



# Next Step in the New Commerce Experience

September 2023

Powering Our Success

SE&O  
AMERICAS



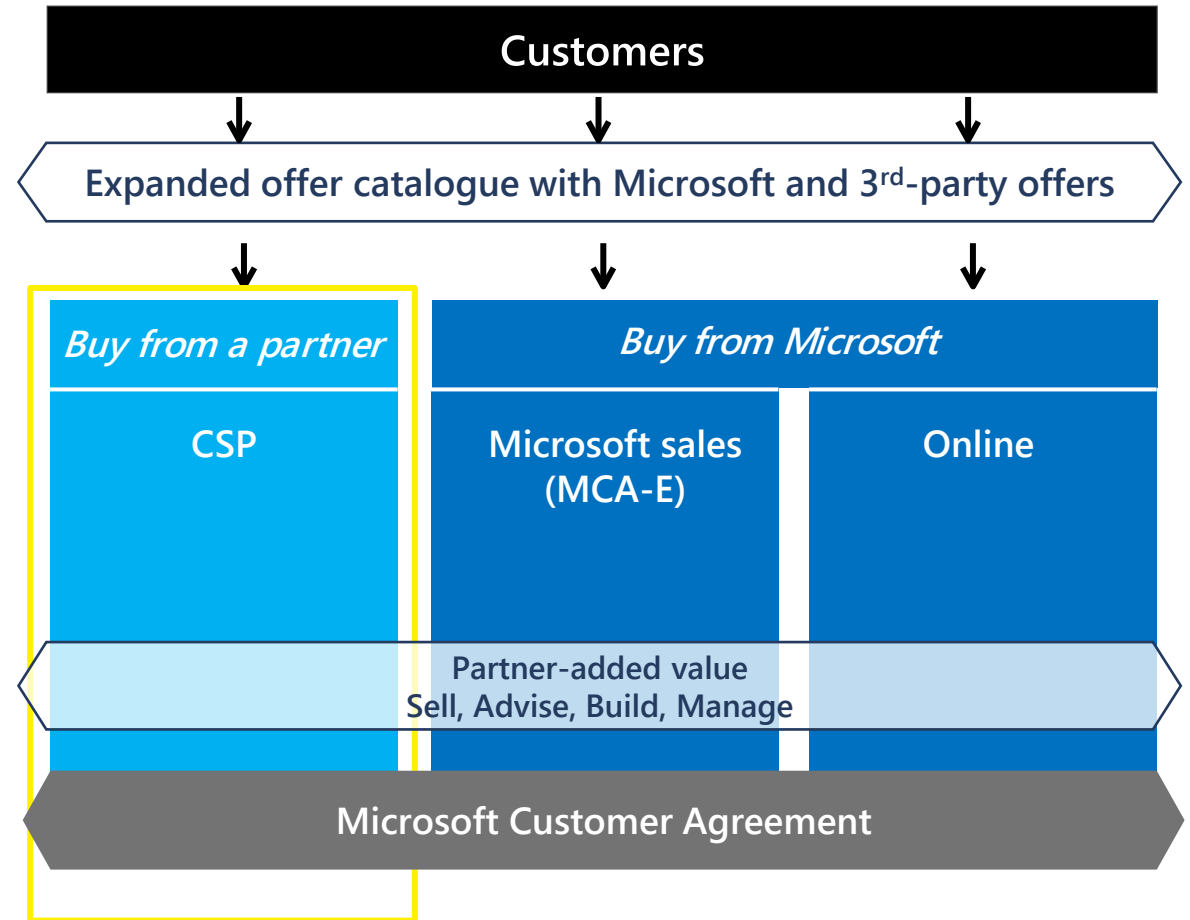
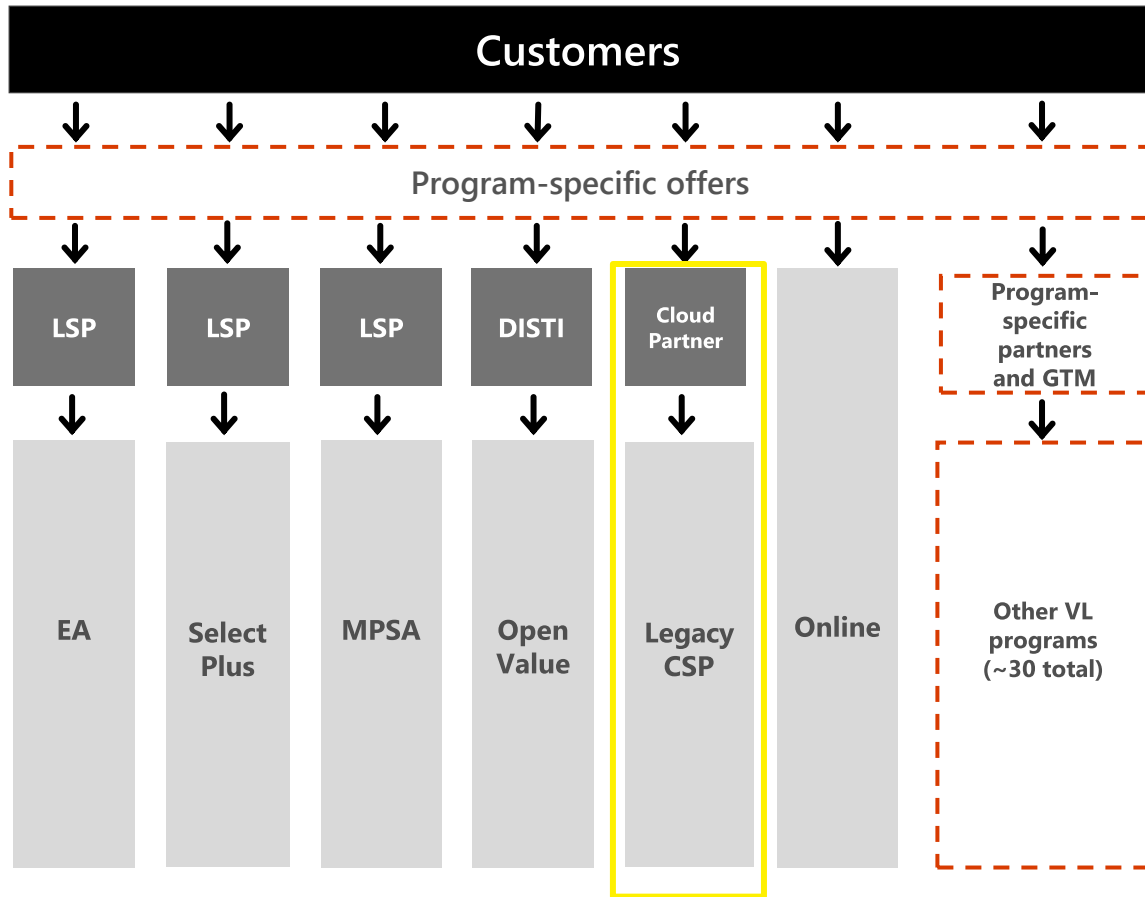
# Transforming the commerce experience – our vision

