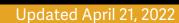
What is the New **Commerce Experience?**

Microsoft's New Commerce Experience:

- **Modernizes** Microsoft's purchasing processes
- Aligns with other Microsoft purchase options
- **Provides** new licensing and monthly subscription options
- Introduces a premium price for monthly subscriptions



Key Takeaways



New Commerce - Available January 10, 2022

1-month Subscription

- Locks pricing during term for current and additional
- Allows seat reductions at end of every month
- Priced at a 20% premium over annual or multi-year subscriptions

Legacy Commerce -End of Sale March 10, 2022 **End of Renewal July 10, 2022**

12-month Subscription

- Lacks ability to enforce license term commitment, so it feels like a monthly subscription
- Locks pricing during term for current and additional seats

12-month Subscription

- Locks pricing during term for current and additional seats
- Allows seat reductions at end of every 12 months
- Priced the same as legacy options

36-month Subscription

- Locks pricing during term for current and additional seats
- Allows seat reductions at end of every 36 months
- Priced the same as 12month subscriptions
- D365 initially, M365 later in 2022

Note: Currently NCE includes commercial offers only: government, non-profit, and education offers are not included at this time.

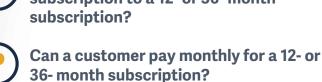
Common NCE Questions



Can a customer combine monthly and annual subscriptions for the same service?



Can a customer upgrade from a monthly subscription to a 12- or 36- month subscription?







When will the New Commerce Experience be required for all new subscriptions



When will the previously announced Modern Workplace **price increases** go into effect?

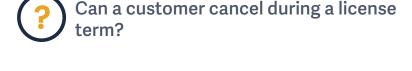


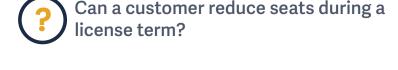


When will the New Commerce Experience be required for all subscription renewals?

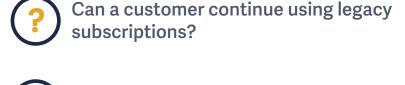
July 11, 2022

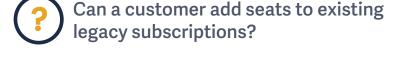
*(last day is July 10)





Only within 7 days of the transaction





Yes, until the end of the existing subscription



For more resources on the New **Commerce Experience visit:**

ZIX.COM/MICROSOFT

APPRIVER.COM/MICROSOFT