



## Important updates to Microsoft

NEAA member Bowe Digital, a specialist IT solutions and services provider, is informing members of new updates announced by Microsoft coming into effect next month.

Microsoft has announced that it will be increasing its prices for Microsoft 365, Dynamics 365, and Power Platform SKUs from 1st of March 2022, as well as introducing a New Commerce Experience (NCE). The changes to the commercial pricing for Microsoft 365, which are the first substantive pricing updates since Office 365 launched a decade ago, reflect the shift towards hybrid working and support the advances in Office 365 and Microsoft 365.

The New Commerce Experience, the NCE 'Per Seat' model, is a licensing model which is based on the number of 'seats'/people who use the software. The aim of this approach is to reduce licensing complexity and provide flexibility for future growth. NCE Per Seat will be available for Microsoft 365, Dynamics 365, and Power Platform SKUs with terms of 1 month, 1 year or 3 years.

### 1 month subscription

- **Benefits** - Useful for seasonal businesses or those with uncertain workforce patterns, the 1-month commitment offers flexibility.
- **Term** - One full month with no pro-rata refunds.
- **Payments** – 20% higher than the 12-month subscription.
- **Seat changes** - Seats can be increased at any time. You cannot decrease the number of licenses/reduce your seat count during the subscription term.

### 12-month subscription

- **Benefits** - The 12-month term commitment allows you to secure a fixed cost for one year.
- **Term** - Twelve months with no pro-rata refunds.
- **Payments** – In line with current pricing. Can be paid as a one-off upfront payment or monthly payments.
- **Seat changes** - Seats can be increased at any time. You cannot decrease the number of licenses/reduce your seat count during the subscription term.

### 36-month subscription

- **Benefits** - The 36-month term commitment allows you to secure a fixed cost for three years.



- **Term** – Thirty-six months with no pro-rata refunds.
- **Payments** – In line with current pricing. Can be paid as a one-off upfront payment, annually or monthly payments.
- **Seat changes** - Seats can be increased at any time. You cannot decrease the number of licenses/reduce your seat count during the subscription term.

Please note, Microsoft will not provide pro-rata refunds for the early termination of any subscription in NCE Per Seat outside of an initial 72-hour cancellation window.

Whether you are seeking to purchase new licenses or renew existing ones, Bowe Digital can work with you to determine the best option for your business. Bowe Digital is a specialist IT solutions company based in the North East and provides a range of transformative IT solutions including cloud solutions, hardware, networking, software, cyber security, and IT support services, helping businesses increase productivity, improve performance, enhance connectivity, and reinforce security.

**To discuss your IT requirements and how Bowe Digital can support your business, call: 0191 214 1750, email: [enquiries@bowe.co.uk](mailto:enquiries@bowe.co.uk), or visit the website: [www.bowe.co.uk](http://www.bowe.co.uk)**