

**Microsoft Cloud Solution Provider (CSP)  
Cloud Solution Provider - Enhancement Plan Renewal Offer Policy  
June 1, 2020**

**Summary:** Microsoft created an offer which enables existing customers active on their Enhancement Plan (EP) to renew their EP through the Cloud Solution Provider (CSP) program and receive Dynamics 365 Business Central (cloud) licenses. Customers who choose to renew their EP through the CSP – EP Renewal Offer receive the following benefits:

- Price point equal to Enhancement Plan renewal quote
- Dual use and downgrade rights to their current on premises Dynamics Price List (DPL) product (Dynamics 365 Business Central, on-premises, Dynamics NAV, Dynamics GP, and Dynamics SL)
- Monthly billing option (subject to CSP partner approval)
- Enhancement Plan benefits
- Dynamics 365 Business Central (cloud) licenses when the customer is ready to migrate

Note: The CSP – EP Renewal Offer is a new option for customers to renew their EP. Customers continue to have the option to annually renew their EP via DPL.

**Customer Eligibility:** Customers qualify for the CSP – EP Renewal Offer by meeting the following criteria:

- **Dynamics on-premises license:** Customer licensed for Dynamics 365 Business Central, on premises, Dynamics NAV, Dynamics GP, or Dynamics SL via the Dynamics Price List prior to June 1, 2020.
- **Active on EP:** Customer has an active EP and is within 30 days of their renewal date. This promotion is not available for net new customers.
- **Available SKUs:** Commercial/Public Gov only <no EDU>
- **Minimum License Requirement:** Customers must meet and maintain the minimum license requirement for the term of their CSP subscription to avoid default. Customers who lapse on their CSP plan, cancel their subscription, or fall below the minimum requirement, will be liable for their annual EP costs in addition to incurring lapsed fees. Partners will be contacted to resolve if the monthly review show non-compliance with the minimum requirements by their customer.
- **Lapsed Exception:** As the CSP-EP Renewal Offer is in response to the current environment and the business impact, Microsoft is allowing exceptions for customers who lapsed on their EP between January 1, 2020 and May 31, 2020 to re-enroll their EP through the CSP - EP Renewal Offer without penalty. Customers must license the CSP – EP Renewal Offer by July 31, 2020.

**Offer Details:**

- **Licensing Program:** Cloud Solution Provider (CSP)
- **Product:** Dynamics 365 Business Central (Cloud)
- **Offer Length:** June 1, 2020 – June 30, 2021
- **Offer Duration:** 1-year initial agreement and two optional 1-year renewals (3 years total)
- **Pricing:** The CSP – EP Renewal Offer provides price point 60% lower than the standard commercial list price. For example, the CSP – EP Renewal Offer list price for Microsoft Dynamics 365 Business Central (cloud) – Premium user is \$40 compared to \$100 list for the CSP standard Commercial pricelist

- **Licensing Requirement:** Customer must purchase Dynamics 365 Business Central (cloud) licenses with an annualized total greater than or equal to their EP renewal amount.
- **Additional Users:** Customers who met the above licensing requirement and require additional licenses to cover all their named users, may request additional users. No cost licenses will be provided via Microsoft Online Subscription Program (MOSP) promotional codes. Customer must provide a credit card for identification purposes when redeeming those codes (card will not be charged). Customer must request the promotional offer within 60 days of licensing.