



Accelerate your CSP business with M365 E3

February 2023

Agenda

- Introductions - 5'
- Do More with Less – Arianna 10'
- Why M365 E3 ? – Karl 15'
- Accelerate your business with M365 E3 promo – Mette 10'
- Next Steps – Mette 5'
- Q&A – All 10'



Arianna Riccardi

Go To Market Manager
Small & Medium Business
Modern Work



Mette Kahl

SMB Sales Lead
Modern Work+Security
& Surface



Karl Young

Digital Technical Specialist
Modern Work

How the world has changed



94%

of organizations
using cloud

5.2

mobile business apps
accessed daily by
employees

7B

internet-
connected devices
in use worldwide

60%

of organizations
currently have a formal
BYOD program in place

An increasingly large threat landscape

230%

Increased in password spray attacks in 2020¹

5B

Attacker-driven sign-ins detected in August 2020¹

78GB

of data is uploaded monthly to risky apps by the average enterprise¹

1/3

of all attacks on enterprise accounts involve phishing¹



What do SMBs want?

64%

of SMB buyers prefer to purchase software solutions as a package or “suite of solutions” that meets all their business needs.¹

1. [Meeting the Changing Software Technology Needs of SMBs, Forrester Consulting, September 2022](#)

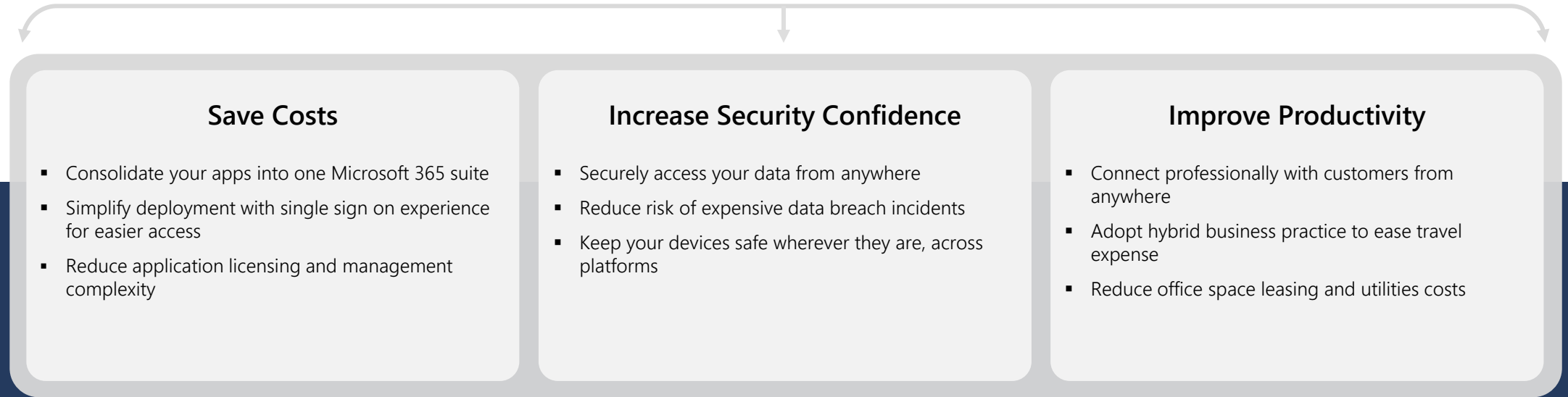
Microsoft 365 empowers you to **Do More with Less**

"No company is better positioned than Microsoft to help organizations deliver on their digital imperative so that they can **do more with less**. From infrastructure and data to business applications and hybrid work, we provide unique differentiated value to our customers."

– **Satya Nadella, CEO**



Microsoft 365 powers your business to do more with less



Realize Value



Save over **50%** through license consolidation to Microsoft 365



Reduce data breach risk by **45%** and security management costs by **50%**




Enable 51% more collaboration and reduce travel expenses by **32%**

Microsoft 365 Portfolio

Best-in-suite solutions for all-sized organizations

M365 Business Suites

Perfect for SMBs up to 300 seats



Microsoft 365

Microsoft 365 Business Basic

Cloud services for SMBs

Microsoft 365 Business Standard

Cloud services and desktop apps for SMBs

Microsoft 365 Business Premium

Cloud services, desktop apps, and comprehensive security for SMBs



M365 Enterprise Suites

Designed for larger organizations



Microsoft 365

Microsoft 365 E3

Enterprise-level Productivity and Security

Microsoft 365 E5

Best-in-class Productivity, Security & Compliance for Enterprises

Note: Not all features/product logos shown.

Get More with Microsoft 365 E3 Today

New Promotion !

What is the M365 E3 DMWL Offer in CSP?

- **Offer:** CSP Partners receive 15% off the net partner price for the M365 E3 Annual Commitment price throughout the duration of the promotion period
- **Audience:** New-to-M365 E3 customers (enforced by the FirstPurchase Constraint – customer must have no M365 E3 purchase history)
- **Channels:** CSP – Modern (New Commerce)
- **Geographies:** All geographies where Microsoft 365 is sold
- **Period:** February 1st, 2023, through June 30, 2023. Promotional pricing will no longer apply upon the renewal date of annual subscriptions transacted in the promotional period
- **Promo Transaction Limits:** Maximum of 2,400 seats per eligible customers – no minimum seat requirement
- **Target Audience:**
 - 1) New-to-Microsoft 365 E3 subscription customers
 - 2) Existing Microsoft 365 subscription customers with no previous purchases of Microsoft 365 E3:
 - A. Customers with multiple M365 offers in use ready to consolidate to M365 E3
 - B. Customers with legacy subscriptions or NCE transition promotion subscriptions expiring in Q3 and that can consolidate costs by upgrading to M365 E3

At the end of the promotional period, customers will automatically renew into annual commitment at standard prices. Customers will continue to maintain billing frequency flexibility with this promotional offer, while locking the promotional price throughout the duration of the annual commitment subscription. Offer not available on monthly M365 E3 subscriptions.

