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HOW TO GUIDE

Microsoft New Commerce Experience (NCE) Promotions on Ingram Micro Cloud Marketplace

How to utilize NCE early adopter promotions starting January 10, 2022
Last Updated: Jan 25, 2022

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Microsoft NCE Promotion Specifications

Promotion Period

Beginning in January 2022, a 5 percent discount on annual-term offers will be available on commercial seat-based offers in new commerce, and monthly term offers will be priced the same as annual term. Monthly term promotional pricing will be in effect through June 2022. Annual term promotional pricing will be in effect through March 2022; however, Microsoft reserves the right to extend annual term promotional pricing up to, and including, June 2022.

Offer Details

Monthly offers (January 10 - June 30 2022)	Annual offers (January 10 - March 31 2022)
16.7% discount* vs list price (to match legacy annual)	5% discount versus list price
Limited to 2,400 seats per subscription. Commercial NCE subscriptions only and limited CSP legacy subscriptions Not on price list; Available to all partners; All geographies	

* Discount is calculated as $(\text{promo price} - \text{list price}) / \text{list price}$. Promotions don't apply to nonprofit, academic, and government prices available in CSP. Monthly offers have a 20 percent premium over the equivalent annual offer.

Eligibility Criteria

Both promos are eligible for subscriptions up to 2,400 seats (per license type)

Excludes Windows 365, see full list of Offers Eligible for NCE Promotions

Promotion applies to Commercial NCE subscriptions only

New Commerce Promotions supports only new subscriptions and renewal events

Monthly Commitment: 16.7% (vs list price matching CSP) applied on Sales Order from 10-Jan-2022 and each Commitment Term Renewal Order to 30-Jun. After 30-Jun-2022, AutoRenew to regular non-discounted price.

Annual Commitment: 5%, applied on Sales Order from 10-Jan-2022 to 31-Mar-2022; not applied on Renewal (AutoRenew to regular non-discounted price).

Additional Information

Unit/Seat Maximum: Each Promotion (as Active Subscription of an Offer) is capped at 2,400 units. Microsoft exception handling:

Sales Orders < 2400: Provision successful with Promotion Applied

Sales Orders > 2400: Provision successful with Promotion NOT Applied

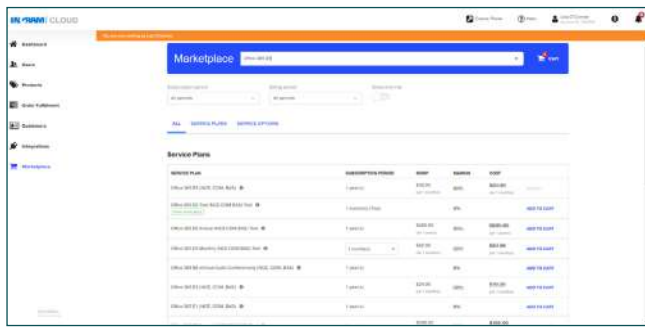
(Sales Order < 2400) + (Change Order still < 2400): Both Sales Order & Change Order Provision successful with Promotion Applied

(Sales Order < 2400) + (Change Order going > 2400): Sales Order successful with Promotion Applied & Change Order not successful

Application: Microsoft NCE Commerce Platform presently supports a maximum of one Promotion per Offer at a time (Promotion Offer Concurrency Limit). If a Promotion is eligible Microsoft will automatically apply the Promotion without request.

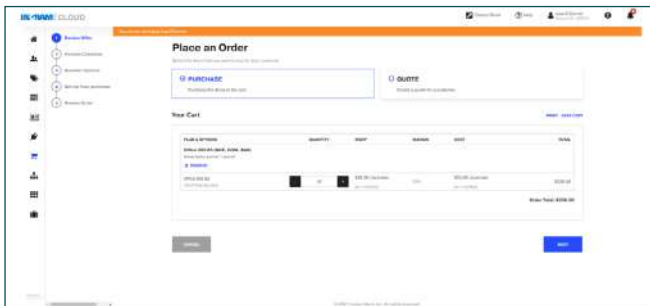


Purchasing NCE with Promotion on Ingram Micro Cloud Marketplace: Walkthrough Guide