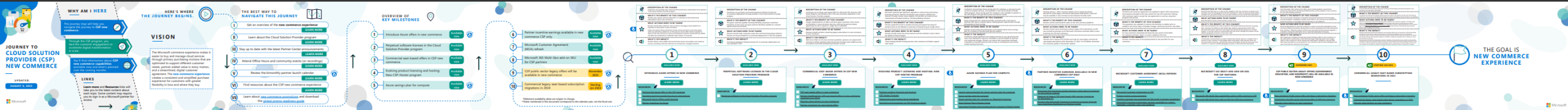
Today's experience



The new commerce experience (NCE)

Also known as Modern Commerce





# CSP New Commerce Journey Map

Key milestones in our journey to Cloud Solution Provider (CSP) new commerce and highlights the actions that partner organizations should take.

## OVERVIEW OF KEY MILESTONES

- 1 Introduce Azure offers in new commerce Available now UPDATED
- 2 Perpetual software licenses in the Cloud Solution Provider program Available now
- 3 Commercial seat-based offers in CSP new commerce Available now
- 4 Evolving product licensing and hosting: New CSP-Hoster program Available now
- 5 Azure savings plan for compute Available now UPDATED

- 6 Partner incentive earnings available in new commerce CSP only. Available now UPDATED
- 7 Microsoft Customer Agreement (MCA) refresh Available now
- 8 Microsoft 365 Multi-Geo add-on SKU for CSP partners Available now
- 9 CSP public sector legacy offers will be available in new commerce TBD UPDATED
- 10 Commercial legacy seat-based subscription migrations in 2024 Starting Jan 2024 UPDATED

\*Milestone availability dates are subject to change.  
 \*\*Dates mentioned in this document correspond to the calendar year, not the fiscal one.

# Entering The Final Lap

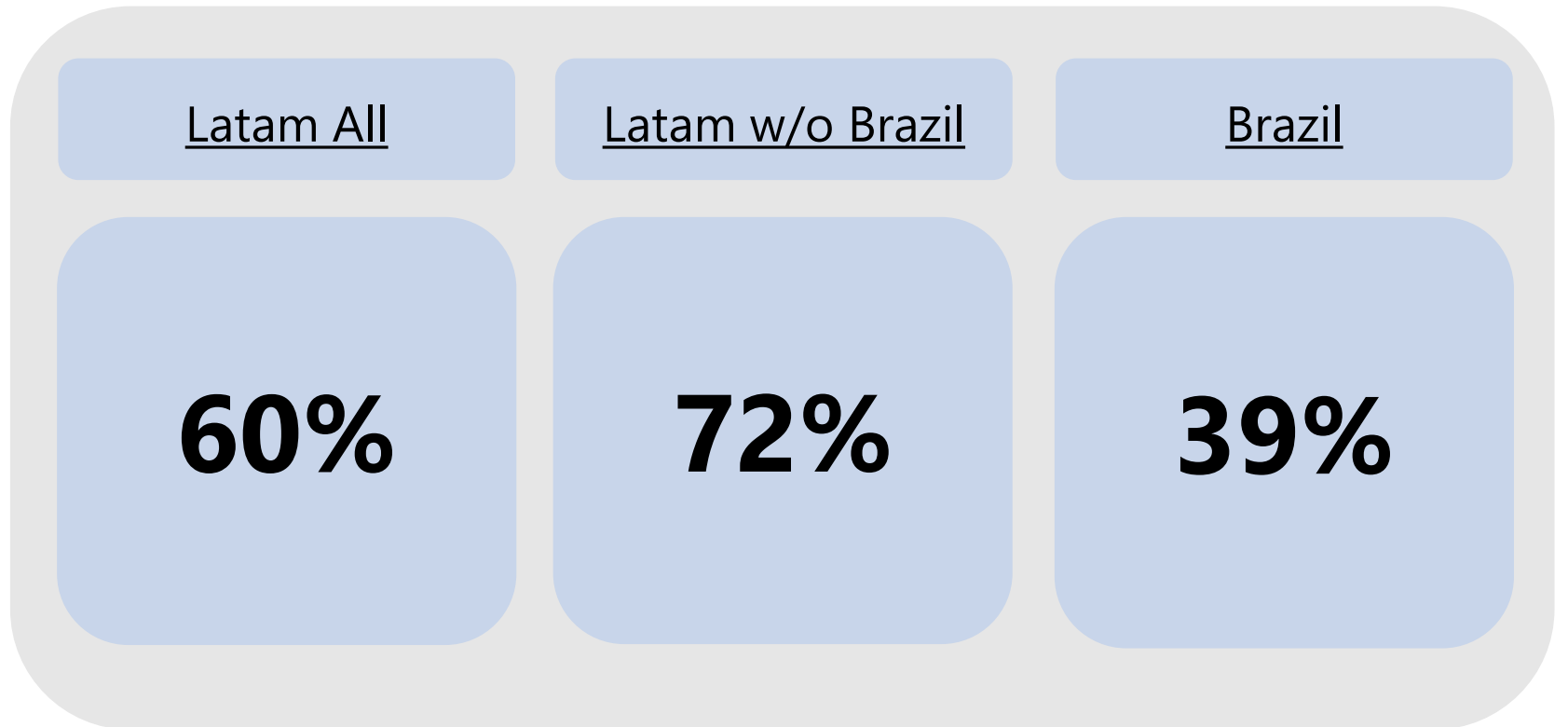
Microsoft-Led Migration & Enablement of Special Offers



