

# Microsoft CSP - New Commerce

The end of summer came with a few changes from Microsoft, one major change was the announcement of New Commerce for CSP seat-based offers. New Commerce introduces several programmatic changes to the existing CSP program. These changes become officially available to customers and partners in **October 2021** but are not mandatory until **March 1, 2022**. This gives customers plenty of time to evaluate their current purchase strategy ahead of the changes.

## WHAT YOU NEED TO KNOW

Microsoft will introduce New Commerce for seat-based offers including Microsoft 365, Dynamics 365, Power Platform and Windows 365. This includes the following changes:

- › Introduction of annual term subscriptions that will offer price stability
- › Introduction of premium priced monthly term subscriptions that offer true flexibility to increase & decrease monthly
- › Mid-term subscription upgrades with automatic seat assignment
- › Multi-year billing plans that will provide flexibility and long-term price stability
- › A stricter cancellation policy that will make purchase decision more permanent

The current CSP model will still be available to new and existing customers through February 2022. Although the New Commerce model is launching on October 1, 2021, customers will not be required to move to New Commerce until after March 1, 2022.

Starting March 1, 2022, customers will need to begin transitioning their existing subscription to New Commerce. This will include deciding between annual term and monthly term subscriptions. Customers will have the option to mix and match their subscription terms, which will help provide long-term price stability with monthly flexibility.

Multi-year billing plans will not be available until after March 1, 2022. We will inform customers as soon as they become available.

## WHAT YOU CAN DO

Start by getting insights into your current situation and future needs. Speak with your SoftwareONE account team to understand what options you have to help mitigate these changes.

A more in-depth analysis may be beneficial depending on the complexity of your situation. SoftwareONE's Microsoft Advisory Services provide visibility and support, helping you to realize cost savings and value, by ensuring you have a right-sized, technology-led and time-appropriate investment plan.