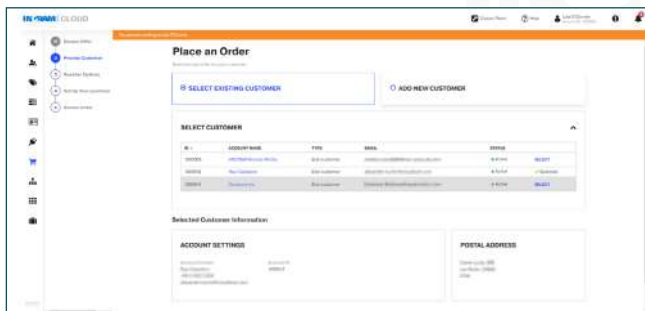
Step 1: Find appropriate NCE subscription

When browsing the catalog, NCE subscriptions eligible for the NCE early adopter promotion will show at the regular MSRP pricing.



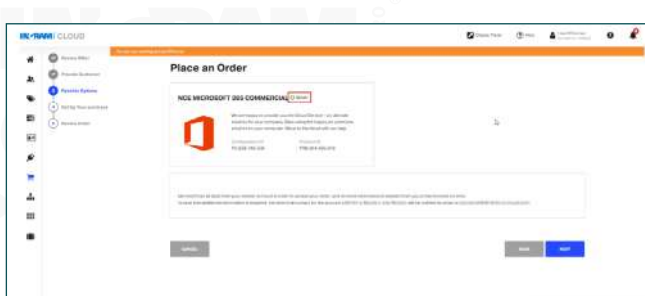
Step 2: Add to Cart and Review Offer

When the select subscription(s) have been selected and 'added to the cart'. Upon reviewing the order, the partner will continue to see regular prices because customer eligibility can't be verified yet – see step 4 .



Step 3: Provide Customer Details

The partner will then 'Select an Existing Customer' or 'Add a New Customer'. By selecting the customer you are purchasing the promotional NCE subscriptions for, Microsoft will be able to determine whether your subscription is eligible for the NCE early adopters promotion based on eligibility factors.

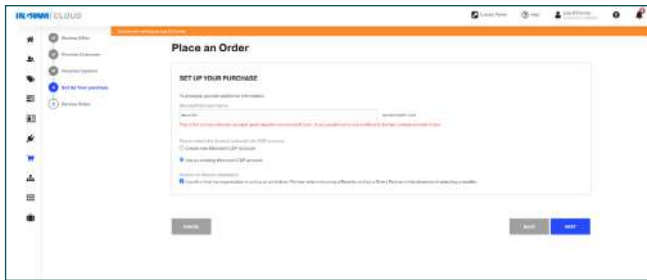


Step 4: Complete Reseller Details

If the Partner MPNID and Indirect Reseller Tenant ID have been entered correctly, you will see READY status and details, with details of your parameters and no additional information needed under the Additional Information to configure NCE Microsoft 365 Commercial section. Click NEXT when status is READY to complete.

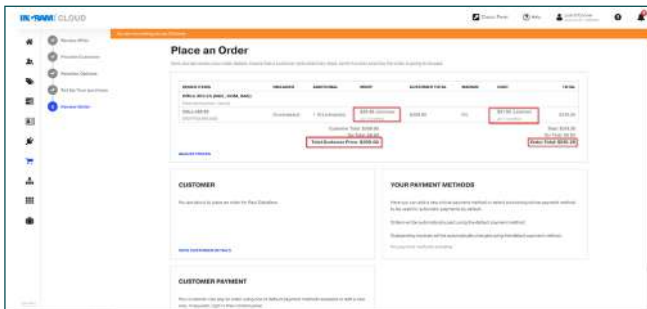
If your screen shows INQUIRING status beside "NCE Microsoft 365 Commercial".

Please fill in the form under "Additional Information to configure NCE Microsoft 365 Commercial" to fill in needed MPNID and Tenant Domain ID information. To know the process for obtaining your Partner MPNID and Indirect Reseller Tenant ID, please refer to the following article - How to obtain your Partner MPNID and Indirect Reseller Tenant ID.



