

Changes are coming to the Microsoft CSP Program

The Microsoft Cloud Solution Provider (CSP) Program has been in place for several years without any major updates being made to it, but as Microsoft continue to invest in their New Commerce Experience (NCE), this will soon be changing. These updates are already beginning to be implemented so it's important to understand what they could mean for your organisation, and how you approach provisioning your licenses under Microsoft NCE.

What's changing?

- The cost of a Microsoft 365 subscription is going up, but the longer you commit, the lower the price will be per license. Those operating in Education will also avoid the price rise until at least Q2 2022.
- You won't be able to move supplier or cancel your contract mid-agreement.
- At the start of each billing cycle, you'll have a 72-hour window to reduce the number of licenses you hold. For the rest of the cycle, you'll only be able to increase your seats.

When is this happening?

As of 10th January 2022, NCE subscriptions are already available, and from 30th June 2022 they will be the only option for renewal.

Are there any promotions for moving to NCE?

Yes, there are two promotions available that will apply to new commerce subscriptions of up to 2,400 seats. One is for monthly subscribers and the other is for annual subscribers:

- **Monthly Subscribers (in effect until July 2022):** you could stay on the regular, annual term price instead of paying the 20% price premium up until July 2022. Not all products will be available on a monthly rolling contract.
- **Annual Subscribers (in effect until 1st March 2022):** you could get a 5% discount on the current annual agreements price.

If you lock in your NCE subscription by the end of February, you will also avoid the 10-15% price rise coming on 1st March 2022.

SKUs with add-ons attached are not eligible for the promotion. There is no info on multi-year SKUs yet. As soon as we know you'll know.

What next?

It's important for all organisations who are currently using the CSP program to review their subscriptions to Microsoft products and consider the impacts that the NCE model will have on their license provisions.

If you have any questions or concerns about the upcoming changes, speak to a member of the Servium team.