

CSP to NCE

*What These Major Microsoft Changes
Mean for You*



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Disclaimer

Everything included in this webinar is for informative purposes only and is subject to change between now and when the program officially goes live.



Overview



Current Microsoft 365 Model

CSP vs. NCE, Current license acquisition,
Current billing process



New Microsoft 365 License Model (NCE)

New billing programs – monthly and annual
Additional rules



Rollout Timeline

Key dates
Additional rules



Opkalla's Commitment

1.

Current Microsoft 365 Model

1. Current Microsoft 365 Model



CSP vs. NCE – What Are They?

Cloud Solutions Provider

New Commerce Experience



CSP isn't going away.

Opkalla will still be your CSP

NCE is the program that describes the changes in licensing options

1. Current Microsoft 365 Model



How do you get licenses today?

Multiple CSP's and Commercial Direct (direct to Microsoft)

Opkalla License Portal



How are you billed today?

Pro-rated based on the number of days in the month the license is help

You can increase or decrease every day

When NCE is live, the current license model is going to be called legacy

2.

New Microsoft 365 License Model (NCE)

2. New Microsoft 365 License Model (NCE)

First price increase since the start of 365 platform

→ Rather than being simple across the board, it's more complicated.

Two New Billing Programs

Monthly

Annual

2. New Microsoft 365 License Model (NCE)

Monthly

Maintains convenience and flexibility of legacy, however...

1. Licenses are billed for the full month, with first month pro-rated
2. Can cancel anytime, but will pay for a full month
3. Cost is increasing 20% per license
4. Renews each month

2. New Microsoft 365 License Model (NCE)

Annual

Locks in licenses and pricing

1. Licenses are billed 12 months upfront, with first month pro-rated
2. Cost will remain the same as what you are paying now
3. Can increase license counts anytime throughout the year, co-termed to initial purchase
4. Cannot decrease counts until renewal
5. Renews an additional year

2. New Microsoft 365 License Model (NCE)

Additional Rules

1. You can only move between CSP's at term renewal, monthly or annual
2. You can mix and match monthly and annual licenses on different terms
3. Azure is already on NCE, it's a monthly bill and you can purchase reserved instances to save money
4. Billing will move from a 28th-27th to calendar month, the Opkalla invoice typically comes out the 10th or 11th and will likely remain the same.

3.

Rollout Timeline



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3. Rollout Timeline

January
2022

- NCE licenses will be available for purchase

March
2022

- Legacy no longer available to purchase /renew

October
2022

- All customers on NCE licenses

3. Rollout Timeline

Additional Rules

1. Each customer has a CSP renewal date based on when you first purchased CSP licenses, if the renewal date is before March 2022, it will renew for 12mo allowing you to ride out the legacy plan until February 2023
2. Any new licenses purchased after March will be on NCE and will have to choose monthly and/or annual commitments
3. Existing legacy subscriptions will expire and not renew
4. By Q4 2023 there will be a 3 year prepaid option

4.

Opkalla's Commitment

4. Opkalla's Commitment

We will work with every customer individually to determine the best licensing path before legacy renewal.



5. Bonus: Discord

We've created a Discord server for our customers to ask questions and talk with each other. Opkalla Advisors are active to offer support there, too!



5. Bonus: Discord

Join the Server:



6.

Next Steps



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6. Next Steps

- **Current Opkalla Microsoft Customers:** Expect an email to set up time to discuss how you should proceed with these changes.
- If you do not yet get your Microsoft licenses through Opkalla, reach out to support@opkalla.com to get started.



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Thank you!

Questions?

Now a bit about Opkalla.

Company Overview

We are vendor-agnostic consultants helping IT professionals research, compare and implement the right IT solutions for their needs. We're based in Charlotte, NC and proud to serve clients around the world.



Our Guarantee



CUSTOMER-FOCUSED

Unbiased, proactive and experienced in finding IT solutions that fit our clients' current and future needs.



TRANSPARENT

We make money for direct IT services performed or indirectly when you buy products from our partners.



DRIVEN

A goal-driven organization who aims to impact our clients, families and communities in a positive way.

Our Solutions



CLOUD CONTACT CENTER



PUBLIC CLOUD SOLUTIONS



COLOCATION



CYBERSECURITY



DISASTER RECOVERY & BACKUP



HELPDESK AS A SERVICE



IaaS



ISP / WAN



MICROSOFT 365



SD-WAN



UNIFIED COMMUNICATION



VIRTUAL DESKTOPS



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Thank you.