Step 5: Set up Purchase and Confirm Microsoft Customer Agreement

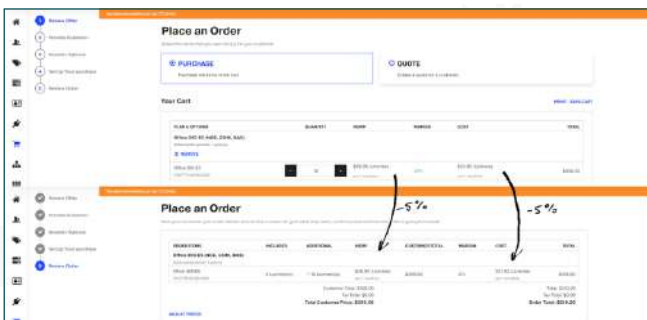
Review your customers' information and accept the Microsoft Customer Agreement. Click NEXT when complete.



Step 6: Review Order with NCE Promotion Applied

On the last step of 'Place An Order', during order confirmation, reseller have information from Microsoft whether promotion is going to be applied or not. So, on the last step resellers see reduced price - the real price they will pay for this purchase and subscription post NCE promotion is applied.

In this example, you can see the price before the promotion is \$420.00 Since it was NCE Annual Promotion 5% was applied and hence \$21.00 off and hence the price after the promotion is \$399.20 (= \$420.00 - \$21.00)



If we compare the first and the last step, there will be a difference in prices - in my case this has been an annual SKU eligible for 5% discount:

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Conditions to be aware of

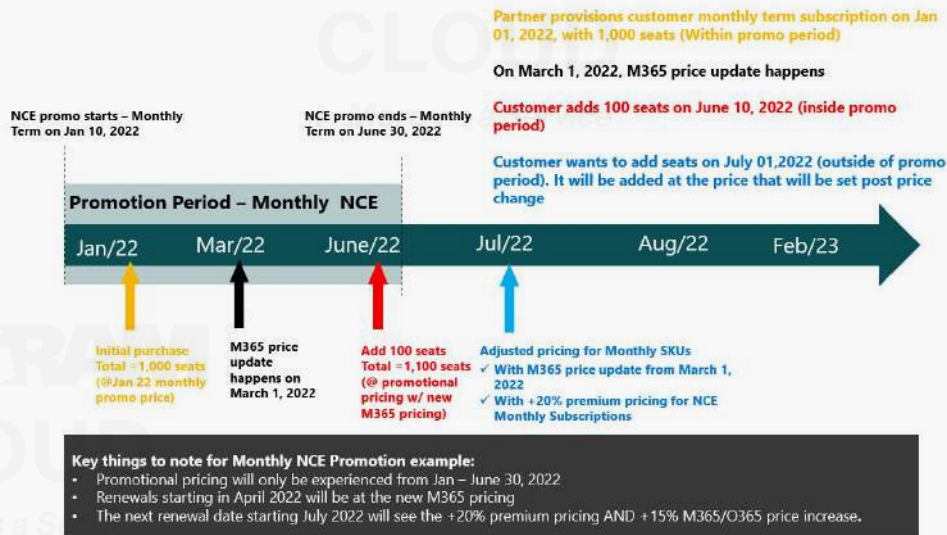
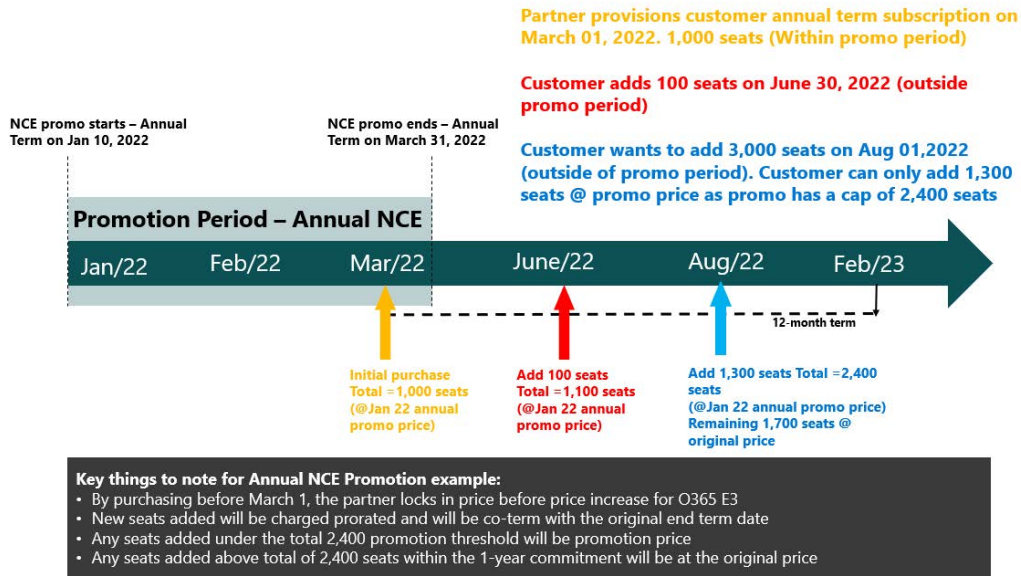
- If reseller or customer is set up to receive some promotion (not discount), this promotion overrides NCE promotion and is applied on top of regular price.
- If purchase has been created with some special pricing, provided during checkout wizard, this special pricing overrides NCE promotion and is applied to the transaction.

