

# Join the **New Commerce Experience** with **Lenovo**

Microsoft's Cloud Solution Provider (CSP) program is always pushing forward to adapt to and support the constantly shifting requirements of today's businesses. Microsoft has been working to reduce licensing complexity and costs, as well as provide flexibility to support a range of client purchasing scenarios. To achieve this, Microsoft launched the New Commerce Experience (NCE) first for Microsoft Azure in 2019 – and in the fall of 2021, expanded NCE and added Microsoft 365, Dynamics 365, Windows 365, and Power Platform for commercial seat-based offers.

Lenovo, as one of the key global Microsoft partners and as part of the Microsoft CSP program, is highly interested in helping all customers understand the important changes coming within NCE.



**Smarter  
technology  
for all**

**Lenovo**



## OVERVIEW OF NCE SUBSCRIPTION OPTIONS

NCE terms	Monthly Term	Annual Term	Multi-year
Term length	1 month	12 months	36 months
Payment frequency	Monthly	Monthly or 12 months upfront	Monthly or 12 or 36 months upfront
Option to add subscriptions	Daily	Daily	Daily
Option to remove subscriptions	Monthly	Annually	End of term
Cancelation	<p>Customers can cancel subscriptions within the first 72 hours of any term (new order or renewal) with a prorated refund (proration calculated daily). After those initial 72 hours there is no cancellation available and no refund.</p>		
Pricing	20% increase over 12 months subscription	Standard	Standard
Price protection and customer lock guarantee	1 month	12 months	36 months
Customer Benefits	Monthly Flexibility	Cost saving for annual flexibility and price protection	Cost saving and long-term price protection



# IMPORTANT DATES AROUND NCE

## NCE PROMOTION

**10<sup>th</sup> January - 31<sup>st</sup> June 2022**

Monthly terms at annual term price

**10<sup>th</sup> January - 31<sup>st</sup> March 2022**

5% off on annual term price

### 10<sup>th</sup> January 2022

Microsoft launching NCE and realizing their introductory promotional pricing

### 10<sup>th</sup> March 2022

All new subscriptions for Modern Work and Dynamics will be required to be procured through the NCE Platform

### 31<sup>st</sup> December 2022

Microsoft incentives only available for NCE transactions

### 1<sup>st</sup> March 2022

Price increase (\*) for the following products: Office 365 E1, Office 365, Office 365 E5, Microsoft 365 E3, Microsoft 365 Business Basic, Microsoft 365 Business Premium

### 1<sup>st</sup> July 2022

All renewal subscriptions for Modern Work and Dynamics will be required to be procured through the NCE Platform.

### July 2023

All remaining subscriptions to CSP legacy must be moved to the NCE.

	Office 365 E1	Office 365 E3	Office 365 E5	Microsoft 365 E5	Microsoft 365 Business Basic	Microsoft 365 Business Premium
Price increase	25%	15%	9%	13%	20%	10%

\* Price increase is not part of the original NCE transformation. This comes due to the constant improvements of Microsoft applications and new features that are included in these offers.