

Bridge to Cloud 2

Marta Pons
Channel Sales BizApps

Sigfredo Beerman
Partner Technical Consultant



Agenda

- ¿Por qué ir a la nube? (20 mins)
- ¿Cómo podemos ayudar? (20 mins)
- Q&A (20 mins)

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La Resiliencia es la capacidad de las organizaciones de anticiparse, prepararse, responder y adaptarse a los cambios y adversidades para persistir y prosperar.

Es una capacidad que se desarrolla. Es un proceso continuo.

Business Resiliency in Supply Chains Whitepaper. 2010. World Economic Forum.

La percepción de los clientes sobre migrar a la nube



La nube es
"cara"



La nube es un
"problema de
seguridad"



Mi sistema local es
"suficientemente
bueno"



La migración es
"compleja"

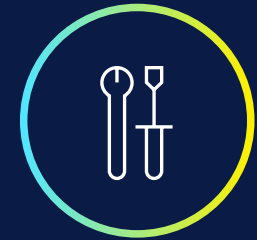
El entorno ha acelerado la adopción hacia la nube



Reducir costes y
mantenimiento de
infraestructura



Facilitar la escalabilidad,
flexibilidad



Aumentar la accesibilidad
y sostenibilidad con
herramientas inteligentes



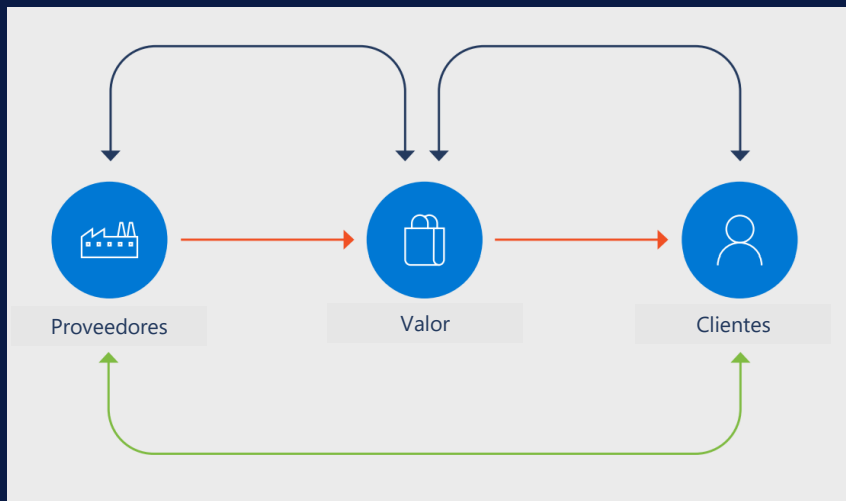
Adaptarse de forma ágil a las
necesidades cambiantes



