



Microsoft NCE Town Hall

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Town Hall Agenda

- Guest Introductions
- Overview of Microsoft Policy Changes
- Q&A
- Wrap Up

Introductions - Microsoft Consultants



Josh Rodriguez



Scott Nielson



Microsoft Policy Changes: Monthly vs Annual License Subscriptions

<u>Monthly</u>	vs	<u>Annual</u>
<ul style="list-style-type: none">• 20% premium charge• Can downgrade license count at end of month		<ul style="list-style-type: none">• Lock in price for a full year• <i>Can not</i> downgrade licenses until the end of the 12 month commitment period

**Non-profit, government, and educational Microsoft licensing will not be subjected to the 20% premium*

Microsoft Policy Changes: Base Price Increase Effective March 1st

License Type	Old Price	New Price
Office 365 E1	\$8	\$10
Office 365 E3	\$20	\$23
Office 365 E5	\$35	\$38
Microsoft 365 E3	\$32	\$36
Microsoft 365 Business Basic	\$5	\$6
Microsoft 365 Business Premium	\$20	\$22

*for monthly licenses add 20% premium to base price

**at the moment, only these six skus are experiencing a base price increase



Microsoft Policy Change: 72 Hour Cancellation

- **Can not** cancel a license 72 hours after the purchase has been made, this 72 hours includes weekends



Questions from Clients

- Is the 20% premium on monthly licenses applying to ALL Microsoft licenses? For example, I currently have Microsoft Exchange Online (Plan 1) and Microsoft Visio Plan 2 licenses. Will these licenses be subjected to the 20% premium? **Yes, applying to ALL licenses, even add-on licenses.**
- Other than being aware of a pricing difference, is there anything I (the customer) need to do? For example, through my global admin credentials on the back end? **No action needed from clients.**
- If I currently have monthly licenses, can I switch them to annual to avoid paying the 20% premium? **Yes, you can switch over to annual licenses, and in fact it's encouraged to do so.**
- Can I mix and match my subscription? For example, I have a business premium subscription with 10 licenses. Can I have 5 of the licenses be annual while the other 5 are monthly licenses? **Absolutely, you can!**
- What if I really don't like the changes Microsoft is making, are there any alternatives to Microsoft that I can move to, like Google? **That choice is up to you, but there some things to keep in mind such as: features that Microsoft has that Google doesn't, Microsoft's Privacy Policy that prevents them from looking at your email without your permission where as Google is known for reading your email to deliver you targeted ads.**

Wrap Up

- 20% premium, easier cancellation-monthly
- price protection for 12 months, licensing doesn't fluctuate - annual
- be aware of 72 hour cancellation policy



Contact Us Today!

Have more questions?
Reach out to your Account Manager or send an email to
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