50% off Microsoft 365 E5 Compliance for Microsoft 365 Copilot Promo

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Summary of Promotion

What is this promotion?

- The Microsoft 365 E5 Compliance Sub Microsoft 365 Copilot Promo Per User offer enables customers to purchase a Microsoft 365 E5 Compliance license at a 50% discount when they purchase an equal or greater amount of Microsoft 365 Copilot licenses.
- The promo can be used with prior purchases of Microsoft 365 Copilot.
- The offer requires prerequisite licenses to purchase Microsoft 365 E5 Compliance licenses.

At the end of the promotional period, customers will automatically renew to an annual term subscription at standard prices.

Who is eligible for this promotion?

- a. Customers who purchase Microsoft 365 Copilot licenses can purchase an equal or lesser amount of Microsoft E5 Compliance licenses at the 50% discount.
 - For example, a customer who has purchased 500 Microsoft 365 Copilot licenses could purchase between 1 and 500 Microsoft E5 Compliance licenses at the 50% discount.
- b. The Microsoft 365 E5 Compliance license prerequisites are:
 - o Microsoft 365 E3 or
 - Office 365 E3 and Enterprise Mobility and Security (EMS) E3

At the end of the promotional period, customers will automatically renew to an annual term subscription at standard prices.

What geographies is the promotion available?

The promotional discount is available in all geographies where Microsoft 365 is sold through the Cloud Solution Provider (CSP) new commerce experience.

How do I use this promotion?

Partners can see promotions available to their customers in the portal catalog in the Partner Center. Promotions will automatically apply when purchasing Microsoft 365 E5 Compliance for an eligible customer.

Partners can also access all available promotions and their pricing information in the <u>Global Promo Readiness</u> <u>Guide</u> or by calling the <u>get Promotions API</u>.

How can this offer be purchased?

This is a publicly available promotion through all Microsoft E5 Compliance sales channels, including Volume Licensing (EA), New Commerce Experience (NCE) NCE, and Cloud Solution Provider (CSP).

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Merging Offers or Discounts

Can I combine this with other offers or discounts?

- a. Microsoft 365 E5 Compliance cannot be discounted beyond the promotional price, but there are no exclusions on combining this promotion with other offers or discounts on other products in the same deal.
- b. There is no waterfall discount for both EA and MCA-E.

It says this offer cannot be combined with other discounts. Does this exclusion include only discounts on Microsoft E5 Compliance? Or if the customer received a discount on Microsoft 365 Copilot or another product, are they disqualified from the offer?

No. For clarification and potential exceptions, please contact your GPS PDM.

It is the ERP price - the promo does not stack with other discounts.

My customer has Microsoft 365 Copilot licenses and already has licenses for Microsoft E5 Compliance or one of the Microsoft Purview mini-SKUs (E5 Information Protection & Governance, E5 Insider Risk Management, E5 eDiscovery & Audit). Can they take advantage of this offer?

Yes, they can take advantage of this offer on new or renewal purchases of Microsoft E5 Compliance, but the offer cannot be retroactively applied to existing seats purchased at a higher price. This promo does not apply to the Microsoft Purview mini-SKUs (E5 Information Protection & Governance, E5 Insider Risk Management, E5 eDiscovery & Audit).

How does this offer work with multi-year agreements such as the EA or 3-Yr commitments in MCA-e?

The length of the promo is one year (February 1, 2025 – February 1, 2026). The customer will receive the promotional price for any purchases made during the promotional period for the full term of their enrollment (EA) or commitment (MCA-e), i.e., if an EA customer purchases this Microsoft E5 Compliance promo, they will receive the promotional price for the full 3-yr term of their purchase. Any seats added after the promotion ends will not receive the promotional price

Promotion Pricing and End of Promotion

What happens at the end of the promotion period?

Promotional pricing will stop applying after the subscription's annual commitment term ends, and subscriptions will renew at the standard price point currently on the CSP pricelist. After the end of the promotional period (February 1, 2026), new purchases of Microsoft 365 E5 Compliance annual subscriptions will not receive the discount.

License renewals, upgrades, and commitment term changes can be <u>scheduled</u> in advance of the renewal date via the Partner Center dashboard, as long as the subscription is active and automatic renewal is on. Partners can access the standard price list and adjust automatic renewal in Partner Center midterm.

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Which customer is eligible for this promotion?

What organizations should Partners target with this promotion?

Given the promotion is available to existing and new Microsoft Copilot for Microsoft 365 license organizations, partners should target:

- a. Customers who purchase Microsoft 365 Copilot licenses can purchase an equal or greater amount of Microsoft E5 Compliance licenses at the 50% discount.
 - For example, a customer who has purchased 500 Microsoft 365 Copilot licenses could purchase between 1 and 500 Microsoft E5 Compliance licenses at the 50% discount.
- b. The Microsoft 365 E5 Compliance license prerequisites are:
 - Microsoft 365 E3 or
 - Microsoft Office 365 E3 and Enterprise Mobility and Security (EMS) E3

We encourage partners to think about both customer audiences as they build plans for communicating this promotion with new and existing customers.

Additional Questions?

What should I do if I have additional questions about this promotion?

For additional questions partners may have about this promotion, please review the <u>Global Readiness PromoGuide</u>, starting with the January 2025 edition, post promotion launch.

What should I do if I do not see this promotion in my Partner Center?

For issues seeing available promotions in Partner Center, please create a new support request directly in the Partner Center portal. *Partners should submit a ticket for support via: <u>Partner Center Support</u>*

- 1. Go to https://aka.ms/partnercentersupport or click the ? icon in the upper right navigation bar in Partner Center to launch the support experience pop-in.
 - o **Problem Summary**: Type brief explanation of issue
 - Workspace or Category: Incentives (must have incentives user or admin role to select)
 - Problem Type: Type "Engagements" or other relevant key words describing your issue to filter for relevant subtopics
- 2. Click **Contact Support** button

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