JOURNEY TO CLOUD SOLUTION PROVIDER (CSP) NEW COMMERCE

UPDATED: JUNE 6, 2022

Microsoft

WHY AM I HERE

This journey map will help you navigate the journey to **CSP new commerce**.

Through the CSP program, you lead the customer engagement to accelerate digital transformation at scale.

You'll find information about **CSP new commerce capabilities** available now and what's planned over the coming months.

LINKS

Learn more and **Resources** links will take you to the latest content about each topic. Some content may require you to sign in as a Microsoft partner for access.

HERE'S WHERE THE JOURNEY BEGINS.

VISION

The Microsoft commerce experience makes it easier to buy and manage cloud services through primary purchasing motions that are optimized to support different customer needs, partner added value in every motion, and a streamlined, digital customer experience. The **new commerce experience** creates a consistent and simplified purchase experience for customers with greater flexibility in how and where they buy.

THE BEST WAY TO NAVIGATE THIS JOURNEY

- I Get an overview of the **new commerce experience** — LEARN MORE
- II Learn about the Cloud Solution Provider program — LEARN MORE
- III Stay up to date with the latest Partner Center announcements — LEARN MORE
- IV Attend Office Hours and community events (or recordings) — LEARN MORE
- V Review the monthly partner launch calendar — LEARN MORE
- VI Find resources about the CSP new commerce experience — LEARN MORE
- VII Learn about new commerce promotions and download the global promo readiness guide

OVERVIEW OF KEY MILESTONES

1	Introduce Azure offers in new commerce	Available now
2	Perpetual software licenses in the Cloud Solution Provider program	Available now
3	Commercial seat-based offers in CSP new commerce	Available now
4	Evolving product licensing and hosting: New CSP-Hoster program	Available now
5	New offer: Azure savings plan for compute	Available now
6	Partner incentive earnings will be available in new commerce CSP only	Available now
7	Microsoft Customer Agreement (MCA) refresh	Available now
8	Microsoft 365 Multi-Geo add-on SKU for CSP partners	Available now
9	Optimized economics for partners transacting CSP	October 2021
10	Azure migration to new commerce: final phase	H2 2023

*Milestone availability dates are subject to change.
**Dates mentioned in this document correspond to the calendar year, not the fiscal one.

1 — INTRODUCE AZURE OFFERS IN NEW COMMERCE

AVAILABLE NOW

LEARN MORE

RESOURCES
- Transition tool for transitioning Azure subscriptions
- Transition tool FAQ and webinarmg
- Partner incentives for Azure

DESCRIPTION OF THE CHANGE
Customers can purchase new commerce Microsoft Azure subscriptions from partners in the Cloud Solution Provider program.

WHAT'S THE BENEFIT OF THIS CHANGE?
Partners can purchase optimized Azure offers in new commerce.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce Azure platform.

WHAT'S THE IMPACT?
Partners can now purchase Azure through the Cloud Solution Provider program.

2 — PERPETUAL SOFTWARE LICENSES IN THE CLOUD SOLUTION PROVIDER PROGRAM

AVAILABLE NOW

LEARN MORE

RESOURCES
- Perpetual software in the Cloud Solution Provider program

DESCRIPTION OF THE CHANGE
Customers can purchase commercial perpetual software licenses for Microsoft Office, Microsoft Project, Microsoft Visio, Microsoft Windows Server, Microsoft Exchange Server, Microsoft SQL Server, and Microsoft Dynamics.

WHAT'S THE BENEFIT OF THIS CHANGE?
Partners can now provide customers with a single, cloud-based, multi-year, multi-product licensing solution for the range of commercial software they need to run their business.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce platform.

WHAT'S THE IMPACT?
Customers can purchase perpetual software licenses through partners, partners can expand with customer success, enabling relationship through value-added services and customer-centric business models.

3 — COMMERCIAL SEAT-BASED OFFERS IN CSP NEW COMMERCE

AVAILABLE NOW

LEARN MORE

RESOURCES
- CSP seat-based offers in new commerce
- Partner readiness for CSP seat-based offers in new commerce
- Partner FAQ for CSP
- Migrate subscriptions to new commerce
- Partner incentives for seat-based offers

DESCRIPTION OF THE CHANGE
Customers can purchase seat-based offers for Microsoft 365, Dynamics 365, Power Platform, Azure AD, EMS, and Azure Information Protection through Cloud Solution Provider partners.

WHAT'S THE BENEFIT OF THIS CHANGE?
Partners can now provide customers with a single, cloud-based, multi-product, multi-year solution for the range of commercial software they need to run their business.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce platform.

WHAT'S THE IMPACT?
Customers can purchase through partners, partners can expand with customer success, enabling relationship through value-added services and customer-centric business models.

4 — EVOLVING PRODUCT LICENSING AND HOSTING: NEW CSP-HOSTER PROGRAM

AVAILABLE NOW

LEARN MORE

RESOURCES
- Evolving product licensing and hosting
- Partner readiness
- Evolving product licensing and hosting handbook
- Upcoming announcements for CSP Hoster program

DESCRIPTION OF THE CHANGE
Microsoft implemented significant upgrades to outsourcing and hosting rights for customers and partners. Customers can now use their Office and Windows licenses, lease eligible VM platforms, and host and sell Microsoft cloud services through a new Hoster partner program.

