

CSP Newsletter

October 2019



Microsoft CSP Announcements

As you all are aware Microsoft is evolving its commerce platform to streamline the customer experience, enable partners to broaden their influence and continue supporting customers' needs — regardless of where the customer is in their journey or how they decide to transact with Microsoft.

As part of this enhanced commerce experience, Microsoft is enabling a more agile way for partners and customers to engage and do business and driving greater transparency and better business outcomes. Insight is working closely with Microsoft to introducing their new Modern Commerce Experience.

Outline

- Microsoft Customer Agreement
- Microsoft Incentive Changes
- New Commerce Experience
- Microsoft Partner Agreement
- Windows Virtual Desktop

Microsoft Customer Agreement Now Live

Today on October 1st the Microsoft Customer Agreement has gone live in the CSP program. This new, non-expiring agreement will replace the current Microsoft Cloud Agreement for all new and existing CSP customers. It's a single agreement that all will need to be completed digitally, with simplified terms and conditions. The agreement lets customers make purchases across all Azure channels and allows products and services to be added as needed.

Now that the Microsoft Customer Agreement is launched in CSP, the new agreement can also be used to purchase all offers available in the program. This includes the purchase of existing offers available under the Microsoft Cloud Agreement. Customers who purchase the new Azure plan in CSP will be required to accept the terms of the Microsoft Customer Agreement.

For the purchase of other offers in CSP, including the existing Azure offer, partners will have the option to use the Microsoft Customer Agreement or the Microsoft Cloud Agreement during a transition period that ends on January 31, 2020. After the transition period, partners will be required to direct their customers to accept the Microsoft Customer Agreement for all purchases, including subscription renewals, in CSP.

Insight has already incorporated the new Microsoft Customer Agreement within our provisioning process therefore, all new orders will be prompted with a pop-up window for a reseller to complete the information required for the new Microsoft Customer Agreement.



New H2-Q4 CSP Indirect Reseller Incentive Changes

Microsoft have launched the new H2-Q4 Incentive changes for the CSP Indirect Reseller Program as per below.

To qualify for incentives Resellers must ensure the following:

- Resellers have enrolled as an Indirect Reseller with Microsoft
- Valid MPN ID
- Either have Silver or Gold Competencies
- Onboarded the Incentive Tool by going to your partner centre and enrolling for Incentives that you are eligible for

Effective
July 1, 2019
through
June 30, 2020

CSP Indirect Reseller Incentive

1 Purpose

Reward and support CSP Indirect Resellers for driving the activation and enablement of customers with Microsoft based Online Services.

3 Need to know

- **Co-op component will be introduced in H2**
- Core program and strategic product accelerator rates will adjust in Q2
- New Customer Add accelerators begin in Q2
- **Azure incentives for new Commerce Platform transactions begin in Q2**

¹ Unique accelerators for the 3 Microsoft Clouds (Azure, Dynamics, Modern Workplace), each with defined earning opportunity launch Oct. 1.

² Global Strategic Product Accelerator includes M365 E3, M365 E5, M365 Business, O365 Biz Premium, the 2 ES Mini Suites, D365 Business Central

³ Core = Windows Server Std | Strategic = SQL Server

⁴ Incentives for Azure billed on the commerce platform will be paid in the Modern Commerce Experience Partner Led Incentive tool.

Incentive guide and other resources available on MPN at aka.ms/partnerincentives

2 Eligibility

- Active MPN membership
- **Attain defined MPN competency at Gold or Silver level**
- Onboard to the CSP incentive tool

4 Incentive rates

Q1 Incentive	Rate
Core Incentive (Rebate only) – O365	6%
Core Incentive (Rebate only) – M365, D365, Azure	8%
CSP Customer Add Accelerator (continued from FY19) ¹	2%
Global Strategic Product Accelerator ²	2%
Global PSTN Calling and Conferencing Accelerator	20%
Software in CSP – Subscription ³	Core – 1.25%, Strategic 6%

Q2 – Q4 Incentive	Rate
Core Incentive (Rebate only) – Azure billed revenue on existing platform; Azure billed revenue derived from new commerce platform < O365, M365	4%
Core Incentive (Rebate only) – D365	6%
CSP Customer Add Accelerators for 3 Clouds	Varies
Global Strategic Product Accelerator ²	5%
Global PSTN Calling and Conferencing Accelerator	20%
Software in CSP – Subscription ³	Core – 1.25%, Strategic 6%

Azure Reserved Instance (RI) Incentive	Rate
Azure RI (Paid on consumed Azure RI revenue)	10%

New commerce experience in CSP for Azure coming November 1, 2019

On November 1, 2019, Microsoft will launch a new commerce experience in CSP for Azure. This new experience will streamline and improve the way customers buy and consume Azure services. It will also give CSP partners a consistent view of Azure pricing across sales motions, USD pricing for global consistency, billing date alignment, and access to Azure Cost Management. We'll provide partners with appropriate governance and policies to easily transition customers to the new Microsoft Customer Agreement.

The existing Azure offer in CSP continues to be available to allow time for partners to build new services and start moving their customers over to the new Azure features in CSP.

All Resellers must ensure that have enrolled as an Indirect Reseller and have also invited all their end-customers to the new Partner Centre experience. For more information around this and how it will work please reach out to your local Account Manager.

Reminder: Microsoft Partner Agreement available in PC

As Microsoft previously announced, the Microsoft Partner Agreement (MPA) will make the contracting experience easier, including delivering relevant terms based on partner type and the offers they're qualified to sell. Beginning September 1, 2019, the agreement will be available in Partner Centre. After January 31, 2020, the acceptance of the MPA will be required for all partners participating in the CSP program. Partners who haven't accepted the MPA by this date will be blocked from placing new orders and will be limited to managing existing subscriptions only.

The MPA will:

- Provide a modular, perpetual agreement that partners execute and store digitally.
- Be simplified, making it faster and easier to accept and manage.
- Offer clear, concise terms that help Microsoft, partners and customers comply with regulatory requirements. This supports our commitment to privacy, security, compliance and transparency.

Windows Virtual Desktop

There has been a lot of traction around the recent release of Windows Virtual Desktop and therefore we dedicated to dedicate a part of this newsletter to the new platform. For starters, we are currently running [WVD JumpStarts](#) across EMEA. The JumpStarts are full day workshops with both technical and commercial tracks to ensure that you get to the support you need to leverage this new platform.

JumpStart date:

- November 27: Netherlands

Secondly, we are also offering both technically and commercially focused WVD webinars as well as in depth articles on the subject matter.

[WVD - Build your business webinar](#)

[Calculation Windows Virtual Desktop Costs](#)

[A technical comparison between WVD and RDS](#)



For more information please contact your dedicated Insight Account Manager.