Mejorar la seguridad,
privacidad y cumplimiento

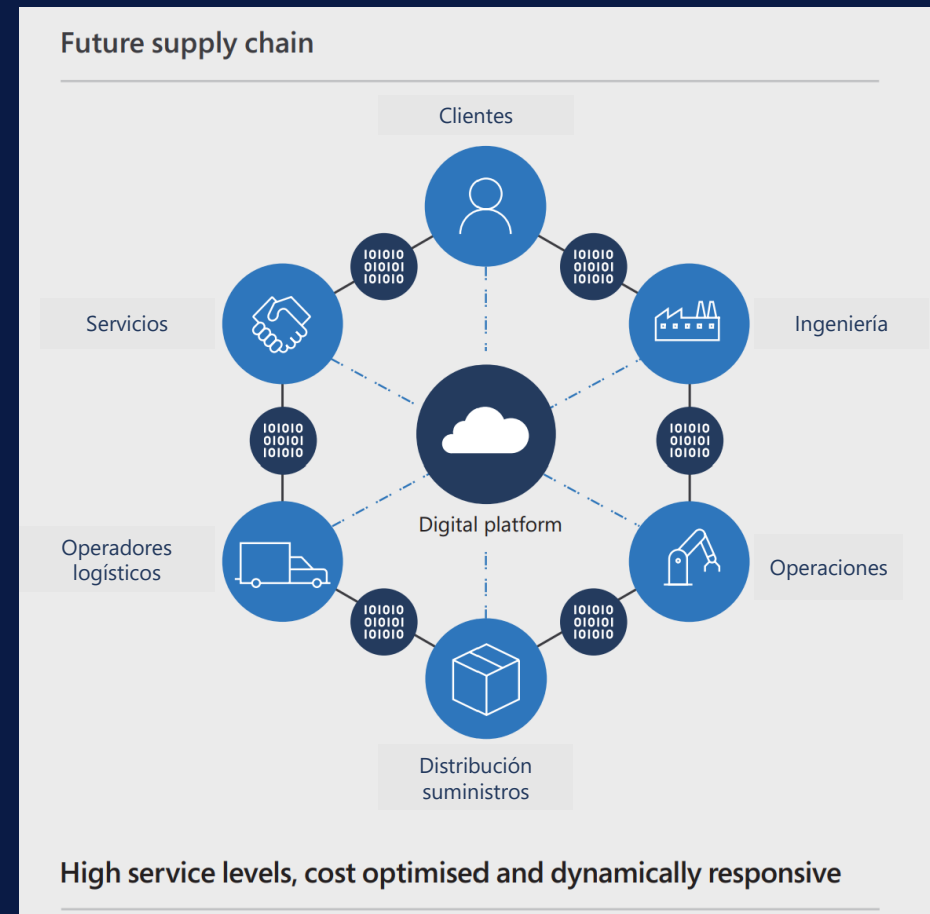
Cadenas de valor/suministro hoy

Ya no es suficiente construir y gestionar cadenas de valor eficientes, transparentes y lineales basadas en la demanda



VS.

Las cadenas de valor son ahora circulares, asentadas sobre el dato, sobre la nube, para permitir "leer" el entorno



500 millones

de nuevas aplicaciones se construirán en los próximos 5 años - más que todas las aplicaciones construidas en los últimos 40 años!¹

5x

La demanda de aplicaciones móviles es más rápida que lo que los departamentos de TI pueden ofrecer.²

86%

de las organizaciones luchan por encontrar talento técnico para construir aplicaciones.³

Escasez de recursos IT



Power Apps



Power Automate



Power Virtual Agent



Power Pages



Power BI

Power Platform



Data connectors



AI Builder



Microsoft Dataverse

La carencia de talento técnico aumentará de 1.4 millones hoy a

4 millones en 2025⁴



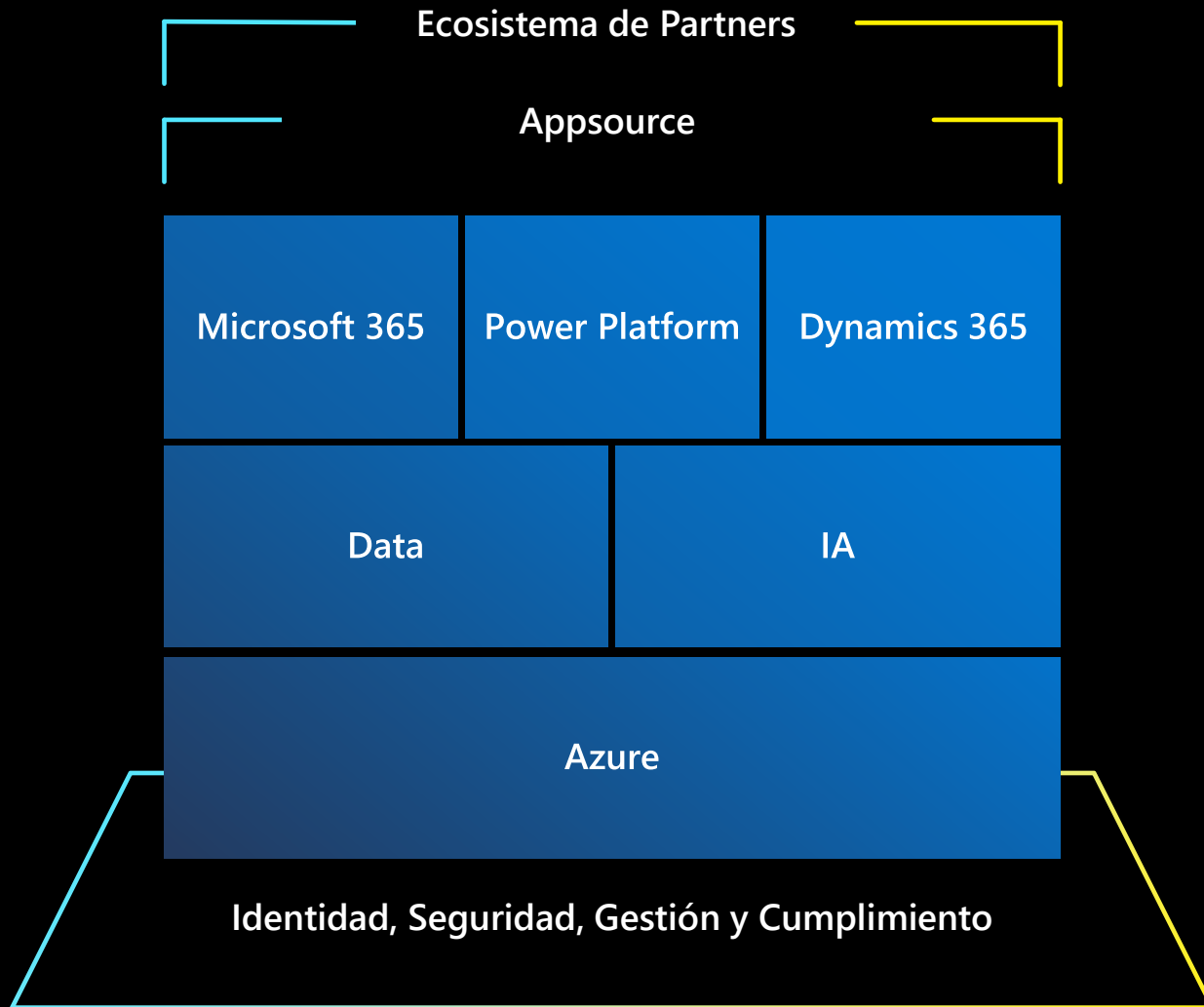
¹ IDC FutureScape: Worldwide IT Industry 2020 Predictions, Doc # US 45599219, October 2019

