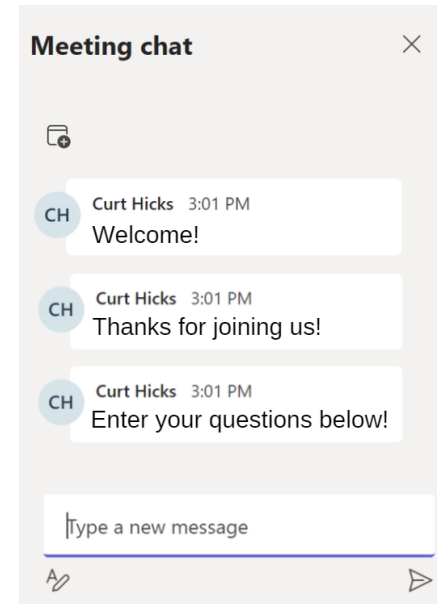
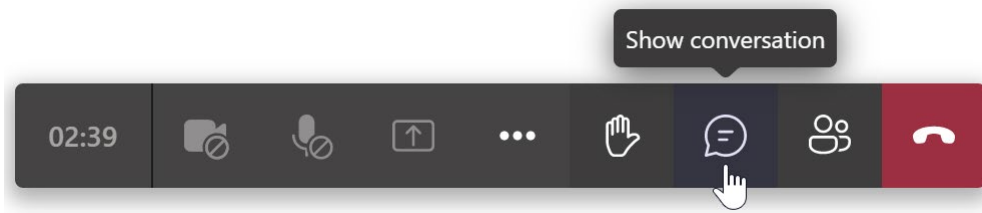




Microsoft 365 New Commerce Experience – Second Wave

Use the Teams Chat to post any questions



Who is Centaris?

- ▶ Centaris was formed in early 2021 through the merger of Center for Computer Resources and Business Communication Systems. We continue to expand through the recent acquisition of Rochester Hills-based VisiCom Services
- ▶ We offer Fixed Fee Managed IT Services
- ▶ We offer a full security platform including Security Risk Assessments, Multifactor Authentication (MFA), Managed Detection and Response (MDR) and SIEM with a 7/24 Security Operations Center (SOC)!
- ▶ We implement and service Full Telephone systems (Onsite and Cloud based)
- ▶ We provide internet and voice circuits
- ▶ We can provide a full suite of products (Servers, PCs/Laptops, WAPs, Monitors, Printers, Adobe, Azure, Microsoft 365, Video Conferencing/Teams Rooms and more)

What is the New Commerce Experience (NCE)?

- ▶ The New Commerce Experience (NCE) is Microsoft's New 'per seat' model for Microsoft 365, Dynamics 365, Windows 365, and Power Platform subscriptions.
- ▶ Microsoft's goal is to move everyone to an annual agreement



Microsoft

Microsoft 365 Value!

- ▶ This is the first substantive pricing update since the launch of Office 365 over a decade ago.
- ▶ Over this time, Microsoft 365 has provided significant regular feature upgrades.
- ▶ Microsoft notes, the value it has added over the last 10 years and the additions they plan for the future are the reasons for an increase.
- ▶ Over this 10-year period Microsoft has added 24 new applications to various M365 subscriptions, some of which include SharePoint, OneDrive, Teams, Bookings, Forms, Lists, Yammer, To Do, Whiteboard, OneNote, Visio for web and others.

Who is affected?

If you choose to do nothing, your Microsoft/Office 365 subscription, at a minimum, will automatically increase 20% after June 30, 2022, unless you transition to a prepaid annual subscription model.

What options do you have?

- ▶ Prepay for an annual subscription vs monthly before June 30, 2022
(Processing Deadline is June 27, 2022)
 - ▶ Foregoes the 20% monthly term premium increase

Two Options - High-level Overview

Microsoft Subscriptions	Current Annual Price	New Monthly Price (Effective July 1st)
Microsoft 365 Business Basic	\$6.00	\$7.20
Microsoft 365 Business Standard	\$12.50	\$15.00
Microsoft 365 Business Premium	\$22.00	\$26.40
Office 365 E1	\$10.00	\$12.00
Office 365 E3	\$23.00	\$27.60
Office 365 E5	\$38.00	\$45.60
Microsoft 365 E3	\$36.00	\$43.20
Microsoft Exchange Online (Plan 1)	\$5.00	\$6.00
All other Microsoft M365/O365 Products	List price	20% increase

What can you do During the annual subscription?