# NCE ADOPTION LATAM

Seat Based (M365/D365)

GRACIAS  
THANK YOU  
OBRIGADO



# July 2023 Announcement

## Next steps in CSP new commerce: Commercial legacy seat-based subscription migration and introduction of public sector offers

*In fiscal year 2024, Microsoft is taking two important steps toward the retirement of the CSP legacy commerce platform. Beginning in November 2023, public sector (academic, government community cloud [GCC], not-for-profit [NFP]/charity) offers will be available in new commerce for new and renewing customers. Starting in January 2024, Microsoft will begin automatic migration of all renewing commercial and public sector customers to new commerce.*

- **Date:** July 11, 2023
- **Workspace:** General
- **Impacted audience:** Cloud Solution Provider (CSP) direct bill and indirect resellers; indirect providers

[July 2023 announcements - Partner Center announcements | Microsoft Learn:](#)

## CSP Seat-Based Microsoft Lead Migration from Legacy to New Commerce + Introduction of Public Sector Offers

- CSP partners have been steadily migrating their commercial legacy customers to new commerce since October 2021.
- Managing customers' business on two platforms is burdensome.

# CSP Seat-Based Microsoft-Led Migration from Legacy to New Commerce

WHAT?	Microsoft-led migration to new commerce of legacy CSP subscription at the time of their renewal (Seat-based)
WHEN?	Starting 11 January 2024, at each subscription's renewal date.
HOW?	Microsoft-led automatic migration for all available offers in NCE in a like for like way*. 7-day cancellation policy applies.
PUBLIC SECTOR / EDU / NON-PROFIT	Will be in scope once offers are available in NCE**
ADVICE TO PARTNERS	Get familiarized with the announcement: <a href="#">July 2023 announcements - Partner Center announcements   Microsoft Learn</a> . Target customers ahead of their renewal to let them know what they can expect.
READINESS	<ul style="list-style-type: none"><li>• <a href="#">Global CSP Listing Page (eventbuilder.com)</a></li><li>• <a href="https://globalpbocomm.eventbuilder.com/CSPFundamentals">https://globalpbocomm.eventbuilder.com/CSPFundamentals</a></li></ul>

*\*Like for Like: 1) Annual term/Annual billing legacy migrate to NCE Annual term/Annual billing, 2) Annual term/Monthly billing legacy migrate to NCE Annual term/Monthly billing. There is no monthly term in Legacy.*

*\*\* The November date is officially delayed.*

# Resources

Always Stay Up to Date





# Self-Serve Content



New Commerce Experience (NCE) [Journey Map](#) | [Explore the new commerce experience](#)



Other Favorites [Partner Center Docs](#) | [Partner Center Announcements](#) | [Operations Readiness](#) | [CSP Monthly Update](#) |



**Popular Community Calls** [Monthly CSP Spotlight Call](#) | [Monthly CSP Community Q&A Call](#) | [Monthly CSP Technical Training](#) | [Weekly Security Q&A Calls](#)



All Community Events Listing [Partner Business Operations Webinars](#)