For more details about the M365 E3 DMWL Offer in CSP, please review the [M365 E3 DMWL Offer FAQ](#)



Why Microsoft 365 E3?

Karl Young

Microsoft 365 E3

Secure collaboration



Devices

that meet specific
job requirements



Operating system

that's secure, easy to manage,
update, and use



Security

that defends against cyberattacks
across multiple platforms



Management

that is built for a heterogenous device
estate, including personal devices



Collaboration

that connects every employee
across all devices

Eliminate redundant solutions

Zero Trust foundations

Simplified endpoint management

Productivity and collaboration

Three simple steps

Secure collaboration

1 Zero Trust foundations

Microsoft Azure Active Directory | Microsoft Defender for Endpoint | Microsoft Purview Information Protection | Microsoft Intune

2 Simplified endpoint management

Windows 11 Enterprise | Windows Autopilot | Windows Autopatch | Microsoft Intune | Endpoint Analytics | Universal Print | Org Messages

3 Productivity and collaboration

Microsoft Teams | Word | Excel | PowerPoint | Loop | Outlook | Exchange Online | SharePoint Online | Viva Connections | Viva Learning | Yammer

Secure collaboration

Zero Trust foundations

Secure & manage
identities

Defend against threats
on multi-platforms

Protect sensitive information
across data estate

Simplified endpoint management

Improve support and
reduce incidents

Deploy any endpoint
from the cloud

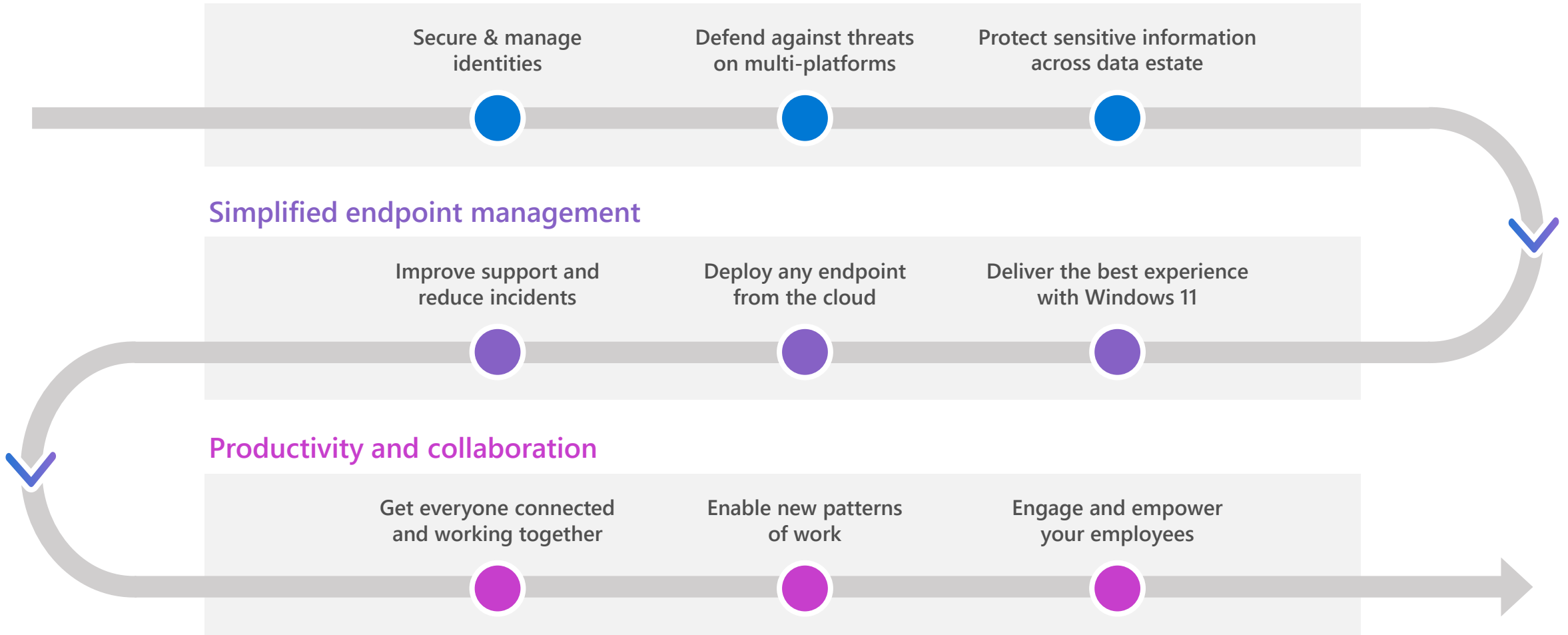
Deliver the best experience
with Windows 11