Benefits of taking advantage of the promotion

- **Price Locking:** Partners that purchase eligible NCE Annual subscription between January 10 thru to March 31, 2022, will receive an incremental 5% off list price which will remain the price for the remainder of the subscription term as well as incremental seats added despite price increases (March 1st for select M365 products) and promotion expiration (seats added after March 31, 2022).
- **Added Savings:** Partners are able to provide more value to their customers in terms of cost saved.
- **Incremental FY22 Incentives:** With NCE subscriptions, partners can earn an incremental +1% in Core Modern Work incentives and +0.25% in Core Business Applications incentives.
- **Secured FY23 Incentives:** On October 1, 2022, Microsoft will adjust their FY22 incentives program for indirect resellers to only accrue based on NCE subscriptions. Thus the subscriptions you transition during the promotion would apply towards your FY23 incentives.



Example of how the promotion works



Questions about Microsoft NCE Promotions on Cloud Marketplace?

For more information on Ingram Micro's Microsoft NCE updates, visit the Ingram Micro Cloud Marketplace or contact your dedicated **local NCE representative**.



Offers Eligible for NCE Promotions

Please observe that there are fewer eligible Monthly Term Committed Offers (184) and more Annual Term Committed Offers (264).

Monthly Term Committed Offers with Promotional Eligibility

Below are the 184 offers that are eligible for NCE Monthly Promotion

NCE Offer Name – Applicable for Monthly NCE Promotion

AI Builder Capacity add-on
Asset Management Addl Assets
Basic Cloud Scale Unit add-in for Dynamics 365 Supply Chain Management
Basic Cloud Scale Unit Overage
Common Data Service Database Capacity
Common Data Service File Capacity
Common Data Service Log Capacity
Dynamics 365 Business Central Additional Environment Addon
Dynamics 365 Business Central Database Capacity
Dynamics 365 Business Central Database Capacity 100GB
Dynamics 365 Business Central Database Capacity Overage
Dynamics 365 Business Central Device
Dynamics 365 Business Central Essentials
Dynamics 365 Business Central External Accountant
Dynamics 365 Business Central Premium
Dynamics 365 Business Central Team Member
Dynamics 365 Call Intelligence AddOn
Dynamics 365 Commerce Ratings and Reviews
Dynamics 365 Commerce Recommendations
Dynamics 365 Commerce Scale Unit Basic - Cloud
Dynamics 365 Commerce Scale Unit Premium - Cloud
Dynamics 365 Commerce Scale Unit Standard - Cloud
Dynamics 365 Customer Insights
Dynamics 365 Customer Insights Addnl Profiles
Dynamics 365 Customer Insights Attach
Dynamics 365 Customer Service Chat
Dynamics 365 Customer Service Digital Messaging add-on
Dynamics 365 Customer Service Enterprise
Dynamics 365 Customer Service Enterprise