² Gartner, How to Deliver Enterprise Mobile Apps Faster – 2017

³ Patrick Moorhead, [Microsoft goes all-in on hybrid Cloud and Edge at Ignite 2019](#), citing Indeed survey, Forbes.com, Nov 2019

⁴ IDC, Quantifying the Worldwide Shortage of Full-Time Developers, Doc # US48223621, September 2021

Microsoft Cloud



Microsoft Business Applications



Propuesta de valor

Digital feedback loop

Involucrar, colaborar
con los clientes



Ofrecer herramientas
a las personas



Dato &
Inteligencia

Optimizar
operaciones



Transformar
Productos y servicios





Demo: resiliencia en acción

Agenda

- ¿Por qué ir a la nube? (20 mins)
- ¿Cómo podemos ayudar? (20 mins)
- Q&A (20 mins)

¿Como podemos ayudar?

- Promoción Bridge to Cloud 2
- Partner Activities: Fondos Preventa y DMP (sólo para AX y CRM)
- Otros Recursos

Announced: Bridge to the Cloud 2 promo

This overview reflects only key terms. Consult <https://aka.ms/bttc2> (partner login required) for complete terms and conditions and FAQ. Microsoft may modify this promotion's terms and conditions or discontinue it at any time.

Benefits

- Reduces customer's cost in moving to modern Dynamics 365 online offering, when migrating from Dynamics on-prem (benefit of EP)
- Offers Dynamics 365 online licenses, as well as continuing EP for legacy on-prem system during migration.

Customer Eligibility

- Existing Dynamics on-premises system (as of 1-Sep-2022) with a current/active Enhancement Plan (or lapsed <30 days)
- Migrating to functionally similar Dynamics 365 online product (with no prior subscription)
- Commercial customer
- Customer's CSP cost not less than its EP cost (at suggested pricing per month)

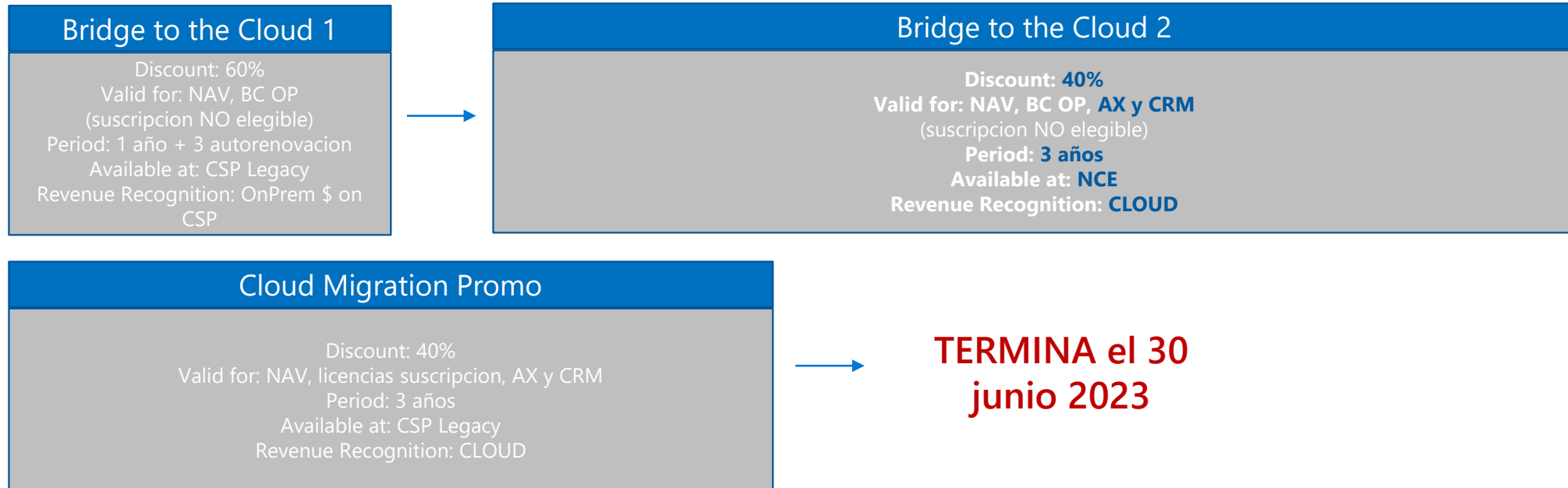
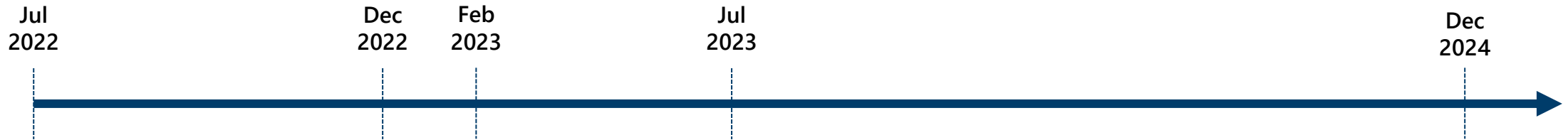
Offer