Productivity and collaboration

Get everyone connected
and working together

Enable new patterns
of work

Engage and empower
your employees

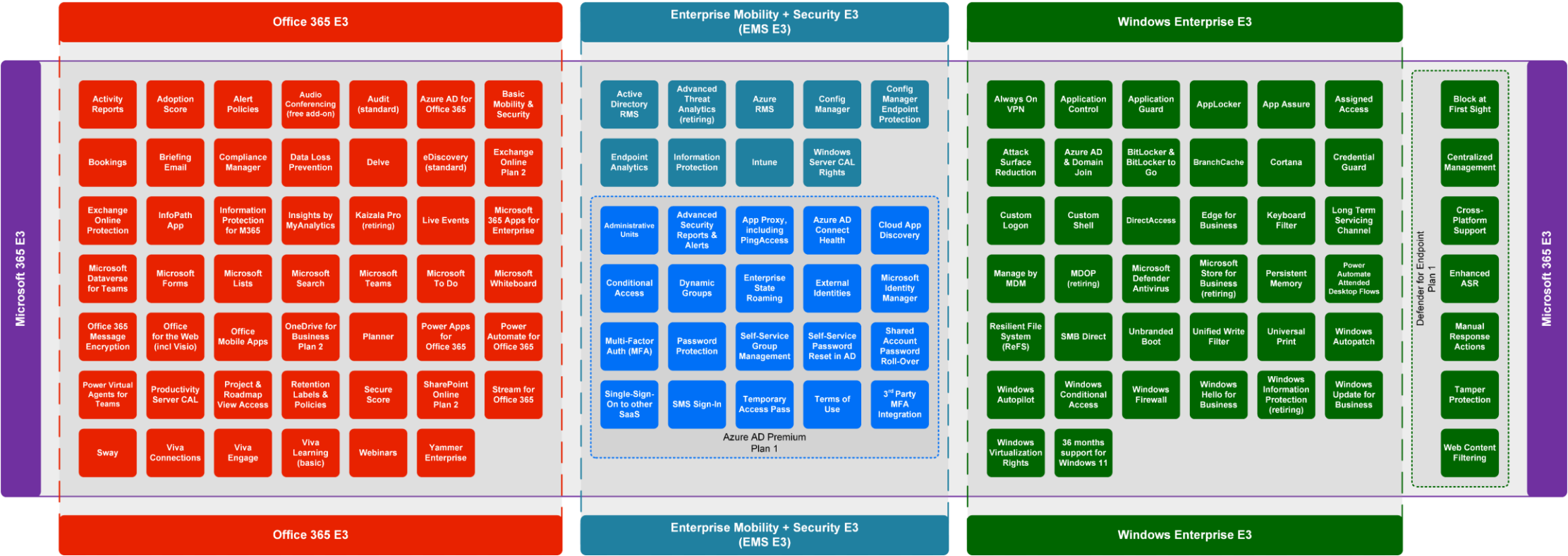


Microsoft 365 E3 overview feature by feature

Microsoft 365 E3

January 2023

m365maps.com





Accelerate your CSP Business with M365

Mette Kahl

Microsoft 365 E3 2023 DMWL offer in CSP

Promotion summary

Microsoft created the Microsoft 365 E3 2023 DMWL in CSP offer for CSP customers purchasing M365 E3 for the first time, offering 15 percent discount on the net partner price for M365 E3 annual subscriptions. This offer applies to CSP and NCE exclusively.

Now's the time for partners to go big with Microsoft 365 E3. M365 E3 continues to be critically important to helping customers do more with less. In non-USD markets undergoing FX adjustments in the coming months, partners have another compelling reason for customers to commit to an M365 E3 annual subscription via this offer.

Duration

February 1, 2023, to June 30, 2023

Geography

Worldwide

Promo type

New commerce experience, partner-led (CSP)

Products

Microsoft 365 E3—annual commitment subscriptions only

Discount percent and discount description

15 percent discount off an M365 E3 annual subscription (monthly not included)

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

Customer eligibility

Available only to new-to-M365 E3 customers (subject to the FirstPurchase Constraint)

End customer value prop

Pressures from the evolving global economy require organizations to reduce costs and optimize operations as they continue to shift to a world of hybrid work.

M365 E3 empowers customers to do more with less, eliminating redundant licenses to save costs, simplifying IT management, and protecting their digital workers.

Partner value prop

The new M365 DMWL E3 offer in CSP was created to help partners accelerate new customers migrating from on-premises software to the M365 cloud and/or upsell existing customers from eligible subscriptions (such as Office 365 E3) to M365 E3.

How it works

Offer applies automatically to eligible customers purchasing M365 E3

Next steps/Learn more

See the [Offer FAQ](#) for more details and next steps.

Recommended targeting guidance for M365 E3 Offer

Customer targeting scenarios	
Upsell from O to M365 ME3	Accounts already on the cloud with lower premium SKU mix (OE3, Business offers) and actively using Teams.
On-premises to M365 E3	Accounts with Microsoft on-premises (Exchange, Office, Sharepoint) and 3 rd party security solutions.
EOS for Office 2013	Customer with small number of OE3/5 licenses (<50% of total users) and Office 2013 EOS (end of support) licenses.
EOS for M365 Services connectivity with Office 2016 and 2019	Customer on 2016 or 2019 EOS (end of support).

*Promotion is available **only to new-to-ME3 customers**. Customers who have purchased ME3 in any channel & platform will be excluded*

**EOS = End of Support*

Partner Opportunity to help SMBs do more with less

01

Work with customers to find and implement the right solutions for their needs



Hybrid work and security are all still important to SMBs

1 in 4 SMBs state they experienced a cyberattack in the last year.¹

73% of workers say they want flexible remote work options.²

02

Offer value-added, managed services for greater profitability



Smooth out cash flows and create longer-term opportunities to add additional revenue streams

Managed services opportunities **grew 18%**³

For any given workload, margins ranged from **30% up to 65%**, depending on the maturity of the offering.³

1. Microsoft SMB Research, April 2022, Security in the new work environment
2. [Meeting the Changing Software Technology Needs of SMBs, Forrester Consulting, September 2022](#)
3. [The Partner Opportunity For Microsoft Modern Workplace, Forrester Consulting, July 2022](#)

Next Steps for Partners with M365 E3 Promo

Get ready



Identify Opportunity



Execute



Increase Value

- Familiarize yourself with the Do More with Less Pitch
- Get to know better the new CSP ME3 DMWL Promo
- Identify your earning opportunity with Microsoft Incentives

- Work with your Microsoft contact to identify target customers for ME3
- Verify eligibility before submitting a transaction to ensure the promotion will be applied ([Verify a promotion eligibility - Partner Center | Microsoft Learn](#))

Showcase ME3 value to your target customers:

- execute a customer workshop
- use demo tool
- leverage Microsoft Solution assessments