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Dynamics 365 Customer Service Enterprise Attach to Qualifying Dynamics 365 Base Offer

Dynamics 365 Customer Service Professional

Dynamics 365 Customer Service Professional Attach to Qualifying Dynamics 365 Base Offer

Dynamics 365 Customer Service unified routing add-on

Dynamics 365 Customer Voice

Dynamics 365 Customer Voice Additional Responses

Dynamics 365 Customer Voice USL

Dynamics 365 e-Commerce Tier 1 Band 1

Dynamics 365 e-Commerce Tier 1 Band 1 Overage

Dynamics 365 e-Commerce Tier 1 Band 2

Dynamics 365 e-Commerce Tier 1 Band 2 Overage

Dynamics 365 e-Commerce Tier 1 Band 3

Dynamics 365 e-Commerce Tier 1 Band 3 Overage

Dynamics 365 e-Commerce Tier 1 Band 4

Dynamics 365 e-Commerce Tier 1 Band 4 Overage

Dynamics 365 e-Commerce Tier 1 Band 5

Dynamics 365 e-Commerce Tier 1 Band 5 Overage

Dynamics 365 e-Commerce Tier 1 Band 6

Dynamics 365 e-Commerce Tier 1 Band 6 Overage

Dynamics 365 e-Commerce Tier 2 Band 1

Dynamics 365 e-Commerce Tier 2 Band 1 Overage

Dynamics 365 e-Commerce Tier 2 Band 2

Dynamics 365 e-Commerce Tier 2 Band 2 Overage

Dynamics 365 e-Commerce Tier 2 Band 3

Dynamics 365 e-Commerce Tier 2 Band 3 Overage

Dynamics 365 e-Commerce Tier 2 Band 4

Dynamics 365 e-Commerce Tier 2 Band 4 Overage

Dynamics 365 e-Commerce Tier 2 Band 5

Dynamics 365 e-Commerce Tier 2 Band 5 Overage

Dynamics 365 e-Commerce Tier 2 Band 6

Dynamics 365 e-Commerce Tier 2 Band 6 Overage

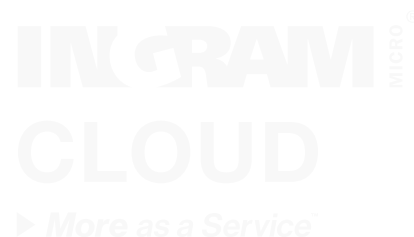
Dynamics 365 e-Commerce Tier 3 Band 1

Dynamics 365 e-Commerce Tier 3 Band 1 Overage

Dynamics 365 e-Commerce Tier 3 Band 2

Dynamics 365 e-Commerce Tier 3 Band 2 Overage

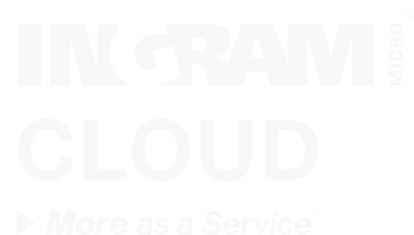
Dynamics 365 e-Commerce Tier 3 Band 3



Dynamics 365 e-Commerce Tier 3 Band 3 Overage
Dynamics 365 e-Commerce Tier 3 Band 4
Dynamics 365 e-Commerce Tier 3 Band 4 Overage
Dynamics 365 e-Commerce Tier 3 Band 5
Dynamics 365 e-Commerce Tier 3 Band 5 Overage
Dynamics 365 e-Commerce Tier 3 Band 6
Dynamics 365 e-Commerce Tier 3 Band 6 Overage
Dynamics 365 Field Service
Dynamics 365 Field Service
Dynamics 365 Field Service - Resource Scheduling Optimization
Dynamics 365 Field Service Attach to Qualifying Dynamics 365 Base Offer
Dynamics 365 for Commerce
Dynamics 365 for Commerce Attach to Qualifying Dynamics 365 Base Offer
Dynamics 365 for Finance
Dynamics 365 for Finance Attach to Qualifying Dynamics 365 Base Offer
Dynamics 365 for Operations Devices
Dynamics 365 for Operations, Enterprise Edition - Additional Database Storage
Dynamics 365 for Operations, Enterprise Edition - Additional File Storage
Dynamics 365 for Operations, Enterprise Edition - Sandbox Tier 2:Standard Acceptance Testing