- Discount: 40% discount* for 3-year fixed term (non-renewable, non-cancellable)
- Signup Period: February 1, 2023 – December 31, 2024
- Licensing Program: NCE Partner-Led (CSP)
- Product: Most Dynamics 365 online products

* Suggested retail price. Final customer price determined by reseller and may vary.

BizApps Migration Journey

Promotions Calendar



**TERMINA el 30
junio 2023**

Escenarios Clave

Tener en cuenta finalizacion de CMP

1. Clientes en Subscription (BC OP & NAV)
 - Cubierto por CMP pero NO en BtC2
2. Clientes con AX -> Business Central Cloud
 - CMP permite migrar de AX a BC, BttC2 solo contempla AX -> Finance

Nota: CSP NCE Revenue Recognition

- La aplicacion de la promo en junio, contará como facturacion de julio
July (FY24)

BizApps Migration Journey

Programas disponibles

	Programs (*1)	Promotions
From AX / CRM	<ul style="list-style-type: none"> - PreSales Partner Activities (link) - Dynamics Migration Program (DMP) (link) - Cloud Security Assessment (vulnerabilities assessment) (link) 	<ul style="list-style-type: none"> - Cloud Migration Promo (until 31st June) (link to promo comparison) - Bridge to Cloud 2 Promo (from 1st Feb) (link)
From NAV	<ul style="list-style-type: none"> - PreSales Partner Activities (link) - BC Concierge Program (link) - Cloud Security Assessment (vulnerabilities assessment) (link) 	<ul style="list-style-type: none"> - Cloud Migration Promo (until 30th June) (link to promo comparison) - Bridge to Cloud 1 Promo (until 31st Dec) (link) - Bridge to Cloud 2 Promo (from 1st Feb) (link)

Partner Activities: Pre-Sales & DP

Inversión en Servicios por parte de MSFT para el cliente a través del Partner

FY23 Pre-Sales Partner Activities

Accelerate the sales journey



Connected Sales and Marketing



Modernize the Service Experience



Optimize Financial and Operating Models



Enable a Resilient and Sustainable Supply Chain



Accelerate Innovation with Low-Code

Select one or more activity based on customer needs:

Catalyst Activity	Catalyst Activity	Catalyst Activity			
Envisioning Workshop	Business Value Assessment	Solution Assessment	Power Center of Excellence (PCOE)	Tailored Demo	Pilot
Identify opportunities for digital transformation and expand deal size	Establish business case by connecting desired business outcomes to product capabilities	Tailor solution roadmap for how organization will achieve digital transformation goals	Drive best practices, ensure governance and administration of technology and processes	Showcase solution value with customer's own scenario and data	Develop a pilot solution with a target cohort of users

FY23 Dynamics Migration Partner Activities

Cloud migration assessment



Connected Sales and Marketing



Modernize the Service Experience



Optimize Financial and Operating Models



Enable a Resilient and Sustainable Supply Chain



Accelerate Innovation with Low-Code

Select an activity based on customer needs:

Standard Migration Assessment (SMA)		Advanced Migration Assessment (AMA)	
AX to Dynamics 365 Finance & Operations	CRM to Dynamics 365 Customer Engagement	AX to Dynamics 365 Finance & Operations	CRM to Dynamics 365 Customer Engagement
Help on-premises Dynamics AX customers start their cloud migration journey by articulating the value of Dynamics 365 and how they can get there.	Help on-premises Dynamics CRM customers start their cloud migration journey by articulating the value of Dynamics 365 and how they can get there.	Help on-premises Dynamics AX customers envision the future with a deep dive migration plan tailored to their business strategy	Help on-premises Dynamics CRM customers envision the future with a deep dive migration plan tailored to their business strategy

Partner Activities: Requisites

De Partner

For all Pre-Sales Partner Activities, partners need:

