



Global Promo Readiness Guide

September 2022

Microsoft



The content presented in this guide was last updated on:

September 2022

Any changes applied after this date will be included in the next version of this guide.

Promo guide contents



Your promo guide contains three sections:

Section 1

- [Useful information on how to use promos](#)
- [Useful resources](#)

Section 2

- [Promo calendar](#)

Section 3

- [Detailed information by individual promo](#)

Section 4

- [New commerce experience \(NCE\) promotions](#)



Navigating the promo calendar view

If you want to know more about a launch, select the title. You'll be automatically redirected to the details page. Additionally, you can refer to the following legend:



Start date



End date



Extended date



Do you want to know more about Microsoft's offers?

You might want to check:

- Your [Partner Center Announcements page](#).
- The [Operations Readiness Resource Gallery](#).



Useful information on how to use promos | Volume Licensing and CSP

Promotional discounts are end-customer benefits. Partners are expected to pass the discount on to their customers.

Channel	Identifier	On price list	In Partner Center	Identifier SKU
Volume Licensing (EA, EAS, EES)	Promo Offers/SKUs	Yes	No	Display Name: Office 365 E1 Promo SKU ID: AAA-12345
CSP	Promo Offers/SKUs	Yes	Yes	Display Name: Office 365 E1 Promo SKU ID: AAA-12345
CSP	Campaigns	No	Yes	Display Name: Office 365 E1 Offer GUID: 91fd106f-4b2c-4938-95ac-f54f74e9a239

Additional notes for CSP campaigns:

- If the promotion is restricted to “new customers only,” technical enforcement will apply to new customer tenants, as defined by the promotion eligibility rules.
- No conversion is required at the end of the promotion; customers will make an annual commitment as part of the promotion.
- Billing is consistent with any existing CSP purchases; monthly billing starts when purchases are made.
- When the promotional rate expires, normal prices apply.
- Charges will appear on your monthly bills when promotions are in effect or expire.

EA = Enterprise Agreement

EAS = Enterprise Agreement Subscriptions

EES = Enrollment for Education Solutions

CSP = Cloud Solution Provider

Useful resources

Information related to promos in Partner Center can be found at:

[Promotion support](#)

You can also use your regular support channels ([CLT](#) for Volume Licensing, [Partner Center Support](#) for CSP) to log a call if needed.

What's changed since our last publication?

Since our last publication, the following items have been changed:

We've made an Excel version of the promo file available to partners who wish to ingest this information directly into owned tools. You can download the file [here](#).

The following promotions have been removed:

- Dynamics AX migration promo
- N and H series promo
- Advanced Communications promo in CSP and Web Direct
- Business Voice share shift promo in CSP (33% without calling plan, 25% with calling plan)
- Advanced Communications promo
- Audio Conferencing offer

The following promotions have been extended/adjusted:

- Dynamics 365 Business Central SMB On-Prem Transition (Bridge to the Cloud) promo
- Microsoft Viva promo
- Dynamics Cloud Migration promo
- Discount on the Power Virtual Agent promo has been adjusted to 80 percent on Power Virtual Agent and 77.77 percent on Chat Session Virtual Agent.

The following promotion has been added:

- Windows 365 Business promo
- Windows 365 Enterprise promo
- Business Central (Ukraine) promo
- Microsoft 365 SMB New Customer and Upsell promo

September promotions | Partner and customer offers

	Title	Description	Programs	Discount	Start date	August 2022	September 2022	October 2022	Going forward
Business Applications	Dynamics cloud migration promo	Dynamics cloud migration promo	CSP	40%	▶ Aug 1				◆ Jun 29
	Dynamics 365 Business Central SMB On Prem Transition (Bridge to the Cloud) promo	Dynamics 365 Business Central (Cloud)	CSP	60%	▶ Sep 1				◆ Dec 31
	Power Virtual Agent (PVA) promo	Power Virtual Agents Chat Session for Virtual Agent	EA, EAS, CSP, Web Direct	80%	▶ Apr 1				■ Mar 31
Modern Workplace	Microsoft Viva promo	Introductory pricing for the new Microsoft Viva Suite	EA, EAS, CSP, Web Direct	25%	▶ Nov 1				◆ Dec 31
	Discount on Education Insights promo	Discount on Education Insights promo	EES (VL), CSP, Web Direct	75%	▶ Feb 1				■ Jan 31
Azure	Synapse New Capabilities promo	Azure Synapse Analytics	All	100%	▶ Feb 1				◆ Dec 31
	Cybersecurity with Azure AD Premium Plan 2 for MSPs with DAP	Cybersecurity with Azure AD Premium Plan 2 for MSPs with DAP	CSP	100%	▶ Oct 1			■ Oct 1	