Use the DMWL pitch to showcase Annual potential cost savings & cash flow management

- Close the deal leveraging ME3 DMWL Promo
- Leverage upcoming renewal anniversary to upgrade your customers to ME3
- Add value by offering managed services for your customers

Resources for Partners

Develop your Do More with Less with SMB campaign:

Partner BOM at SMB Partner Portal
<https://aka.ms/SMBPartnerPortal>

Do More with Less Workshop content to customers at
<aka.ms/SMBWorkshopPartnerPortal>

Demonstrate the value of Microsoft 365 Business Premium:

Partner Playbook at
<aka.ms/M365BPPartnerPlaybook>

Upsell Guides:

- [Exchange Online to Business Premium](#)
- [Business Standard to Business Premium](#)
- [Business Basic to Business Premium](#)

Attach Microsoft Defender for Business:

Partner BOM at <aka.ms/MDBPartnerKit>

Live and on-demand partner webinars
<https://aka.ms/M365MDBSeries>

Manage SMBs with Microsoft 365 Lighthouse:

Lighthouse documentation
at <aka.ms/M365LighthouseDocs>

Activate M365 Lighthouse at
<aka.ms/M365LighthouseOnboard>

Build your CLM practice with Project Orland:

Partner BOM at <aka.ms/ProjectOrland>

Sign up for Project Orland public preview at
<http://aka.ms/ProjectOrlandNextSteps>

Close with M365 E3 Offer:

[M365 E3 DMWL CSP Offer FAQ](#)

[M365 E3 DMWL Offer in CSP summary](#)

[Partner Center Announcement](#)

Pitch Microsoft 365 E3:

[DMWL ME3 landing page for partners](#)

[1:Many DMWL E3 Workshop content](#)

Campaign in a box for [ME3 Core E SKU](#)

[Snackable 10 min video](#) on value of ME3

Leverage Forrester studies in customer conversations:

Meet The Changing Tech Needs of SMBs:
[Study](#), Infographic, and On-Demand Webinar

Modern Work Total Economic Impact Study:
<aka.ms/MWForresterTEI2022>

MICROSOFT CONFIDENTIAL

Ready Partners | CSP Renew and Upsell Digital Events

On Demand

Do More with Less: Driving upsell and renewals through partner (B SKU focus)

2-part sales series to drive a successful renewal and upsell with CSP programs, Business Premium & MDB

https://aka.ms/M365_SMBRenewandUpsell

On Demand

Do More with Less Sales Bootcamp (E SKU focus)

Focus on the M365 E3 sales pitch and leveraging the Do More with Less toolbox

[Do More with Less Sales Bootcamp for partners](#)

On Demand

SMB Masters: LIVE sales & technical bootcamp

SMB Masters bootcamp for partners and SMB Master trainers

https://aka.ms/M365smb_masters

February
21st – April 10th

SMB Masters: Microsoft 365 technical skilling

SMB Masters technical 7 weeks program starting Feb 21st

LIVE sessions delivered every week 8am PST and following Monday 7pm PST (APAC)

Knowledge check & LinkedIn badge launch at last session and program available on demand as a learning path

7-week digital series

https://aka.ms/M365SMB_Masters_Program

March 1st

SMB Masters: Microsoft 365 sales skilling

SMB Masters sales learning path with knowledge check and LinkedIn badge launching in March

New learning path going live Mar 1st

[Microsoft 365 and Security Learning Paths | M365 SMB Masters Program: Sales Track Learning path](#)



Microsoft 365 E3: Do More With Less Cost Savings

Annual potential cost savings & cash flow management

Do More With Less Pillars

1,000_{seats}

50_{seats}

Eliminate Redundant Solutions*

- Consolidate complex licensing structure
- Eliminate redundant capabilities, benefit from seamless, native integration
- Cut consulting, deployment, and integration costs with a single integrated solution

\$481,000

\$24,050

Simplify IT Management

- Secure access work from anywhere
- Optimize IT administrators' efforts
- Simplify user onboarding and reduce TCO
- Limit security risk and reduce loss
- Modernize IT Support operations

\$217,181

\$10,859

Protect the digital worker

- Enable the flexibility to securely work from anywhere
- Lessen data breaches and protect identities, devices, apps, and data
- Reduce identity and access management costs with a zero-trust security model
- Improve visibility across all identities and endpoints

\$42,344

\$2,117

What will you do with more

Improve productivity through easier collaboration

- Goal management & OKRs align people and projects to strategic priorities
- Recruit, develop and retain top talent
- Employee experience drives productivity improvements

\$654,507

\$32,725

Sustainability

- Modernize your business to cut Travel and Expenses budgets
- Reduce office space leasing and utilities costs
- Embrace sustainable business practices

\$564,400

\$28,220

Potential cost savings per year

Up to **\$2.0M**

Up to **\$98.0K**

Results from the Microsoft 365 E3 Cost Savings & Business Value Calculations Spreadsheet based on a composite organization from The Total Economic Impact™ of Microsoft 365 E3, commissioned by Microsoft, December 2020

Visit roi.transform.microsoft.com or contact your Microsoft representative for further estimates for your organization. Details follow.

*Microsoft 365 E3 example taken here & moving from upfront Capital Expenditures to Operational Expenditure for easier Cash Flow

Eliminate Redundant Solutions with Microsoft 365 E3

“Organizations save on license costs, infrastructure purchases, and deployment complexity by standardizing on the Microsoft platform and replacing third-party tools.”¹

Forrester Consulting Study

Consolidating to a single vendor can cost much less than choosing different vendors for multiple capabilities. Microsoft 365 includes many of the capabilities for which you are currently paying other vendors.