Dynamics 365 for Operations, Enterprise Edition - Sandbox Tier 3:Premier Acceptance Testing
Dynamics 365 for Operations, Enterprise Edition - Sandbox Tier 4:Standard Performance Testing
Dynamics 365 for Operations, Enterprise Edition - Sandbox Tier 5:Premier Performance Testing
Dynamics 365 for Supply Chain Management
Dynamics 365 for Supply Chain Management Attach to Qualifying Dynamics 365 Base Offer
Dynamics 365 Fraud Protection Account Protection
Dynamics 365 Fraud Protection Account Protection Addon
Dynamics 365 Fraud Protection Account Protection Addon
Dynamics 365 Fraud Protection Loss Prevention
Dynamics 365 Fraud Protection Loss Prevention Addon
Dynamics 365 Fraud Protection Loss Prevention Addon
Dynamics 365 Fraud Protection Purchase Protection
Dynamics 365 Fraud Protection Purchase Protection Addon
Dynamics 365 Fraud Protection Purchase Protection Addon
Dynamics 365 Guides
Dynamics 365 Human Resources
Dynamics 365 Human Resources Attach to Qualifying Dynamics 365 Base Offer



Dynamics 365 Human Resources Sandbox
Dynamics 365 Human Resources Self Service
Dynamics 365 Intelligent Order Management
Dynamics 365 Intelligent Order Management USL
Dynamics 365 IoT Intelligence Additional Machines
Dynamics 365 IoT Intelligence Scenario
Dynamics 365 Marketing
Dynamics 365 Marketing Additional Application
Dynamics 365 Marketing Additional Non-Prod Application
Dynamics 365 Marketing Addnl Contacts Tier 1
Dynamics 365 Marketing Addnl Contacts Tier 1 for CE Plan
Dynamics 365 Marketing Addnl Contacts Tier 2
Dynamics 365 Marketing Addnl Contacts Tier 3
Dynamics 365 Marketing Addnl Contacts Tier 4
Dynamics 365 Marketing Addnl Contacts Tier 5
Dynamics 365 Marketing Attach
Dynamics 365 Marketing Interactions Add on pack: Tier 1
Dynamics 365 Operations Order Lines Add-On
Dynamics 365 Plan - Unified Operations Sandbox Tier 2:Standard Acceptance Testing
Dynamics 365 Plan - Unified Operations Sandbox Tier 3:Premier Acceptance Testing
Dynamics 365 Plan - Unified Operations Sandbox Tier 4:Standard Performance Testing
Dynamics 365 Plan - Unified Operations Sandbox Tier 5:Premier Performance Testing
Dynamics 365 Project Operations
Dynamics 365 Project Operations Attach
Dynamics 365 Remote Assist
Dynamics 365 Remote Assist Attach
Dynamics 365 Sales Enterprise Attach to Qualifying Dynamics 365 Base Offer
Dynamics 365 Sales Enterprise Edition
Dynamics 365 Sales Enterprise Edition
Dynamics 365 Sales Insights
Dynamics 365 Sales Premium
Dynamics 365 Sales Professional
Dynamics 365 Sales Professional Attach to Qualifying Dynamics 365 Base Offer
Dynamics 365 Team Members
Dynamics 365 Unified Operations - Database Capacity
Dynamics 365 Unified Operations - File Capacity