Select a promo to view detailed description

▶ Start date

■ End date

◆ Extended date



Dynamics cloud migration promo

Promotion summary

This new promotion provides discounted Dynamics 365 online services to drive customers' migration to the cloud. It also supports customers who have started their digital transformation journey under legacy migration offers to transition to the new promotion pricing.

Benefits

The cloud migration promotion offers the following benefits to customers:

- 40 percent discount for Dynamics 365 Online Services with a three-year subscription, providing price predictability during migration to the cloud.
- Dual-access rights (concurrent on-premises and cloud use), supporting user access prior to on-premises solution sunset when cloud migration is complete.
- Supports phased cloud migrations, allowing organizations to add new users through the term of the promotion.

Terms

Subscription term: Three-year subscriptions; promotional price isn't renewable.

Licensing requirements:

- All Dynamics on-premises licenses (Dynamics AX, CRM, Government partner, NAV, Subscription License, and others) with an active Dynamics Customer Services and Support plan (for example, Enhancement Plan or Advantage Plan) or Software Assurance (SA) and renewing into Dynamics 365 online services.
- All Dynamics 365 Online Services with active subscriptions for Dynamics 365 from SA or Dynamics Price List, Dynamics 365 Cloud add-on, Dynamics 365 Qualified offer, or Dynamics 365 Cloud Migration offer.

This promotion isn't applicable to net-new cloud customers or inactive Dynamics on-premises customers.

Duration

August 1, 2021 to June 29, 2023

Geography

Worldwide

Promo type

CSP (on price list); 36-month subscription in CSP

Products

Dynamics Base + Attach subscriptions (Sales, Cust Serv, Finance, SCM, Commerce, and Biz Central)

Discount percent and discount description

40 percent

Customer eligibility

Existing Dynamics on-premises customers with active annuity renewing to cloud

End customer value prop

Provides "introductory" promotional price for customers renewing from on-premises to cloud

Partner value prop

Retire cloud revenue and/or cloud customer add quotas or partner incentives

How it works

Eligible customers may purchase on-price list promotion SKUs at 40 percent discount

Next steps/Learn more

Visit [this page](#) to learn more.

