

What is the New Commerce Experience?

Microsoft's New Commerce Experience:

- **Modernizes** Microsoft's purchasing processes
- **Aligns** with other Microsoft purchase options
- **Provides** new licensing and monthly subscription options
- **Introduces** a premium price for monthly subscriptions

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Key Takeaways

NCE License Options

1-month Subscription

- Locks pricing during term for current and additional seats
- Allows seat reductions **at end of every month**
- Priced at a **20% premium** over annual or multi-year subscriptions

12-month Subscription

- Locks pricing during term for current and additional seats
- Allows seat reductions **at end of every 12 months**
- Priced the same as legacy options

36-month Subscription

- D365 only (M365 availability TBD)
- Locks pricing during term for current and additional seats
- Allows seat reductions **at end of every 36 months**
- Priced the same as 12-month subscriptions

Note: Currently NCE includes commercial offers only: government, non-profit, and education offers are not included at this time.

Common NCE Questions



Can a customer combine monthly and annual subscriptions for the same service?



Can a customer upgrade from a monthly subscription to a 12- or 36- month subscription?



Yes, they can!



Can a customer cancel during a license term?



Can a customer reduce seats during a license term?



Only within 7 days of the transaction



For more resources on the New Commerce Journey visit:

bit.ly/3iJW9cZ