WHAT'S THE BENEFIT OF THIS CHANGE?
Partners can now provide customers with a single, cloud-based, multi-product, multi-year solution for the range of commercial software they need to run their business.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce platform.

WHAT'S THE IMPACT?
Customers can now use their Office and Windows licenses and lease eligible VM platforms, and host and sell Microsoft cloud services through partners.

5 — NEW OFFER: AZURE SAVINGS PLAN FOR COMPUTE

AVAILABLE NOW

LEARN MORE

RESOURCES
- Azure savings plan for compute
- Azure savings plan for compute FAQ
- Azure savings plan for compute vs. Reserved instances
- Upcoming Azure Azure savings plan for compute in Partner Center

DESCRIPTION OF THE CHANGE
Customers can purchase Azure savings plan for compute to receive lower rates on eligible Azure compute services, such as Azure VM usagem, Dedicated Hosts, Azure Functions, Azure App Service, Azure Container Instances, and Azure Kubernetes Service.

WHAT'S THE BENEFIT OF THIS CHANGE?
Partners can now provide customers with a new way to save on Azure compute services.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce platform.

WHAT'S THE IMPACT?
Customers can now purchase Azure savings plan for compute through partners.

6 — PARTNER INCENTIVE EARNINGS WILL BE AVAILABLE IN NEW COMMERCE CSP ONLY

AVAILABLE NOW

LEARN MORE

RESOURCES
- Transition tool, employee guide and learn more about incentives in the portal
- Transition of legacy CSP seat-based offer partner incentives FAQ
- Enroll in the Microsoft Customer Agreement program through partner center, sales and service portal
- Microsoft Customer Agreement incentives available by region, language, customer type and partner

DESCRIPTION OF THE CHANGE
Starting January 1, 2022, incentive rebates will no longer be paid in legacy Cloud Solution Provider (CSP) commerce. Incentives will only be available in new commerce. Partners can earn incentives for Azure, Office 365, Microsoft 365, Dynamics 365, and Power Platform.

WHAT'S THE BENEFIT OF THIS CHANGE?
Partners can now provide customers with a single, cloud-based, multi-product, multi-year solution for the range of commercial software they need to run their business.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce platform.

WHAT'S THE IMPACT?
Partners can now earn incentives through partners.

7 — MICROSOFT CUSTOMER AGREEMENT (MCA) REFRESH

AVAILABLE NOW

LEARN MORE

RESOURCES
- Microsoft Customer Agreement in CP
- Partner Center and Microsoft Customer Agreement
- Microsoft Customer Agreement resources available by region, language, customer type and partner

DESCRIPTION OF THE CHANGE
The Microsoft Customer Agreement was updated in March 2021 and partners can now provide customers with a single, cloud-based, multi-product, multi-year solution for the range of commercial software they need to run their business.

WHAT'S THE BENEFIT OF THIS CHANGE?
Partners can now provide customers with a single, cloud-based, multi-product, multi-year solution for the range of commercial software they need to run their business.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce platform.

WHAT'S THE IMPACT?
Partners can now provide customers with a single, cloud-based, multi-product, multi-year solution for the range of commercial software they need to run their business.

8 — MICROSOFT 365 MULTI-GEO ADD-ON SKU FOR CSP PARTNERS

AVAILABLE NOW

LEARN MORE

RESOURCES
- Microsoft 365 Multi-Geo capabilities add-on SKU selling to CSP
- Microsoft 365 Multi-Geo add-on SKU for CSP new commerce

DESCRIPTION OF THE CHANGE
Microsoft 365 Multi-Geo is an add-on for customers in CSP new commerce to support cost-effective, multi-geo deployments. Customers can now purchase Microsoft 365 Multi-Geo through partners.

WHAT'S THE BENEFIT OF THIS CHANGE?
Partners can now provide customers with a single, cloud-based, multi-product, multi-year solution for the range of commercial software they need to run their business.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce platform.

WHAT'S THE IMPACT?
Partners can now provide customers with a single, cloud-based, multi-product, multi-year solution for the range of commercial software they need to run their business.

9 — OPTIMIZED ECONOMICS FOR PARTNERS TRANSACTING CSP

OCTOBER 2021

LEARN MORE

RESOURCES

DESCRIPTION OF THE CHANGE
Any remaining customers on the previous Azure offer will be migrated to new commerce. Customers will be able to purchase Azure through partners in the Cloud Solution Provider program.

WHAT'S THE BENEFIT OF THIS CHANGE?
The CSP program will be the primary purchasing motion for Azure.

WHAT ACTIONS NEED TO BE TAKEN?
Partners should start using the new commerce platform with an added value proposition for customers to drive adoption and financial success.

WHAT'S THE IMPACT?
Partners now control customer relationships.

10 — AZURE MIGRATION TO NEW COMMERCE: FINAL PHASE

H2 2023

LEARN MORE

RESOURCES
- Microsoft Azure subscription transitions in CSP new commerce

THE GOAL IS NEW COMMERCE EXPERIENCE

Microsoft