SKUs/Offer ID

A/C/D/U	Offer display name	Offer ID	License agreement type	Secondary license type	Material
ADD	Dynamics 365 Business Central Device (36 mo) Cloud Migration Promo	db62c1d1-f927-43c1-8a39-0b3f07f6d176	Corporate	NON-SPECIFIC	1OV-00007
ADD	Dynamics 365 Business Central Essentials (36 mo) Cloud Migration Promo	f2ed7088-0d8f-45c5-813c-c21029134976	Corporate	NON-SPECIFIC	1OT-00007
ADD	Dynamics 365 Business Central Premium (36 mo) Cloud Migration Promo	65d10f3b-b374-42f6-b699-a413b3a063cb	Corporate	NON-SPECIFIC	1OR-00007
ADD	Dynamics 365 Business Central Team Member (36 mo) Cloud Migration Promo	f4f7e087-922b-40ec-86e7-e401796fe23a	Corporate	NON-SPECIFIC	1OX-00007
ADD	Dynamics 365 Commerce (36 mo) Cloud Migration Promo	98aabb2-b68c-4203-aefd-d8775e64be7d	Corporate	NON-SPECIFIC	SAQ-00012
ADD	Dynamics 365 Commerce Attach to Qualifying Dynamics 365 Base Offer (36 mo) Cloud Migration Promo	f88e7c3d-ecb3-42f7-8f7d-ccb7398cc2c5	Corporate	NON-SPECIFIC	GZJ-00013
ADD	Dynamics 365 Customer Service Enterprise (36 mo) Cloud Migration Promo	f88e7c3d-ecb3-42f7-8f7d-ccb7398cc2c5	Corporate	NON-SPECIFIC	GZJ-00013
ADD	Dynamics 365 Customer Service Enterprise Attach to Qualifying Dynamics 365 Base Offer (36 mo) Cloud Migration Promo	305c3cab-80df-440d-a54a-2b0137e51343	Corporate	NON-SPECIFIC	SCC-00012
ADD	Dynamics 365 Customer Service Professional (36 mo) Cloud Migration Promo	3d169b0c-3407-44c3-a1c8-207c56994f58	Corporate	NON-SPECIFIC	MET-00009
ADD	Dynamics 365 Customer Service Professional Attach to Qualifying Dynamics 365 Base Offer (36 mo) Cloud Migration Promo	7c40b2af-5369-4ca6-80df-4c1b2d746eaf	Corporate	NON-SPECIFIC	SCV-00011
ADD	Dynamics 365 Field Service (36 mo) Cloud Migration Promo	4d5518d5-60bb-4b81-8fd7-bd436a3411e4	Corporate	NON-SPECIFIC	DEH-00025
ADD	Dynamics 365 Field Service Attach to Qualifying Dynamics 365 Base Offer (36 mo) Cloud Migration Promo	941210ab-930c-484a-8612-732d48dbeb09	Corporate	NON-SPECIFIC	SCN-00012
ADD	Dynamics 365 Finance (36 mo) Cloud Migration Promo	93a52eda-60cc-4da2-a84f-735a4a2db357	Corporate	NON-SPECIFIC	SFV-00020
ADD	Dynamics 365 Finance Attach to Qualifying Dynamics 365 Base Offer (36 mo) Cloud Migration Promo	859d29ee-723f-40fa-9325-603775252d8e	Corporate	NON-SPECIFIC	SAJ-00017
ADD	Dynamics 365 Human Resources (36 mo) Cloud Migration Promo	6733fb71-baf9-4cb3-83b3-06aefc26db65	Corporate	NON-SPECIFIC	UUF-00019
ADD	Dynamics 365 Human Resources Attach to Qualifying Dynamics 365 Base Offer (36 mo) Cloud Migration Promo	a9eead9c-ffc2-48d9-b496-c817333ae618	Corporate	NON-SPECIFIC	UUH-00012
ADD	Dynamics 365 Operations – Activity (36 mo) Cloud Migration Promo	8143e3c3-4cb9-4a8b-9949-23793bf78726	Corporate	NON-SPECIFIC	GHK-00010
ADD	Dynamics 365 Operations – Device (36 mo) Cloud Migration Promo	3390b98b-3b96-41f9-bdcc-70c090280969	Corporate	NON-SPECIFIC	GXU-00006
ADD	Dynamics 365 Project Operations (36 mo) Cloud Migration Promo	e766369b-86bc-48e7-9e18-26e470095af4	Corporate	NON-SPECIFIC	1S7-00027
ADD	Dynamics 365 Project Operations Attach (36 mo) Cloud Migration Promo	5c2275a2-c8b6-4952-90ba-af687a54a0ee	Corporate	NON-SPECIFIC	1SD-00020
ADD	Dynamics 365 Sales Enterprise Attach to Qualifying Dynamics 365 Base Offer (36 mo) Cloud Migration Promo	7107677f-79e1-4531-9c5c-7afe7822d30a	Corporate	NON-SPECIFIC	SAT-00011
ADD	Dynamics 365 Sales Enterprise Edition (36 mo) Cloud Migration Promo	6b78a88c-a074-4ed8-ae2c-9248f4762758	Corporate	NON-SPECIFIC	DGP-00036
ADD	Dynamics 365 Sales Professional (36 mo) Cloud Migration Promo	750ba517-38e3-4a4f-8b09-8639edf0325c	Corporate	NON-SPECIFIC	NCR-00011
ADD	Dynamics 365 Sales Professional Attach to Qualifying Dynamics 365 Base Offer (36 mo) Cloud Migration Promo	030010ac-336f-4b58-9627-8232ab53853f	Corporate	NON-SPECIFIC	SDG-00012
ADD	Dynamics 365 Supply Chain Management (36 mo) Cloud Migration Promo	3fa32a99-025f-4e05-96d7-89604e17cf92	Corporate	NON-SPECIFIC	S2R-00019
ADD	Dynamics 365 Team Members (36 mo) Cloud Migration Promo	0158d63f-4ec0-430c-9466-3f78d51fc1ca	Corporate	NON-SPECIFIC	MTH-00010

Dynamics 365 Business Central SMB OnPrem Transition (Bridge to the Cloud) promo

Promotion Summary

This promotion is specifically defined to provide a transition path for customers who wish to migrate their custom solutions to Business Central online over the next two to three years. It provides customers with a monthly online licensing equivalent to their existing annualized enhancement plan (EP) value and the ability to continue to use their on-premises solution while working with their partner to transition to online services throughout the offer term. Customers who enrol in this offer sign up for a one-year term with the option of renewing for three additional years.

