

What's Happening?

Price Increase:

On March 1, 2022, the price of 6 Microsoft 365 SKUs will increase. This is the first substantial increase since Office 365 was introduced in July 2011 and reflects the increased value Microsoft has delivered over the past 10 years.

New Commerce Experience

Migration of Microsoft 365, Office, 365, Dynamics, 365, Windows 365, and the Power Platform to the NCE platform begins. For details on the NCE platform and how this impacts CSP customers please refer to the detailed NCE Cheat Sheet.

End of Open License Program

December 31st 2021 was the last day of the Microsoft Open License program. Customers utilizing the Open License program no need to procure through one of Microsoft's other licensing programs.

When is it Happening?

December 31st, 2021: Open License Program Ended

February 22nd: Last day to take advantage of the PDS Legacy Lock program for the 6 impacted SKUs

March 1st: Price increases take effect for the 6 impacted SKUs

March 9th: Last date to create new Legacy Platform subscriptions

March 10th: All new subscriptions will be on the NCE platform

June 1st: Last date to renew existing Legacy SKUs

November 2022: All SKUs not in the Legacy Lock subscription and still on Legacy will be migrated to NCE

February 2023: All Legacy Lock subscriptions migrated to NCE and impacted by price increases

Why is it Important?

- Six (6) of the most common CSP SKUs will see an average increase of 15% on March 1st.
- The NCE platform changes could result in an **additional** 20% price increase for customers depending on their licensing strategy.
- PDS Can help customers postpone **BOTH** these changes until February 2023 using our Legacy Lock program, but customers must sign a new 12-month agreement with PDS by February 22nd 2022.
- The NCE program is introducing a wide range of changes to the CSP program that customers **must** understand due to their impact on licensing. PDS can assist with reviews and strategy sessions to determine the best path forward for our customers.
- Once on the NCE program Microsoft is limiting partner changes until term renewals. This locks customers to the CSP partner which is different than in the past. This change makes the lead up to NCE a enticing period for customers to shop CSP partners before being locked to their current partner.
- Our Legacy Lock program is an excellent opportunity to sign new business helping customers avoid the price increases for another year.
- We can capture previous Open License perpetual purchases through our CSP program. Once the CSP partnership is place, we are positioned to handle all their Microsoft Cloud/SaaS spend.