Dynamics AX Professional Direct Support
Dynamics365 for Operations Activity
Electronic Invoicing Add-on for Dynamics 365
Microsoft 365 Apps for business
Microsoft 365 Apps for enterprise
Microsoft 365 Business Basic
Microsoft 365 Business Premium
Microsoft 365 Business Standard
Microsoft 365 E3
Microsoft 365 E3 - Unattended License
Microsoft 365 E5
Microsoft 365 E5 without Audio Conferencing
Microsoft 365 F1
Microsoft 365 F3
Office 365 E1
Office 365 E3
Office 365 E5
Office 365 E5 without Audio Conferencing
Office 365 F3
Power Automate per flow plan
Power Automate per user plan
Power Automate per user with attended RPA plan
Power Automate per user with attended RPA plan
Power Automate unattended RPA add-on
Power BI Premium P1
Power BI Premium P2
Power BI Premium P3
Power BI Premium P4
Power BI Premium P5
Power BI Premium Per User
Power BI Premium Per User Add-On
Power BI Pro
Power Virtual Agent
Power Virtual Agent User License
PowerApps and Flow capacity add-on
PowerApps per app plan

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PowerApps per user plan
PowerApps Portals login capacity add-on
PowerApps Portals login capacity add-on Tier 2 (10 unit min)
PowerApps Portals login capacity add-on Tier 3 (50 unit min)
PowerApps Portals page view capacity add-on
Standard Cloud Scale Unit add-in for Dynamics 365 Supply Chain Management
Standard Cloud Scale Unit Overage
Visio Plan 1
Visio Plan 2
Windows 10 Enterprise E3
Windows 10 Enterprise E3 VDA



Annual Term Committed Offers with Promotional Eligibility

Below are the offers that are eligible for NCE Annual Promotion

NCE Offer Name – Eligible for Annual NCE Promotion

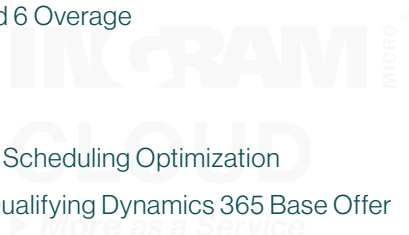
10-Year Audit Log Retention Add On
Advanced Communications
Advanced eDiscovery Storage (500GB)
AI Builder Capacity add-on
Asset Management Addl Assets
Azure Active Directory Premium P1
Azure Active Directory Premium P2
Azure Information Protection Premium P1
Basic Cloud Scale Unit add-in for Dynamics 365 Supply Chain Management
Basic Cloud Scale Unit Overage
Business Apps
Common Area Phone
Common Data Service Database Capacity
Common Data Service File Capacity
Common Data Service Log Capacity
Compliance Manager Premium Assessment Add-On
Dynamics 365 Business Central Additional Environment Addon
Dynamics 365 Business Central Database Capacity
Dynamics 365 Business Central Database Capacity 100GB
Dynamics 365 Business Central Database Capacity Overage
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Dynamics 365 Business Central Premium
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Dynamics 365 Call Intelligence AddOn
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Dynamics 365 Commerce Recommendations
Dynamics 365 Commerce Scale Unit Basic - Cloud
Dynamics 365 Commerce Scale Unit Premium - Cloud

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Dynamics 365 Commerce Scale Unit Standard - Cloud
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Dynamics 365 Customer Voice Additional Responses
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Dynamics 365 Remote Assist Attach
Dynamics 365 Sales Enterprise Attach to Qualifying Dynamics 365 Base Offer
Dynamics 365 Sales Enterprise Edition



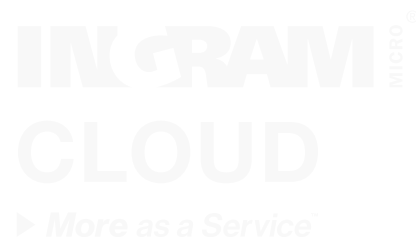
Dynamics 365 Sales Enterprise Edition
Dynamics 365 Sales Insights
Dynamics 365 Sales Premium
Dynamics 365 Sales Professional
Dynamics 365 Sales Professional Attach to Qualifying Dynamics 365 Base Offer
Dynamics 365 Team Members
Dynamics 365 Unified Operations - Database Capacity
Dynamics 365 Unified Operations - File Capacity
Dynamics AX Professional Direct Support
Dynamics365 for Operations Activity
Electronic Invoicing Add-on for Dynamics 365
Enterprise Mobility + Security E3
Enterprise Mobility + Security E5
Exchange Online (Plan 1)
Exchange Online (Plan 2)
Exchange Online Archiving for Exchange Online
Exchange Online Archiving for Exchange Server
Exchange Online Kiosk
Exchange Online Protection
Extended Dial-out Minutes to USA/CAN
Extra Graph Connector Capacity
Intune
Intune Extra Storage
Microsoft 365 Apps for business
Microsoft 365 Apps for enterprise
Microsoft 365 Audio Conferencing
Microsoft 365 Audio Conferencing
Microsoft 365 Business Basic
Microsoft 365 Business Premium
Microsoft 365 Business Standard
Microsoft 365 Business Starter
Microsoft 365 Business Voice
Microsoft 365 Business Voice
Microsoft 365 Business Voice (US)
Microsoft 365 Business Voice (without Calling Plan)
Microsoft 365 Business Voice (without Calling Plan) for US