Duration

September 1, 2021 to December 31, 2022

Geography

Worldwide

Promo type

CSP (on price list)

Products

Dynamics 365 Business Central, on-premises, Dynamics NAV, Dynamics GP, and Dynamics SL

Discount percent and discount description

60 percent

Customer eligibility

Must be active on DPL Enhancement Plan to qualify

End customer value prop

Customer receives the following benefits:

- Price point equal to EP renewal quote
- Dual use and downgrade rights to their current on-premises DPL product
- Monthly billing option (subject to CSP partner approval)
- Dynamics 365 Business Central (cloud) licenses when ready to migrate

SKUs/Offer ID

Offer display name	Offer ID	License agreement type	Secondary license type	Material
Dynamics 365 Business Central Device SMB OnPrem Transition Promo	5b7b73ca-52b5-48c7-a80d-c84e1f60c883	Corporate	NON-SPECIFIC	1OV-00008
Dynamics 365 Business Central Essentials SMB OnPrem Transition Promo	ac04b008-66eb-4e65-ad52-cdd4d2c52a01	Corporate	NON-SPECIFIC	1OT-00008
Dynamics 365 Business Central Premium SMB OnPrem Transition Promo	f67a7116-9627-45c2-b62e-836824c46a8f	Corporate	NON-SPECIFIC	1OR-00008
Dynamics 365 Business Central Team Members SMB OnPrem Transition Promo	dc909661-fb24-4ec4-827e-34429bf330d8	Corporate	NON-SPECIFIC	1OX-00008

Partner value prop

This promo will allow you to market effectively against Salesforce Essentials.

How it works

Partner role: Steps to ensure that customers continue to receive their Enhancement Plan benefits and access their on-premises solution.

1. Ensure that customers meet the licensing requirement:
 - a. Dynamics 365 Business Central online purchase with an annualized total greater than or equal to their Enhancement Plan renewal amount.
2. Submit the customer's CSP order confirmation, and one or more of the following to the Regional Operations Center (ROC):
 - a. PartnerSource Business Center account number (preferred)
 - b. Customer tenant ID
 - c. Order confirmation for the initial order (order start date, promo name, quantity)
 - d. If you're not a SPA partner and do not have access to PSBC, send the information to one of the following email addresses based on your customer's country location:
 - i. US, Canada, LATAM: mbsorder@microsoft.com
 - ii. Europe, Middle East, Africa: mbsquery@microsoft.com
 - iii. APOC, China, Japan, India: mbslques@microsoft.com
3. Partner must ensure customers' continued compliance throughout the year. Customers who do not remain active on CSP will be liable for EP lapsed fees from the period that they enrolled in the promo.
4. Current PSBC partners will need to opt their customers out of auto-bill to prevent autorenewal of the next year's plan.
5. Partner must provide:
 - a. Partner MPN ID
 - b. Partner PSBC account (if applicable)
6. Partner Questions/Queries
 - a. Direct to ROC alias.

Next steps/Learn more

[Bridge to the Cloud Promotion](#)

Power Virtual Agent (PVA) promo

Promotion Summary

Try Microsoft Power Virtual Agents and Chat Session for Virtual Agent for a discounted price and a limited time.

Duration

April 2022 to March 31, 2023

Geography

Worldwide, except China

Promo type

Volume licensing (EA, EAS, MPSA, EES),traditional CSP, Web Direct, new commerce experience (breadth)

Products

Power Virtual Agents
Chat Session for Virtual Agent

Discount percent and discount description

80 percent for Power Virtual Agents and 77.77 percent for Chat Session Virtual Agent

For new commerce breadth, see the latest [Operations Promo Guide Excel File](#) for the latest list of promotion IDs and product SKUs for all new commerce promotions. The new commerce promotion details tab in the excel file allows partners to filter by promotion type.