Eliminate Redundant Solutions

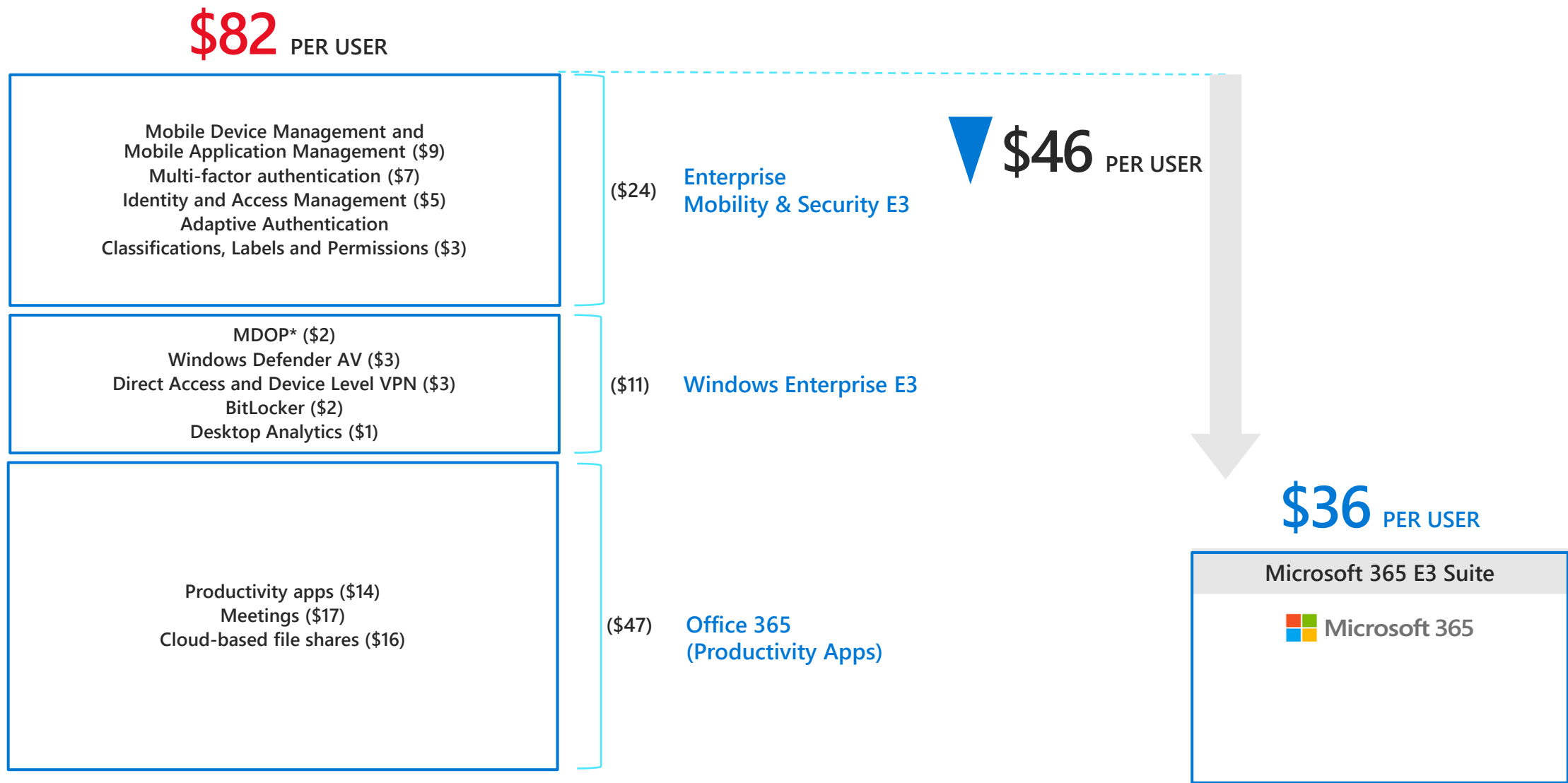
License costs that can be avoided/retired (per user per month)	
Number of users	20,000
Mobile Device Management and Mobile Application Management	\$ 9
Multi-factor Authentication	\$ 7
Identity and Access Management	\$ 5
Classifications, Labels and Permissions	\$ 3
MDOP	\$ 2
Windows Defender AV	\$ 3
Direct Access and Device Level VPN	\$ 3
BitLocker	\$ 2
Desktop Analytics	\$ 1
Collaboration and Communication	\$ 18
minus E3 license cost	\$ 32
Annual savings (sum above x 20,000 x 12 months)	\$ 5,040,000

On premises licensing costs that can be avoided/retired	
A. Number of licenses removed	20,000
B. Annual cost Windows, Office, CAL licenses	\$229
Potential annual cash flow change per year (A x B)	\$ 4,580,000
Potential Annual Savings	\$ 9,620,000

Web Direct/Base Price shown for Microsoft offerings. Multi-vendor prices based on publicly available estimated pricing for other vendor solutions and are illustrative.

¹ Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, June 2019

Eliminate Redundant Solutions – Dark to Microsoft 365 E3



Web Direct/Base Price shown for Microsoft offerings. Multi-vendor prices based on publicly available estimated pricing for other vendor solutions and are illustrative.

Eliminate Redundant Solutions – Office 365 E3 to Microsoft 365 E3

\$35 PER USER

Mobile Device Management and Mobile Application Management (\$9)
Multi-factor authentication (\$7)
Identity and Access Management (\$5)
Adaptive Authentication
Classifications, Labels and Permissions (\$3)

MDOP* (\$2)
Windows Defender AV (\$3)
Direct Access and Device Level VPN (\$3)
BitLocker (\$2)
Desktop Analytics (\$1)


Windows Defender Application Guard
Windows Defender application control
Windows Defender Credential Guard

Windows Virtual Desktop

(\$24) **Enterprise Mobility & Security E3**

(\$11) **Windows Enterprise E3**

*MDOP includes App Virtualization | BitLocker Management | Advanced Group Policy Management | User profile Virtualization | Diagnostics and recovery


 **\$22** PER USER



\$13 PER USER

Microsoft 365 E3
Step Up from Office 365 E3

Office 365 E3 Suite

 Microsoft 365

Simplify IT Management

“Interviewees said their organizations recognized time savings regardless of device, noting the ease of managing a myriad of mobile devices, PCs, and Macs.”¹

Forrester Consulting Study

¹ Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, December 2020

The expectation is that every customer should be able to reduce administration effort because Microsoft will now be responsible for maintaining the hardware and software. This helps IT transition to higher-value activities and boost morale.

