TD SYNNEX

Advanced Solutions

EXECUTIVE SUMMIT

NCE Price Changes

AS OF APRIL 1, 2025

5% price increase on all Annual/Monthly commercial skus:

- The price increase will impact CSP, Microsoft Online/Web purchases and MCA-E, across channels and all segments for new purchases and renewals on or after April 1st 2024
- Your customers can switch from annual billing to monthly billing for their annual term subscriptions at their renewal date (ie. can switch from Annual/Annual to Annual/Monthly)
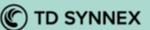- Price increase on Annual/Monthly will be applied on the renewal term that falls on or after April 1st

Microsoft Teams Phone

- Price will increase to $10 per user, per month, for Teams Phone Standard
  - Prices will also change for other Teams Phone licenses such as Teams Phone Calling Plan; review the FAQ for more details https://aka.ms/AMBillingChangePartnerFAQ
- Annual/Monthly skus will be priced 5% higher

Microsoft Power BI

- Power BI Pro price will increase to $14 per user, per month
- Power BI Premium per use price, will increase to $24 per user, per month
- The Annual/Monthly subscriptions will be priced 5% higher

Two priorities for renewals:
Upsell where possible and ensure 'on-time' renewals

Will <u>not impact</u> Teams bundle:

At renewal

- **Renew existing subscription by enabling auto-renew** or scheduling the change
- **Upgrade** (partial or full transition) existing subscription to more premium suites with Teams

Any time

- **Purchase new subscription of suites without Teams**
- **Purchase new subscription of Teams standalone**
- **Increase quantity of seats** in existing subscription
- **Change from one CSP partner to another CSP partner**, while maintaining existing subscription

Will <u>result in loss</u> of Teams bundle:

At renewal

- **Allow subscription to expire** (must <u>enable auto-renew or schedule changes</u> to renewal in advance)
- **Switch existing subscription to suites without Teams**

Any time

- **Change from another channel to CSP**
- **Change billing frequency** for existing subscription (will be possible starting *Apr. 1st*)
- **Change subscription term commitment** for existing subscription
- **Change currency** for existing subscription

Microsoft 365 Copilot

Help customers get started quickly and with confidence

Scale your Copilot GTM

15% off
Microsoft 365 Copilot

Unlocks

- Get started with a team or department
- Partner as Customer Zero
- Capitalize on customer interest

Details

- Annual Term | Annual Bill
- New and existing M365 Copilot customers with qualified pre-req SKUs
- Purchase a minimum 10 licenses to qualify! Max. of 300 seats

Recipe for success

- Create a fixed-fee Getting Started offering that bundles key customer essentials needed to get started
- Identify and review data and security recommendations
- Configure settings, assign licenses, and communicate to end users
- Provide training and change management services

*** Available to All Markets; expires December 31st, 2024 ***

For more details review the FAQ: https://aka.ms/CopilotCSPPromoFAQ

New Global Promo Readiness Guide: https://aka.ms/PromoReadinessGuide

Microsoft Announcement

AS OF JANUARY 1, 2025

15% off Microsoft 365 E5 for *new-to-Microsoft* end customers

- Available in all markets from January 2025 to June 30, 2025

- Offered on Annual/Annual and Annual/Monthly licenses, up to 2400 seats

- Customers must not have Microsoft 365 E5 in their environment through CSP

TD SYNNEX | **Microsoft**

"What does the engagement look like?"

- Certification Training: Train-the-trainer sessions hosted by TD SYNNEX, certifying partners and their teams to use the CCE for Microsoft 365 Copilot demos. The training takes approximately 2 hours.

- Demo Environment: Once certified, partners can book the CCE environment and provide prepared Copilot demos to end user customers.

The TD SYNNEX Copilot CloudLab Experience (CCE) offers a distinctive opportunity for partners to receive expert-guided training and access to a demo environment for Microsoft 365 Copilot 🎨
The real value of this immersive experience is that you will be able to invite your end customers in, to "test drive" Copilot across various Microsoft 365 apps, showcasing the real-world business benefits of Microsoft 365 Copilot 🎨

Request your CCE 'train-the-trainer' certification today and start using the CCE!
Send an email to: copilot@tdsynnex.com

Questions? Comments?

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msftcsp@tdsynnex.com

Book an M365 Copilot overview with our
Copilot partner enablement team.