1. Any one of the following:

- Gold/Silver Cloud Business Applications Competency
- Gold/Silver SMMCS (Business Applications Path) competency
- Business Applications Partner Designation
- Low Code Specialization
- Analytics on Microsoft Azure Specialization
- Intelligent Automation Specialization *
- [ISV] \$25k min Rev Share for prior 12 months + Co-sell ready ISV Connect offer in target geography

2. ECIF Approved Supplier Status

*Launching 2023

For Catalyst activities, partners must also have:

3+ Catalyst accredited professionals in the area of delivery:

- Envisioning Workshop
- Business Value Assessment
- Solution Assessment

De Oportunidad

Confirm MSX opportunity meets requirements



Rules

Pre-Sales &
DMP
Activities

The MSX Opportunity ID used on the Pre-Sales and DMP Partner Activities Nomination Funding Request. The MSX Opportunity ID must meet the requirements listed below. Please work with the MSX Opportunity Account Owner to ensure the MSX Opportunity ID is up to date prior to submitting your Partner Activities nomination funding request.

- MSX Opportunity ID status = Open
- MCEM Stage must be either Inspire & Design OR Empower & Achieve
- A minimum opportunity ACV size of US\$20k in Dynamics 365 and/or Power Platform pipeline is required on the MSX Opportunity used.*
 - Individual products must be listed in the MSX Opportunity
 - Opportunity value is assessed only at time of nomination submission
 - Eligible SKUs are connected to Super Rev Sum Divisions: Dynamics 365, Power Platform excl. PBI, Power BI non-M365
- For multi-year contracts, the ACV is the 12-month license value on the contract as mentioned on the MSX entry and is not limited to only the FY23 value.
- Est. billed Closed date must be at least 30 days in the future and after the estimated project end date listed on the nomination funding request
- Licensing program must be listed. EA and CSP licensing is in scope for Pre-Sales and DMP Partner Activities
 - Opportunities involving CSP licensing are eligible for commercial customers only. Public Sector and State-owned entities are NOT eligible to receive funding for CSP licensing opportunities
- D365 On Prem SKUs are not eligible and will not be considered when calculating ACV threshold and funding amount.

Recursos para Partners

- Promo Policy & FAQ: PartnerSource [link](#), Partner Transform [link](#)
- New "Migration Promotions" Tab [here](#)
- Recursos de venta en Cloud Champion [here](#)

New centralized migration page

On the Microsoft Dynamics 365 Partner Portal: <https://aka.ms/BCMigrations>

Everything you need to know about Migration Promotions

Microsoft

Home | Dynamics 365 for Partners | Solution Plays | Products | SMB | Programs | Training | Offers | Case Studies | Resources

Home > Dynamics 365 Migration >

Migrate to Dynamics 365

For on-premises Dynamics customers, transitioning to a cloud business model can feel daunting, even when advantages clearly outweigh maintaining existing platforms. Partners are an important extension of Microsoft in helping customers with this transition, offering implementation and industry expertise that can ensure success business outcomes.

There has never been a better time for on-premises Dynamics customers to move to Microsoft Dynamics 365 cloud solutions. As a strategic advisor, you are poised to help customers embrace this journey and ensure their systems are optimized and secure to capitalize on the benefits of the cloud.

Whether you're having a preliminary discussion, conducting an assessment, or mapping technical requirements, Microsoft has the resources to enable value-driven cloud migration conversations and planning with your customers.

Don't miss the NEW Migration Prospecting Tool Kit to help you engage with Nav / GP customers

Dynamics 365 Migration Program

The Dynamics 365 Migration Program simplifies and accelerates cloud migration for your Dynamics AX and Dynamics CRM customers. Among other assistance, the program provides a migration assessment that evaluates the technical effort needed to migrate to Dynamics 365 in the cloud. Your customers can receive migration assessments via two routes:

- Partner-managed:** Silver and Gold Cloud Business Applications competency partners may receive ECF funding to provide standard/advanced migration assessments directly to eligible customers. Available funding amount is dependent on deal size and complexity of the assessment. Visit the offers page to learn more and nominate your customers.
- Microsoft-managed:** Partners should reach out to customer's associated Microsoft account team members to apply for Microsoft-managed migration assessments.