Simplify IT Management

IT Administration & Help Desk	
A. Annual help desk calls	120,000
B. Percent of calls eliminated with automation	15%
C. Reduction in ticket resolution time for remaining tickets	10%
D. Average cost per call	\$20
IT administration and help desk savings (5% risk-adjusted) ((A x B x C) + (A x (1-B)) * C x D) x (1-5%)	<u>\$535,800</u>
Endpoint Deployment and Management Time Savings	
A. IT end-user setup time savings (hours)	36,000
B. End-user setup time savings (hours)	36,000
C. Average annual IT Salary	\$120,000
D. Average annual End-user salary	\$65,000
E. Total IT time savings ((#users x1.87hrs) x 24%) +(75% x 1/3 of Users)) / (2,080 annual working hours x C)	\$2,883,231
F. End-user savings (B / (2,080 annual working hours x D)	\$1,125,000
Endpoint deployment and management time savings (5% risk-adjusted) (E+F)	<u>\$3,807,819</u>
Potential Annual Savings	<u>\$4,343,619</u>

Cost savings estimates based on commissioned Forrester Consulting TEI studies and Microsoft research. Visit [roi.transform.Microsoft.com](#) or contact your Microsoft representative for estimates for your organization.

Improve Productivity through Easier Collaboration

“Microsoft 365 E3 includes a wide range of collaboration and communication solutions to improve worker efficiency. Interviewees underscored the importance of users being able to communicate and collaborate anytime and anywhere in a secure manner.” ¹

Forrester Consulting Study

Microsoft 365 helps organizations transform and streamline business processes through workflows, dashboards, AI capabilities, and more.

Improve Productivity through Easier Collaboration

End User Productivity Improvement	
A. Number of employees	20,000
B. Efficiency gain per user (in hours)	51
C. Average hourly knowledge worker rate	\$32
D. Productivity recapture	50%
E. End-user productivity improvements (A x B x C x D)	\$16,362,667
F. Risk Reduction	20%
Potential Annual Savings E x (1-F)	\$13,090,133

¹ Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, December 2020

Cost savings estimates based on commissioned Forrester Consulting TEI studies and Microsoft research. Visit [roi.transform.Microsoft.com](#) or contact your Microsoft representative for estimates for your organization.

Sustainability

“IT teams lacked the tools to effectively manage remote workers, leading to increased support costs and decreased productivity for remote workers. Before moving to Microsoft 365 E3, users were unable to access important applications and data while working remotely, limiting their productivity.” ¹

Forrester Consulting Study

¹ Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, December 2020

²Based on [The Total Economic Impact™ of Microsoft 365 E3](#), annual savings from Reduction in Necessary Office Space Spend may not be seen until the third year of an agreement based on prior long-term lease agreements

Hybrid Workwill drive a decrease in travel as virtual events and meetings become more prevalent.

Sustainability

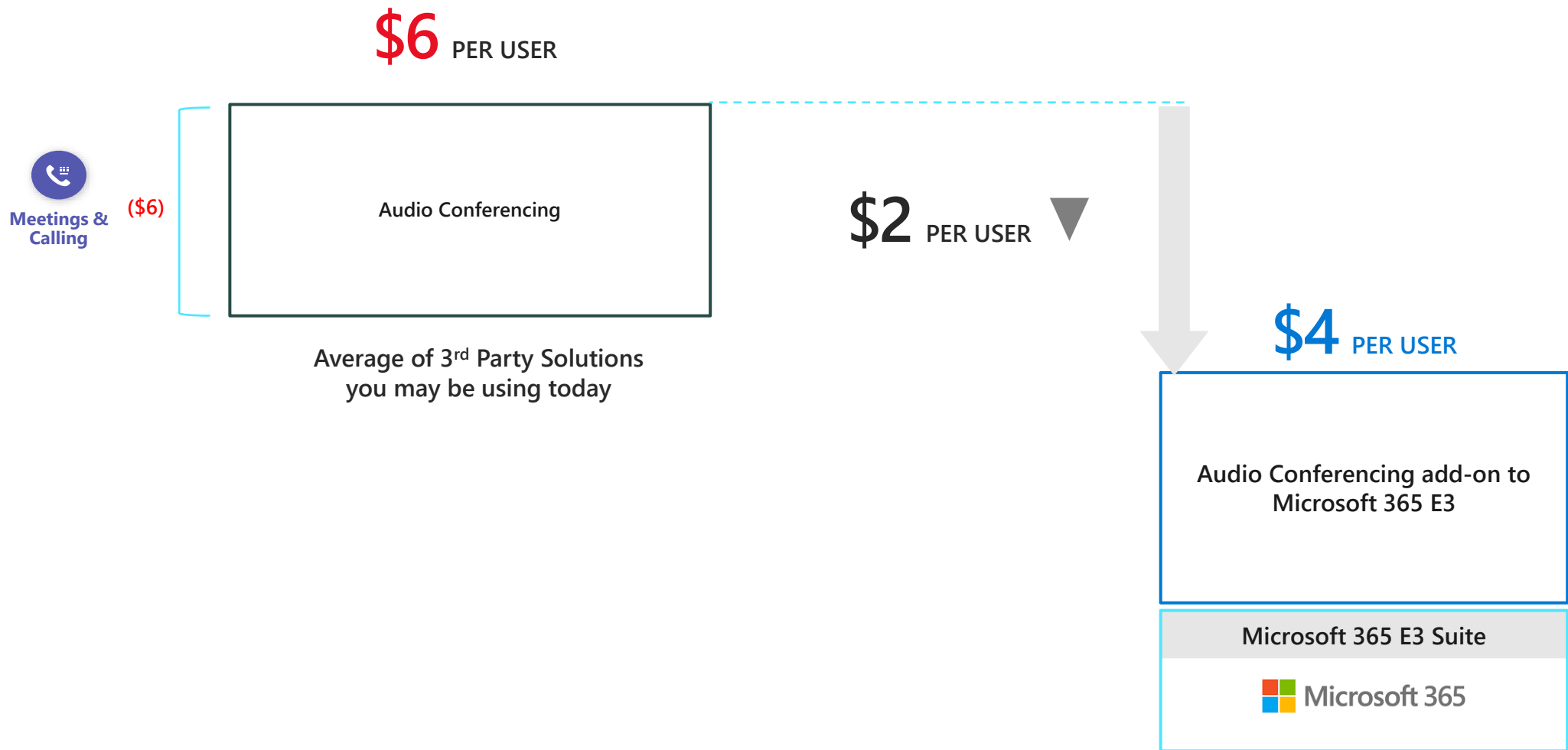
Reduced Travel Expense	
A. Total travel and expense budget	\$16,666,667
B. Percent reduction due to increased remote work	40%
C. Attribution Percentage	60%
Reduced Travel Expense (5% risk-adjusted) (A x B x C) x (1-5%)	<u>\$3,800,000</u>