Customer eligibility

None

End customer value prop

Build bots easily and quickly; engage employees and customers.

Partner value prop

Help your customers empower their teams to quickly and easily create intelligent bots.

How it works

Not applicable

Next steps/Learn more

[Power Virtual Agents](#)

Select header to return to calendar view

Microsoft Viva promo

Promotion summary

Receive introductory pricing on Microsoft Viva, the new employee experience platform that brings together communications, knowledge, learning, resources, and insights in the flow of work.

Duration

November 1, 2021 to December 31, 2022

Geography

Worldwide

Promo type

Modern Workplace

Products

EA, EAS, CSP, Web Direct

Discount percent and discount description

25 percent

Customer eligibility

Available to all customers

End customer value prop

Receive introductory pricing on new product

SKUs/Offer ID

CSP price list

Partner value prop

Reduced pricing to help introduce new product to customers

How it works

Price promotion using a campaign ID in Partner Center, price list SKU, or from the microsoft.com site

Next steps/Learn more

[Employee Experience and Engagement | Microsoft Viva](#)

CSP campaign

Microsoft Viva Promo

Campaign ID

7874b283-f5ee-4acd-a6f5-0f2dc5610838

EA

Viva Suite Per User Introductory Pricing

SKU

IM3-00009

Microsoft.com

[Employee Experience and Engagement | Microsoft Viva](#)

Offer display name	Offer ID	License agreement type	Secondary license type	Material
Microsoft Viva	2d09b4fb-00dc-4b29-a12f-776991d54ea3	Corporate	NON-SPECIFIC	IM3-00005

Select header to return to calendar view

Discount on Education Insights promo

Promotion Summary

Education Insights Premium empowers education leaders and staff with data-driven collaboration to help improve student outcomes. Get a 75 percent discount on Education Insights Premium for a limited time, which reduces cost from approximately USD3.00 per student per year to USD0.75 per student per year. This promotion is valid across EES, CSP, and Web Direct. Promotional pricing is valid for the entire term of the contract.

Duration

February 1, 2022 to January 31, 2023

Geography

Worldwide

Promo type

EES, CSP, and Web Direct

Products

Education Insights Premium

SKUs/Offer ID

CSP campaign	Campaign ID
Education Insights Premium Promo	309d77c9-47ab-46c3-9abe-70a57f76950d
Web Direct	Promo code
Education Insights Premium Promo	dd2c8a40-a2da-425b-8c14-fff7ab5e1e4c
EES	SKU
Viva Suite Per User Introductory Pricing	CE8-00006

Discount percent and discount description

75 percent

Customer eligibility

New, renewing, and existing EES, CSP, or Web Direct customers

End customer value prop

This provides an opportunity to upgrade to purchase additional analytics and functionality at a discounted price.

Partner value prop

You'll help customers upgrade their Teams experience.

How it works

Not applicable

Next steps/Learn more

[IT Admin Guide to Education Insights in Microsoft Teams](#)

[Leaders Guide to Education Insights Premium](#)

[Education Insights - Complete Guide for Education Leaders](#)

[Leveraging Data for Systematic Action with organizational-level insights:](#)

[Microsoft Educator Center](#)

Synapse new capabilities promo

Promotion Summary

Azure Synapse Analytics, an Azure service, launched the following new capabilities in December 2020:

1. Synapse Serverless SQL (also known as pay per query or SQL on demand): This is a pay-per-query capability where customers can query data stored in Azure Data Lake Storage.
2. Synapse Spark: This can be used to run Apache Spark jobs from Synapse. The promo offers a limited number of free quantities of Synapse Serverless SQL (up to 10 TB of data processing per month, which has a value of USD50/month) querying per month and Synapse Spark (up to 120 vCore-hours per month, which is around USD20).

Duration

February 1, 2021 to December 31, 2022

Geography

All Azure regions where the service is available

Promo type

CSP, VL, Web Direct

Products

Azure Synapse Analytics

Discount percent and discount description

100 percent

Free quantities of Synapse Spark (up to USD20 per month) and Synapse Serverless SQL (up to USD50 per month)

Customer eligibility

Customers with Azure subscriptions

End customer value prop

Customers can try a free limited quantity of new capabilities for which we will provide step-by-step tutorials for free.

