in the Cloud Solutions Provider (CSP) program.

NCE is the same model in use for Microsoft Azure, only it's been expanded to include Microsoft 365 (including Office 365), Windows 365, Dynamics 365, and Power Platform. Our goal is to help you understand this new, more flexible license model and show you how Logicalis can help maximize the features, benefits, and opportunities available to you.

### Easily manage subscriptions with renewal planning

As your partner, Logicalis will be transitioning your existing subscriptions to NCE over the next year as you come up for renewals or add new products. With NCE, Logicalis will be much more involved in helping you develop a cohesive renewal plan across all your Microsoft cloud products, enabling a more streamlined cloud subscription experience.

Mix and match subscription terms across your Microsoft products to meet changing business needs, such as budgets, seasonality, workforce changes, business risk, and others. For example, leverage a monthly subscription for seasonal or part-time employees and the 12- or 36-month term for more permanent or full-time workforce.

### Set it and forget it with advanced scheduling

Plus, Logicalis can help you schedule automated renewals and cancellations in advance, freeing you from having to manage multiple subscriptions with varying terms and renewal dates. Make changes such as:

- Upgrading to higher editions
- Increasing or decreasing seats
- Changing billing frequency
- Changing certain subscription terms
- Upgrading anytime to a new offer within the same product category (for example, Microsoft 365 E3 to Microsoft 365 E5)
- Partially upgrading to fewer seats (requires manual seat assignment)

### Benefits

- **Greater flexibility** – Mix and match subscriptions across products to meet changing business needs.
- **Coterminous** – Align NCE subscriptions to the same end date for easier renewal management.
- **Try before you buy** – Try new products through free trials rather than locking you into a subscription.
- **Renewal planning** – Schedule changes to your product mix ahead of time to meet changing business needs.
- **Future features** – Take advantage of new features, add-ons, and offers being introduced all the time.

## NCE At a Glance

### Which Experience is Right for You?

	Monthly Subscription	12-Month Subscription	36-Month Subscription <small>(Applies to Dynamics 365 only at this time, will expand availability to other offers later in 2022)</small>
<b>Ideal for</b>	Users with seasonal/part-time employees, fast-changing business needs, or low tolerance for business risk	Users who are permanent full-time workforce, fewer business changes, and less risk	Users who are permanent full-time workforce and minimal business changes or risk
<b>Key Benefit</b>	Change number of licenses anytime	Pay upfront or monthly at a reduced rate	Pay upfront, annually, or monthly at a reduced rate (like an Enterprise Agreement)
<b>Price</b>	Regular rate	20% discount	20% discount
<b>Price Lock-in?</b>	No	Yes, for 12 months	Yes, for 36 months
<b>Billing</b>	• Monthly	• Upfront • Monthly	• Upfront • Annually • Monthly
<b>Auto Renew?</b>	Yes	Yes	Yes
<b>Cancellation</b>	Cancel at month end with no obligation or refund within first 7 days	Cancel at term end with no obligation or refund within first 7 days	Cancel at term end with no obligation or refund within first 7 days
<b>Refunds</b>	Days 1-7 = Pro-rated After Day 7 = No refund	Days 1-7 = Pro-rated After Day 7 = No refund	Days 1-7 = Pro-rated After Day 7 = No refund
<b>No Auto Renew</b>	Reverts to <i>Disabled</i> if no action taken	Reverts to <i>Disabled</i> if no action taken	Reverts to <i>Disabled</i> if no action taken
<b>Add-ons</b>	Treated as individual subscriptions	Treated as individual subscriptions	Treated as individual subscriptions

*NOTE: Disabled status—which automatically goes into effect for unrenewed or cancelled subscriptions or lack of payment—effectively pauses the subscription. Unless the subscription is renewed and/or paid, users will not have access to subscriptions and admins will only have access to the data until the end of the term.*

## Key Dates

(Microsoft 365, Windows 365, Dynamics 365, Power Platform):

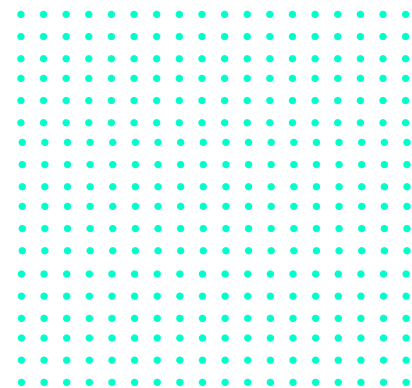
January <b>10</b> 2022	March <b>10</b> 2022	July <b>1</b> 2022	July <b>1</b> 2023
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NCE general availability

All new subscriptions will be NCE

All renewals must be transitioned to NCE

Any remaining subscriptions must be moved to NCE



Your Logicalis account executive will be reaching out to you to help answer any questions and outline a plan for you. Or contact them directly.

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