During the annual subscription agreement

- ▶ Upgrades – you can go from one paid subscription to another if the target subscription is priced higher
- ▶ Add-ons – you can add to already subscribed products and is coterminous with original subscription
- ▶ You may have both monthly and annual subscriptions for the same Microsoft product and separate annual subscriptions with varies agreement end dates.

Recommendations ...

Is your Business in growth mode?

- ▶ Prepay annual subscription before June 30th
 - ▶ *Purchase licensing for all users*
 - ▶ *Add products an annual fee rate locked-in and the agreement will co-terminate*

Does your Business employee count fluctuate or are you seasonal?

- ▶ Prepay annual subscription before June 30th
 - ▶ *Purchase licensing for user count based upon forecasted minimums for the year (20% savings)*
- ▶ Subscribe to monthly user counts for fluctuation
 - ▶ *This allows for the ebb and flow of the user subscriptions going forward on a monthly basis; ideally seats that would be unused for 3 or more months throughout the term.*

For individual recommendations, schedule time with our Centaris Team to review your specific situation.

Critical Decision Timeline

Timeline ... Act before these dates

- ▶ July 1, 2022 – Legacy CSP Renewals will no longer be allowed which means the 20% monthly premium will apply on all monthly subscriptions for all Microsoft 365 products.

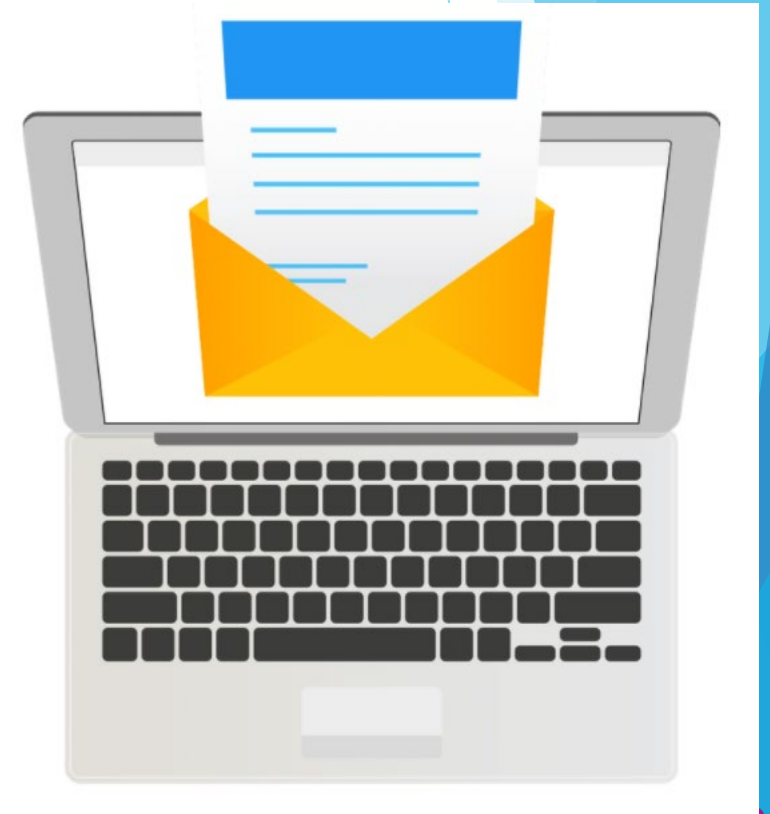
Upcoming Centaris Webinars:

- ▶ **June 9th: Cloud Radial Overview:** What is Cloud Radial? The Centaris Client Portal for ticketing, reporting, training and Security Assessments.
- ▶ **June 23rd: Microsoft New Commerce Experience - Second Wave:** A discussion around new Microsoft Office 365 licensing so you understand your options effective June 30, 2022. Monthly or Annual terms.
- ▶ **June 30th: Security Journey:** The landscape has changed and what worked for security in the past is not anywhere near adequate for today's world. Learn what you need to plan for now.
- ▶ **Give-aways at the end of every webinar!**



Thank You for Joining Us!

- A recording of this session will be emailed to all attendees.
- Please feel free to share the recording with your staff.



Questions?



► Call us at: (248) 284-7100

► Email us at:
marketing@centaris.com

► Visit our Website at:
www.Centaris.com

Thank You





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