Choose your path: Dynamics AX | Dynamics CRM | NAV / GP / SL | **Migration Promotions**

Current offers:

Bridge to the Cloud 2 (BTTC 2)

- Bridge to the Cloud 2 Promo Policy and FAQ
- Promotion Details and Resources to Partners
- Bridge to the Cloud 2 – Email to Partners

Cloud Migration Program (Legacy Offer – expiration June 2023)

- Promotion details and FAQ

Prior Offers (No longer available):

Bridge to the Cloud 1 (BTTC 1)

- Promotion details and FAQ
- Bridge to the Cloud 1 Promotion on PSBC

CSP Enhance Plan (Legacy Offer)

- CSP EP FAQ
- CSP Offer Details for Partners
- CSP EP Content on PSBC

Everything you need to accelerate NAV / GP / SL migrations

Choose your path: Dynamics AX | Dynamics CRM | **NAV / GP / SL** | Migration Promotions

Getting started

Understand the opportunity and build your strategy understand the opportunity

- Savvy SMB Leader's Guide to Cloud ERP
- TEI study for Migrating to Business Central
- Microsoft - 8 Steps to a Proactive Migration Strategy
- Top 5 Benefits of Moving to the Cloud Now – Infographic
- Get started as a reseller for Business Central online

How to Talk to Customers

Proactively reach out to your customers

- New Migration Prospecting Tool Kit - everything you need to reach out to customers
- Microsoft Dynamics Business Central overview webpage
- Move to the Cloud with Confidence – A Business Central Overview
- Business Central Customer TCO Calculator
- Watch Dynamics 365 Business Central demo
- Migrate from Dynamics on prem to Microsoft Dynamics 365 Business Central
- Learn how to create, connect and explore an optimized Business Central demo environment (Coming Soon)
- GP to Business Central Customer & Partner TCO
- GP Migration Partner Profitability Scenario
- GP Migration Customer TCO Scenario
- FY23 BizCentral Conversation Migration Guide
- GP Migration Customer TCO Scenario
- FY23 BizCentral Conversation Migration Guide

Technical resources

Find readiness and implementation resources

- What's New in GP – a webinar for partners (2022)
- What's New in GP – a webinar for partners (2022) – video
- Road to the Cloud: Transition Path for Dynamics GP to Business Central FAQ
- Dynamics NAV to Business Central FAQ
- Dynamics SL to Business Central FAQ
- Dynamics SL to Business Central pitch deck
- "How To" videos comparing Dynamics GP to Business Central
- Video: Migrate from Dynamics on prem to Microsoft Dynamics 365 Business Central
- Read the release notes
- Success by Design implementation guide
- Leverage learning courses
- Explore Samples and code resources

Success Stories

Leverage examples of migration success

- Faman Street
- Weeks Roses
- Super League Gaming (Coming Soon)
- Tipsa Modernizes Wine Industry
- Tipsa Modernizes Wine Industry
- Companial propels migration success for Microsoft Dynamics 365 Partners
- Additional Business Central customer stories

Announcements and events

Find the latest news and trainings

- Updates to the Dynamics Price List and On-premises Offers and Policies
- Register for the webinar on October 05, 2022
- 10 Reasons to Fall in Love with Business Central Workshop (2021)
- Running Dynamics GP and Wondering How to Move Your Business Data Into Dynamics 365 Business Central Workshop (2021)
- Drive Dynamics on prem adoption of Dynamics 365 Business Central with user-driven Enhancements & Improved Migration Tools Workshop (2021)
- Dynamics 365 Business Central Hands-on Workshop in a Day

Tools and Learning

- Migrate Dynamics GP data to the cloud - Business Central | Microsoft Docs
- Partner Value Prop on GP to BC Assessment
- GP to BC Assessment Benefits
- GP to BC Assessment FAQ
- Is it time to migrate your Dynamics on-prem solution to the cloud? - Customer Facing

Engage and Stay Connected

Connect with Microsoft and the community

- Submit your ideas to engineering
- Follow us on Twitter
- Browse Business Central Blogs
- Business Central Yammer Community (Coming Soon)

Dynamics SL Resources

- Dynamics SL partner update call with Microsoft, October 18 2022 - recording
- Dynamics SL Update Call, October 18 2022 - deck

Leverage the cloud migration prospecting kit

Designed to help you drive demand and facilitate customer conversations

Find the kit here: [Dynamics 365 Partner Portal \(microsoft.com\)](https://aka.ms/BCMigrations) | Programs | Migration
Link at the top of the page <https://aka.ms/BCMigrations>

Microsoft Dynamics 365 Business Central
Move to the cloud conversation guide

The most trusted and comprehensive cloud
Microsoft Cloud products and solutions are industry leaders on their own, but they're even more powerful when combined. Accelerate innovation by using Microsoft Azure, Microsoft Power Platform, Dynamics 365, Microsoft Teams, and tailored industry solutions.

Partner guidance
Differentiate your Microsoft business from the competition and drive more revenue by offering small and midsize business (SMB) customers a cloud-based business management solution to solve today's challenges. Use this guide to start a conversation with your customers and keep them take the next step.