Reduction in Necessary Office Space Spend	
A. Average lease expense per employee per month	\$780
B. Percent of workforce who were remove before moving to E3 (pre-pandemic)	10%
C. Percent of workforce that will remain remote in the future	15%
Reduction in Necessary Office Space Spend² (20% risk-adjusted) (A x #users x (C-B) x 12months) x (1-20%)	<u>\$7,488,000</u>

Potential Annual Savings²	<u>\$11,288,000</u>
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Cost savings estimates based on commissioned Forrester Consulting TEI studies and Microsoft research. Visit [roi.transform.Microsoft.com](#) or contact your Microsoft representative for estimates for your organization.

Vendor consolidation – Meetings & Calling



Web Direct/Base Price shown for Microsoft offerings. Multi-vendor prices based on publicly available estimated pricing for other vendor solutions and are illustrative. Pricing assumes the use of Direct Routing (a feature included with Phone System). Calling plans are not included as part of this comparison.

API Experience

API Flow – New Purchase

Discover	Validate	Transact	Reconcile
<p><u>Get All Promos API</u></p> <p>Partners can get a list of active NCE promos for a given market and segment</p>	<p><u>Verify Eligibility API</u></p> <p>Partners can verify eligibility before submitting a transaction to ensure the promotion will be applied</p>	<p><u>Cart APIs</u></p> <p>After adding an item to the cart, the promo ID field of a subscription populates if the customer is eligible</p>	<p><u>Get Invoice Line Items API</u></p> <p>Partners can retrieve details for invoice line items for a specified invoice</p> <p><u>Get Promo by ID API</u></p> <p>Partners can retrieve promo details from a given ID and country, even if the promo has expired</p>

UX Experience

UX Experience – New Purchase


Discover	Select	Review	Reconcile
<p>Promo Guide</p> <p>Partners download guide from Ops Readiness Gallery and read about active promos</p>	<p>Portal Browse Page</p> <p>Partners can see which offers have promotions available when browsing the catalog</p>	<p>Review Cart</p> <p>When reviewing the cart, partners can see which offers have promos applied</p> <p>Subscription Pages</p> <p>Following checkout, partners can confirm promo application via the Subscriptions List and Subscription Details pages</p>	<p>Recon File</p> <p>Partners can validate which subscriptions on the recon have promos and cross reference the promo guide for details</p>

Browse UX Experience

Add new | Select

Azure Marketplace **Online Services** Software Special Offers

Y

 If you don't see commercial offers available in traditional commerce, you must complete the purchase in new commerce. Offers for government, education, and non-profit audiences are not affected. [Learn more](#)

Segment: Commercial

Microsoft 365 E3

Category: Any

Internal

☒ Any ☐ False ☐ True

Products

Microsoft 365 E3 **New Commerce Experience**

Microsoft 365 E3
By Microsoft Corporation - License
This product has: [Additional Terms](#)

[Full description](#) [Promotion Available](#)

Available promotions

Customer eligibility will be validated when reviewing the cart

Microsoft 365 E3 DMWL 2023 Promo
ID : 39NFJQT1Z4T3:0001:39NFJQT1Q5KM
Microsoft 365 E3 DMWL 2023 Promo

Term	Billing frequency	Discount	End date
Annual	Monthly	15.00%	6/30/2023

Microsoft 365 E3 DMWL 2023 Promo
ID : 39NFJQT1Z4T3:0002:39NFJQT1Q5KN
Microsoft 365 E3 DMWL 2023 Promo

Term	Billing frequency	Discount	End date
Annual	Annual	15.00%	6/30/2023

Cancel

Eligibility is validated when offer is added to the cart; at this point, partner is not certain of customer's eligibility, only that there is a promotion generally available on this SKU

Selecting License Cart UX Experience

Select

Review

Confirm

Add new | Select

[Learn more about adding products](#)

Azure

Marketplace

Online Services

Software

Special Offers

i

If you don't see commercial offers available in traditional commerce, you must complete the purchase in new commerce. Offers for government, education, and non-profit audiences are not affected. [Learn more](#)

Segment: Commercial

E3

×

🔍

Billing type: Any

Category: Any

Internal

☒ Any

☐ False

☐ True

Product type: Any

Products

Quantity

Action

Microsoft 365 E3

New Commerce Experience

⤴

Microsoft 365 E3

By Microsoft Corporation - License

This product has: [Additional Terms](#)

Full description

Promotion Available

10

Added!