Partner value prop

Introduce existing Azure customers to new capabilities introduced in Synapse Analytics, for free for a limited time.

How it works

Customers sign up using their existing Azure subscriptions.

SKUs/Offer ID

Not applicable

Next steps/Learn more

[Azure Synapse Analytics](#)

Select header to return to calendar view

Cybersecurity with Azure AD Premium Plan 2 for MSPs with DAP

Promotion Summary

A free 12-month subscription of Azure AD Premium Plan 2 for partners in the Cloud Solution Provider (CSP) program with delegated administrative privileges

Duration

October 1, 2021 to October 1, 2022

Geography

Worldwide

Promo type

CSP

Products

Azure Active Directory Premium P2

Discount percent and discount description

100 percent

Customer eligibility

Partners in the CSP program with DAP

End customer value prop

Increased security

Partner value prop

Managed service providers can protect access to customer data.

How it works

Sign up [here](#) and see Next steps/Learn more for more information.

SKUs/Offer ID

Not applicable

Next steps/Learn more

partner.microsoft.com/resources/detail/cybersecurity-with-azure-ad-pdf

New commerce
experience
promotions



New commerce experience promotions

The following is a list of promotions available in new commerce experience. Some of these promotions might also be available in traditional license-based Cloud Solution Provider (CSP).

- [Microsoft Viva promo](#)
- [Power Virtual Agent \(PVA\) promo](#)
- [Windows 365 Business promo](#)
- [Windows 365 Enterprise promo](#)
- [Business Central \(Ukraine\) promo](#)
- [Microsoft 365 SMB New Customer and Upsell promo](#)

For details about how promotions work in the new commerce experiences, review the [how-to topic for new commerce promotions](#). This includes valuable functional information about promotions in the new commerce world.

As with all transactions, partners should pay special attention to the review screen in the Partner Center checkout experience to ensure the promotion is being applied they expect.

New commerce promotions can be retrieved using the Partner Center API or by viewing the promotion in the Partner Center catalog experience. For additional details on discovering, operationalizing, and verifying eligibility for new commerce promotions, see:

- Partner Center [Introduction: New commerce promotions](#)
- Partner Center [New commerce license-based overview](#)
- [New commerce experience handbook](#)

List of promotions

New commerce promotions are most easily viewed using the [Operations Promo Guide Excel file](#). This file has a tab for new commerce details and includes all active current new commerce promotions. Partners can filter and sort the data. Filtering by column A, **Promotion Type**, partner can quickly find the promotion type that they're looking for. The file includes the following data:

- **Promo type:** These fields align to the promotions listed in the previous section, such as list: Business Voice promo and Pro Direct Support promo. Use the next fields listed to see further details about each promotion type.
- **Promo Id:** The promo ID is made up of three IDs delimited by a colon and represents the promotion that is applied. The promo ID shows up in the reconciliation file after purchase and throughout the Partner Center experience. This is an example of a promo ID—39NFJQT1PFPJ:0007:39NFJQT1Q5FN. The last value, sometimes called the promotion's availability ID, can change if the promotion is edited or reissued by the system. Partner Center API users should always get the current promotion IDs if they are transacting through the APIs.
- **Promo name:** This is the name of the promotion as it appears in the Partner Center user interface, along with the other promotion details. This should also be the title of the SKU being purchased.
- **startDate:** This is the date the promotion became available.
- **endDate:** This is the date from which the promotion is expected to no longer be available.
- **AutoApplied:** This indicates if the promotion is automatically applied when transacting. Currently all new commerce promotions are auto-applied.
- **Product Id:** This is the product ID being purchased that the promotion is configured for.
- **SKU Id:** This is the SKU ID being purchased along with the product Id.
- **Term:** This refers to the term of the product and SKU that the promotion is configured for.
- **Billing Cycle:** This is the billing plan of the product, SKU and term that the promotion is configured for.
- **Discount type:** This field indicates whether the promotion is a percentage discount or a fixed discount. All current new commerce promotions are a percentage discount.
- **Discount value:** This field describes the amount of discount.

You can view the actual promotion IDs in the Partner Center catalog purchase experience as well as the promotion details that are returned when calling the getPromotions API.