Target customers
Dynamics NAV, GP, and SL installed base

Target audience
Business owners, IT/CMs, and partners

Microsoft Dynamics 365 | See resources on our page

Know your customer's situation

- Frustrated about their business
- Employee churn due to outdated tools
- Legacy systems prevent business process optimization
- Inefficiencies and information silos due to multiple, disconnected systems
- Vulnerable to a risk incident like security breach or data loss

Top concerns include:

- Lack an easy, hassle-free transition from their current solution to maximize business disruption
- Sensitive to software stability and cost to migrate data
- Complex customizations are necessary
- Concerned about integration with other line-of-business systems

Benefits of cloud-based business applications

Improve security, privacy and reliability
Sensitive business data is stored in highly secure, state-of-the-art Microsoft datacenters. Your data will be there when you need it. Backed by a 99.99 percent uptime service-level agreement (SLA).

Enable scalability, flexibility and easier onboarding
Support business growth without costly changes to your IT infrastructure, including the ability to quickly activate and deploy new users.

Free up IT resources to work on more strategic tasks
Improve IT productivity by reducing the complexity associated with managing hardware and software and providing support. Eliminate the hassle of software maintenance tasks and refocus people on strategy.

Reduce the cost of maintaining hardware
Reduce time and money spent on infrastructure refreshes, major software and hardware updates, utility costs, and maintenance by shifting to the cloud.

Access more tools to work smarter and create a higher connected business
Typically, CRM, ERP, and SCM data has been maintained separately. Dynamics 365 connects your business and provides interoperability with Teams, Outlook, Excel, and more.

Adapt to your business needs
Enhance your Dynamics 365 experience with apps on the Microsoft AppSource or extend using the Microsoft Power Platform.

Always be current and compliant
With Dynamics 365 in the cloud, you will have the most current software to run your business and maintain the highest standard of compliance.

Sales guide

Get the power of the cloud.

Learn best practices to keep up with the speed of business.

Request a demo today.

Microsoft Dynamics 365

Social graphics

Get the power of the most trusted and comprehensive cloud.

Microsoft Dynamics 365 Business Central can help you unlock the insights needed to adapt faster, work smarter, and perform better.

Take your business to the next level.
Read the e-book today.

Infographic

SMB leader's guide to moving to the cloud with confidence

How to tackle cloud migration projects and unlock the business insights needed to adapt faster, work smarter, and perform better

Microsoft Dynamics 365

eBook

How are you feeling? Swamped, overwhelmed, juggling too many priorities. That's what I've been hearing from a lot of people this year. The ever-accelerating pace of business is pushing many to rethink the phrase *work smarter, not harder*.

While I've never been a huge fan of the phrase, I've learned that the most successful business leaders that I've worked with are those that have embraced digital technology. These leaders have mastered the ability to truly capitalize on technology investments to work smarter and create an adaptable innovative culture.

It's easier said than done. Deciding which technology to adopt and how best to use it is extremely challenging, especially when you already have too much on your plate. Let us help. We have a proven process to align the right cloud business applications to your desired business strategies and outcomes.

Nurture emails

Recursos de Venta Migración en Cloud Champion

Recursos de Ventas

RECURSOS DE VENTAS

HERRAMIENTAS

ENLACES DE UTILIDAD PARA VENTAS

TRUCOS Y BUENAS PRÁCTICAS DE OFFICE 365

REPOSITORIO

Queridos Partners,

Hemos preparado unos assets de marketing en castellano alrededor de "por qué migrar", "cuando migrar", "análisis económico", etc. Los queremos compartir aquí con vosotros para que os sirvan de ejemplo o base para poder crear vuestros propios contenidos a compartir con clientes. Veréis que todos los enlaces son parte de unas landing pages, sin embargo, estas ya no tienen uso.

¿Por qué migrar?

- POR QUÉ.
Compelling Events – ¿Cuándo y por qué migrar a Dynamics 365 – CloudMigration
- POR QUÉ.
Razones del alto coste de los ERPs on-premise tradicionales – Factores económicos del cambio – CloudMigration

Promociones vigentes

Dynamics 365 Partner Portal (microsoft.com)

¿Cuándo migrar?

- CUÁNDO.
¿Cuál es el momento adecuado para actualizar a Dynamics 365 – Dynamics 365 Migration Journey – CloudMigration

Descargar ebook

Ebook:
Por qué migrar a Microsoft Dynamics 365 ahora-LR

Análisis económico

Es el punto central de la siguiente presentación:

- Análisis económico y de costes

Repositorio de vídeos

- Necesita tu empresa un cambio urgente
- Ahora es el momento de acelerar tu negocio

Feedback +

Principales razones para migrar su NAV o AX a Dynamics 365



1
Mi ERP está cerca del fin de vida de soporte versiones NAV y AX



2
Mi ERP no cumple con los estándares actuales de seguridad y cumplimiento



3
Mi ERP genera gran esfuerzo de mantenimiento y costes extra



4
Mi ERP no funciona en la nube y no facilita su uso remoto y multiusuario



5
Mi ERP no facilita el trabajo en equipo ni la innovación



6
Mi ERP es poco flexible y las integraciones son complejas

Es el mejor momento para modernizar su ERP

Es posible que su sistema ERP se haya convertido en un limitador de su crecimiento, agilidad y control del negocio. ¡Es el momento de actualizar!