Your cart

Microsoft 365 E3

Quantity: 10

×

Clear cart

Review

Cancel

Click “Review” in shopping cart to proceed to review if customer is eligible for this promotion

Review Cart UX Experience

Add new | Review

Verify that your orders are correct and then select **Buy**. To make changes, select your browser's **Back** button to return to the previous page.

Product

Currency

Quant

The item(s) shown here will be included in a single order.

Microsoft 365 E3

New Commerce Experience

USD

By Microsoft Corporation - License

Term

Annual

▼

Promotions

15.00% discount

Details

Segment

Commercial

Billing frequency

Monthly

▼

End date alignment ⓘ

mm/dd/yyyy

View subscription end-dates

Align end date with calendar month

If customer **is eligible**, promotion is shown in cart. Promo will automatically apply. Details can expand to show promo ID and end date.

Add new | Review

Verify that your orders are correct and then select **Buy**. To make changes, select your browser's **Back** button to return to the previous page.

Product

Currency

Quant

The item(s) shown here will be included in a single order.

Microsoft 365 E3

New Commerce Experience

USD

By Microsoft Corporation - License

Term

Annual

▼

Promotions

No Promotion

Segment

Commercial

Billing frequency

Monthly

▼

End date alignment ⓘ

mm/dd/yyyy

View subscription end-dates

Align end date with calendar month

If customer is **not eligible** (example customer already owns one license of M365 E3) – or if monthly commitment term is selected, “No Promotion” details are provided as the promotion is not applied

Purchase Offer w/Promotion and Recon Guide

[+ Add more products](#)

By clicking Buy, you accept the following terms and conditions: 1) the selected billing term and frequency, 2) the applicable terms for the products you selected, 3) any cancellation and seat-count policies, and 4) any conditions for promotions applied on the SKU. Specific terms and conditions for selected products can be viewed on the product description pages.

[Learn more](#)

Buy

Cancel

If the cart and promotion applied are correct, Partners should purchase the offer

There is a delay of up to 15 minutes between the time an order is submitted and when it will appear in a list of a customer's orders.

Order status

AllCompletedPending

2/6/2023

Id	Time ordered	Currency	Billing frequency	Number of items	Order status	Total price	
	11:19 PM UTC	USD	Monthly	1	Completed	-	^
Item	Promotion	Order type	Item type	Quantity	Fulfillment status	Unit price	
Microsoft 365 E3	Microsoft 365 ... Details	New	OnlineServicesNCE	1	Fulfilled	-	

Post-Purchase, Partners can review the transaction ID and see the applied promotion to reconcile any differences

Upgrade Existing Eligible Subscription

- Subscriptions
- Transfers
- Order history
- Software
- Azure reservations
- Devices
- Users and licenses
- Admin relationships
- Service management
- Service requests
- Account

Subscriptions [+ New Subscription](#) [↓ Export All Subscriptions](#)

Transfers has moved [here](#).

Note : There is a delay of up to 4 hours between the time a subscription is activated and when its activation status is updated in a list of customer's subscriptions.

Azure (0) Marketplace (0) Online Services (2) Software (0)

 Search by subscription id or

Name	Subscription id	Quantity	Status	Billing frequency	Promotion	Reseller
Office 365 E3	ECD0511D-39CE-4A7C-9FE2-F34350377324	10 Licenses	Auto renews on 02/09/2024	Monthly	None	None
Office 365 E3 <div>New Commerce Experience</div>	f6c4f8ed-5b1a-4720-cb4e-fcfa06c56a95	10 Licenses	Auto renews on 02/08/2024	Monthly	None	None

View the list of subscriptions and select the existing subscription you would like to upgrade to M365 E3

Note*: To Upgrade Legacy existing subscriptions, Partners must first migrate the existing subscription

Select Existing Eligible Subscription

Subscriptions | Office 365 E3

New Commerce Experience

i

You can upgrade this subscription to one with more services.

Upgrade now

Select the upgrade button for the eligible subscription (for a full list of eligible subscriptions for M365 E3, download the Offer Matrix)

Choose an eligible upgrade

Select a new offer to upgrade the current subscription. This will upgrade your subscription and provision any services.

Important

Before upgrading be sure to backup all data.

During the upgrade, avoid changing any part of the original subscription or the customer's accounts. This will create a new subscription, provision any services, and reassign user licenses to the new subscription. These changes cannot be undone. [Learn more](#)

Current subscription

Current subscription:

Office 365 E3

Current license quantity:

10

Term duration:

Annual

Billing frequency:

Monthly

Choose an eligible upgrade for your subscription

Microsoft 365 E3

Choose an eligible upgrade for your subscription

Microsoft 365 E3

Destination subscription

New Subscription

Term duration

No change

Billing frequency

No change

Quantity *

10

Licenses

Seat reassignment

Promotions

Microsoft 365 E3 DMWL 2023 Promo

[Details](#)

Promotions should automatically apply for eligible customers upgrading to M365 E3

Select Existing Eligible Subscription

Subscriptions | Office 365 E3

New Commerce Experience

Subscription Id: f6c4f8ed-5b1a-4720-cb4e-fcfa06c56a95

i

You can upgrade this subscription to one with more services.

Upgrade now

View the list of subscriptions for the select customer and select the existing subscription you would like to upgrade to M365 E3

Choose an eligible upgrade

Select a new offer to upgrade the current subscription. This will upgrade your subscription and provision any services.

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Current subscription

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Microsoft 365 E3

Destination subscription

New Subscription

Term duration

No change

Billing frequency

No change

Quantity *

10

Licenses

Seat reassignment

Promotions

Microsoft 365 E3 DMWL 2023 Promo

Details

Note*: To Upgrade Legacy existing subscriptions, Partners must first migrate the existing subscription first to NCE, and then begin the migration process