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Microsoft 365 Domestic and International Calling Plan
Microsoft 365 Domestic Calling Plan
Microsoft 365 Domestic Calling Plan
Microsoft 365 Domestic Calling Plan (120 min)
Microsoft 365 E3
Microsoft 365 E3 - Unattended License
Microsoft 365 E5
Microsoft 365 E5 Compliance
Microsoft 365 E5 eDiscovery and Audit
Microsoft 365 E5 Information Protection and Governance
Microsoft 365 E5 Insider Risk Management
Microsoft 365 E5 Security
Microsoft 365 E5 without Audio Conferencing
Microsoft 365 F1
Microsoft 365 F3
Microsoft 365 F5 Compliance Add-on
Microsoft 365 F5 Security + Compliance Add-on
Microsoft 365 F5 Security Add-on
Microsoft 365 International Calling Plan
Microsoft 365 International Calling Plan (for SMB)
Microsoft 365 Phone System
Microsoft 365 Phone System - Virtual User
Microsoft Cloud App Security
Microsoft Defender for Identity
Microsoft Intune Device
Microsoft Stream Plan 2 for Office 365 Add-On
Microsoft Teams Calling Essentials for US and Canada
Microsoft Teams Rooms Standard
Microsoft Teams Rooms Standard without Audio Conferencing
Microsoft Viva Insights Capacity
Office 365 Advanced Threat Protection (Plan 1)
Office 365 Advanced Threat Protection (Plan 2)
Office 365 Data Loss Prevention
Office 365 E1
Office 365 E3
Office 365 E5



Office 365 E5 without Audio Conferencing
Office 365 Extra File Storage
Office 365 F3
OneDrive for business (Plan 1)
OneDrive for business (Plan 2)
Power Automate per flow plan
Power Automate per user plan
Power Automate per user with attended RPA plan
Power Automate per user with attended RPA plan
Power Automate unattended RPA add-on
Power BI Premium P1
Power BI Premium P2
Power BI Premium P3
Power BI Premium P4
Power BI Premium P5
Power BI Premium Per User
Power BI Premium Per User Add-On
Power BI Pro
Power Virtual Agent
Power Virtual Agent User License
PowerApps and Flow capacity add-on
PowerApps per app plan
PowerApps per user plan
PowerApps Portals login capacity add-on
PowerApps Portals login capacity add-on Tier 2 (10 unit min)
PowerApps Portals login capacity add-on Tier 3 (50 unit min)
PowerApps Portals page view capacity add-on
Project Online Essentials
Project Plan 1
Project Plan 3
Project Plan 5
Remote Work Starter Plan
Scheduler
SharePoint (Plan 1)
SharePoint (Plan 2)
SharePoint Syntex

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Skype for Business Plus CAL
Standard Cloud Scale Unit add-in for Dynamics 365 Supply Chain Management
Standard Cloud Scale Unit Overage
Stream Storage Addon 500GB
Teams Rooms Premium
Teams Rooms Premium (USA/CAN)
Teams Rooms Premium without Audio Conferencing
Universal Print
Universal Print Additional Capacity
Universal Print Additional Capacity
Universal Print volume add-on (500 jobs) - Microsoft 365
Universal Print volume add-on (500 jobs) - Windows
Visio Plan 1
Visio Plan 2
Viva Topics
Windows 10 Enterprise E3
Windows 10 Enterprise E3 VDA
Windows 10 Enterprise E5

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