Verify promotions before being billed

Partners can check the estimates file or unbilled open period line items by going to the Partner Center billing page or by calling the Partner Center APIs to see if promotions were applied to a transaction. The **PromotionID** indicates whether or not the promotion was applied, and the **EffectiveUnitPrice** indicates the price after discount. On average, these details are updated six hours after the transaction. However, sometimes they can take as little as one hour or as long as 24 hours due to system latency.

Partners can also verify if the promotion was applied in the Partner Center order history and activity logs.

Additional information

The discount is calculated as $(\text{promo price} - \text{unit price}) / \text{unit price}$. Promotions don't apply to nonprofit, academic, and government prices available in CSP.

Purchase price and details:

- Promotional details can be viewed using the Partner Center API or by viewing the promotion in the Partner Center catalog experience.
- Apply the percentage discount in the promotion details to unit prices on the posted price list to determine the expected price.
- You can find purchased promotions in the reconciliation file after the purchase is billed.

Autorenewal:

- **Annual.** At the end of a 12-month subscription, promotion renews into regular price, which includes any price increases that might have been announced.
- **Monthly.** Renews monthly at the promo price during the promo term. Once the promotion ends (June), the subscription will renew into the regular SKU price, which will include price increases that went into effect during the promo period.

Midterm conversions and promotions:

- Midterm conversions of term or billing plan are currently not possible if the subscription was purchased via a promotion, including the monthly and annual term promotional discounts that went into effect on January 10, 2022, on commercial seat-based offers in new commerce.
- If the subscription has a promotion applied, the term and billing plans can be changed only at the end of the subscription's term.

Important

A subscription that has been acquired with a promotion disables the ability to change term and billing cycle. Partners that need to change these properties will need to wait until the end of the current subscription term to do so and acquire a new subscription, letting the old subscription end, turning off auto-renew. This is true for both mid-term changes and scheduled changes.

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

Microsoft Viva promo

Promotion summary

Receive introductory pricing on Microsoft Viva, the new employee experience platform that brings together communications, knowledge, learning, resources, and insights in the flow of work.

Duration

November 1, 2021 to December 31, 2022

Geography

Worldwide

Promo type

CSP

Products

Microsoft Viva

Discount percent and discount description

25 percent

See the latest [Operations Promo Guide Excel file](#) for 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

All customers

End customer value prop

Receive introductory pricing on new product

Partner value prop

Reduced pricing to help introduce new product to customers

How it works

Not applicable

Next steps/Learn more

[Employee experience and Engagement for Microsoft Viva](#)

Power Virtual Agent (PVA) promo

Promotion summary

Try Microsoft Power Virtual Agents and Chat Session for Virtual Agent for a discounted price and a limited time.

Duration

April 2022 to March 31, 2023

Geography

Worldwide, except China

Promo type

Volume licensing (EA, EAS, MPSA, EES), traditional CSP, Web Direct, new commerce experience (breadth)

Products

Power Virtual Agents

Chat Session for Virtual Agent

Discount percent and discount description

80% Power Virtual Agent

77.77% Chat Session Virtual Agent

For new commerce breadth, see the latest [Operations Promo Guide Excel File](#) for the latest list of promotion IDs and product SKUs for all new commerce promotions. The new commerce promotion details tab in the excel file allows partners to filter by promotion type.

Customer eligibility

None

End customer value prop

Build bots easily and quickly; engage employees and customers.

Partner value prop

Help your customers empower their teams to quickly and easily create intelligent bots.

How it works

Not applicable

Next steps/Learn more

<https://powervirtualagents.microsoft.com/>

[https://partner.microsoft.com/asset/collection/csp-offers-for-meetings-and-calling - /](https://partner.microsoft.com/asset/collection/csp-offers-for-meetings-and-calling)

Windows 365 Business promo

Promotion summary

Get one user 100 percent free for one month to try out Windows 365 Business Standard (2vCPU, 8GB, 128GB) on NCE.

Duration

July 1, 2022 to September 30, 2022

Geography

Worldwide, where available

Promo type

CSP

Products

Windows 365 Business Standard 2vCPU, 8GB, 128GB

Windows 365 Business Standard 2vCPU, 8GB, 128GB with Windows Hybrid Benefits

Discount percent and discount description

100 percent—1 month, 1 user

For new commerce breadth, see the latest [Operations Promo Guide Excel File](#) for the latest list of promotion IDs and product SKUs for all new commerce promotions. The new commerce promotion details tab in the excel file allows partners to filter by promotion type.