Consulte las ofertas

Beneficios y oportunidades coyunturales para la migración

📄 **Descuentos en el servicio/licencias ERP Dynamics 365**
Promociones vigentes en la compra de licencias y otros servicios Dynamics 365

🇪🇺 **Ayudas de la unión europea, administración nacional y local**
Beneficios, subvenciones y ayudas de las administraciones públicas (Next Generation, Kit Digital, Bonificaciones a la Innovación...)

Agenda

- ¿Por qué ir a la nube? (20 mins)
- ¿Cómo podemos ayudar? (20 mins)
- Q&A (20 mins)

Top FAQs Pt. 1

Bridge to Cloud 2

1. Will CSP price changes (including currency FX updates) impact Bridge to the Cloud 2 customers?

- The price of seat-based cloud offers in legacy CSP and new commerce CSP is determined by the price in effect upon subscription's purchase (or renewal if later) and remains unchanged during the subscription's term. Such price is also applied to seats added during the subscription's term.
- The Bridge to the Cloud 2 promotion provides a 40% percent discount on subscription pricing (as set forth in the prior paragraph). Therefore, the CSP cloud price update scheduled for April 1, 2023, (which impacts certain European currencies) will apply to new or renewal subscriptions after that date (with final customer pricing determined by the channel partner). More information on the announced pricing update is available [here](#).

BtC 1 Specific: Customers on BtC1 **only** have price protection until the end of their 1-year term (promotes 1 year term (renewable for a max period of 4 years))

Top FAQs Pt. 2

Bridge to Cloud 2

- 2. \$0 Users (only applicable for customers migrating to Business Central).** If and after a customer's annualized NCE promotional license cost (after applying the 40% promotional discount but before partner margin discount) exceeds twice its annual EP cost (before partner margin discount) for equivalent usage, the customer may request extra licenses at no additional cost for use during the promotional period with a value (computed using the promotional price) up to, but not exceeding, twice the EP cost. NOTE: PERIOD is first 60 days
- 3. Can a customer reduce users?** The promo term is 3 years. Customers can increase users at any time during the term but can only reduce users within the first 7 days of the seats being licensed (NCE Terms). Any reduction that reduces the subscription value below the minimum licensing requirement is not permitted
- 4. Will additional users (not at \$0 cost) have promo pricing?** Yes, customers can choose to license additional users during the promo subscription term with the 40% discount applied.
- 5. Can a Customer change partner?** No, as per NCE rules, the customer won't be able to change partner during the subscription term.

Top FAQs Pt. 3

Bridge to Cloud 2

6. **Will we have any To-Customer Assets? & Calculator?** Yes, these will be published in the Transform [portal](#)
7. **Can my customer transfer from a legacy migration promo (Bridge to the Cloud 1, CSP-EP, CMP) to Bridge to the Cloud 2?** No, transfers from legacy promos to Bridge to the Cloud 2 are not permitted
8. **Will legacy promos be available in NCE?** Legacy promos will remain in legacy CSP until further notice. Legacy CSP offers without a new commerce equivalent and/or migration path will remain eligible for legacy CSP incentives after December 31, 2022, until the offer is retired or available in new commerce. More information on incentives changes can be found [here](#)
9. **How is BtC2 promo ordered?** Instructions on how to apply the promotion when licensing Dynamics 365 offers through NCE are outlined on [this announcement](#) and will be added to the FAQ in Transform

How to apply the BTTC2 promo in Partner Center

1. From the Partner Center main menu, select "Customers" and then choose the applicable customer.
2. Select "+New Subscription".
3. On the Online Services tab, search for the desired Dynamics 365 product. It must be labelled "New Commerce Experience" to be eligible for the promotion.
4. Enter desired quantity and select "Add to Cart".
5. Add any additional products to be purchased to the cart. Select "Review".
6. On the review screen, choose the "Triennial" term for the promotional products (only purchases with a fixed 3-year term are eligible).
7. Select "40.00%, Bridge to the Cloud 2 (BTTC2) Promo" from the "Promotions" dropdown box.
8. Select "Details" to confirm that you've selected the "Bridge to the Cloud 2" promotion. Then select "Done".
9. Select "Buy" to complete the purchase.

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.

[Collapse all](#)

Product

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

Dynamics 365 Business Central Premium **New Commerce Experience**
By Microsoft Corporation - License

Term:

Promotions: (Dropdown menu open showing: None, 40.00 %, Bridge to the Cloud 2 (BTTC2) Promo -)

Segment: Commercial

Billing frequency:

End date alignment ⓘ: [View subscription end-dates](#)

Align end date with calendar month

After this, you will send proof to mbsquery@microsoft.com, they will check that the CSP subscription meets the minimum licensing requirement & will then renew the EP at zero cost



¡Gracias!