Customer eligibility

New customers

End customer value prop

Windows 365 Business is the world's first cloud PC. Windows 365 securely streams your personalized Windows desktop, apps, settings, and content from the cloud to any supported device.

Partner value prop

For SMB customers with less than 300 users who need a simplified IT management option with Windows 365.

How it works

See the FAQs at [Microsoft 365 & Security for Partners](#).

Next steps/Learn more

Review the Windows 365 CSP Partner Playbook at [Microsoft 365 & Security for Partners - Windows 365](#).

Windows 365 Enterprise promo

Promotion summary

Get up to three users 100 percent free for one month to try out Windows 365 Enterprise Standard (2vCPU, 8GB, 128GB) on NCE.

Duration

July 1, 2022 to September 30, 2022

Geography

Worldwide, where available

Promo type

CSP

Products

Windows 365 Enterprise Standard 2vCPU, 8GB, 128GB

Discount percent and discount description

100 percent—one month, up to three users

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

New customers

End customer value prop

Windows 365 Business is the world's first cloud PC. Windows 365 securely streams your personalized Windows desktop, apps, settings, and content from the cloud to any supported device.

Partner value prop

This new promo is a perfect opportunity for CSP partners to introduce to and pilot Windows 365 with their customers. With the Enterprise edition, partners will be able provide deployment and management services, using such tools as Microsoft Endpoint Manager and Lighthouse.

How it works

See the FAQs at [Microsoft 365 & Security for Partners](#)

Next steps/Learn more

Review the Windows 365 CSP Partner Playbook at [Microsoft 365 & Security for Partners - Windows 365](#)

Business Central (Ukraine) promo

Promotion summary

This promotion offers a discount to new Dynamics 365 Business Central customers in Ukraine—an 80 percent discount for two years (one year for signup after July 1, 2023).

Duration

June 21, 2022 to June 30, 2024

Geography

Ukraine

Promo type

CSP

Products

Business Central Essentials and Premium only
Team members user rights not included

Discount percent and discount description

80 percent discount applied through end of annual term that began during signup period.**

Customer eligibility

New customers

End customer value prop

Purchase Dynamics 365 Business Central products at a discount.

Partner value prop

Introduce new users to Business Central

How it works

Customer must not have previously obtained a subscription for the same Business Central product (Essentials or Premium, respectively) in new commerce experience or traditional license-based CSP.

Next steps/Learn more

Not applicable

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.

Microsoft 365 SMB New Customer and Upsell promo

Promotion summary

Microsoft created the SMB New Customer and Upsell promo to enable partners to pitch how Microsoft 365 helps prospective and existing customers do more with less by consolidating vendors or improving their security and productivity posture with more premium products. The SMB New Customer and Upsell promo provides a 16.7 percent discount to new-to-Microsoft 365 customers and existing customers upgrading to a more premium product who choose to start with a low-risk monthly commitment across any of the following listed products.

Duration

September 1, 2022 to June 30, 2023

Geography

Worldwide

Promo type

New commerce experience

Products

Microsoft 365 Business Basic
Microsoft 365 Business Standard
Microsoft 365 Business Premium
Microsoft 365 Apps for Business
Microsoft Teams Essentials
Microsoft Defender for Business

Discount percent and discount description

16.67% discount off a monthly subscription

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

New customers purchasing Microsoft 365 product for the first time.
Existing customers upgrading to a more premium product.

End customer value prop

Pressures from the evolving global economy are requiring organizations to reduce costs and optimize operations as they continue to shift to a world of hybrid work. Microsoft 365 provides a complete solution for SMBs, providing the most powerful and modern tools to help them do more with less. Customers can save money through vendor consolidation and decreased travel, increase security, and improve productivity and collaboration, all with one premium product.

Partner value prop

The new **Do More with Less Campaign** for SMBs was created to enable partners to acquire new customers or upsell existing customers. Partners should use the SMB New Customer and Upsell Promo for new customer acquisition and existing customer upsell to more premium products. Partners can use this offer as a door-opener to start a conversation around “Do More with Less” for both new and existing customers.

How it works

Not applicable

Next steps/Learn more

<https://aka.ms/FY23DMWLOfferFAQ>