

Microsoft Dynamics 365, Enterprise edition Offers for SMB

New SMB customers can purchase Dynamics 365 for Sales, Enterprise edition at \$40, or Dynamics 365 for Sales and Customer Service, Enterprise edition at \$65 for a limited time.

After Dynamics 365 launched in November, new customers were no longer be able to purchase any Dynamics CRM Online Professional offers (including the "Sales Productivity" Add-On SKUs). This means that from November until the launch of Dynamics 365 Business edition, new SMB customers that require CRM solutions will need to purchase Dynamics 365 Enterprise edition applications.

To help bridge this gap, and specifically to help SMB-focused CRM partners maintain momentum, we are making several offers available (see below) at a reduced price for a limited time; until the Dynamics 365 Business edition Sales and Customer Service Applications are available.

1. Dynamics 365 for Sales, Enterprise edition (SMB Offer)
2. Dynamics 365 for Sales and Customer Service, Enterprise edition (SMB Offer)
3. Dynamics 365 for Team Members, Enterprise Edition (SMB Offer)

Each of the above offers will be transacted and provisioned by a distinct SKU.

Dynamics 365 Enterprise edition SMB Offers

Dynamics 365 for Sales, Enterprise edition (SMB Offer). A temporary SKU for a version of Dynamics 365 for Sales, Enterprise edition is available with an estimated retail price of USD \$40/user/month. This SKU includes both the Sales functionality and the basic Marketing elements currently within Dynamics CRM Online (e.g. campaign and lead management, but not Microsoft Dynamics Marketing). The temporary SKU does not include access to any Customer Service functionality, as that is now part of the Customer Service application within the Dynamics 365 Enterprise edition. Use rights of this temporary SKU are identical to those of the regular Dynamics 365 for Sales, Enterprise edition license, except there is no access to Operations, and there are no dual use rights.

Dynamics 365 for Sales and Customer Service, Enterprise edition (SMB Offer). Dynamics 365 for Sales and Customer Service, Enterprise edition is available with an estimated retail price of USD \$65/user/month. This SKU includes the functionality of the current Sales, Enterprise edition, and the Customer Service, Enterprise edition. Use rights of this temporary SKU are identical to those of the regular Dynamics 365 for Sales, Enterprise edition and Dynamics 365 for Customer Service, Enterprise edition licenses combined, except there is no access to Operations, and there are no dual use rights.

Dynamics 365 for Team Members, Enterprise edition (SMB Offer). New customers that purchase the above SKUs will also be able to obtain a version of Team Members, Enterprise edition targeted at SMB customers with an estimated retail price of \$5/user/month, which is in alignment with the current Dynamics 365 Business edition pricing. Use rights of this temporary SKU are identical to those of the regular Dynamics 365 for Team Members, Enterprise edition, except there is no access to Operations, and there are no dual use rights.

Availability

These temporary SKUs will only be available via CSP. The temporary SKU offer for Dynamics 365 for Sales, Enterprise edition will only be available until the launch of Dynamics 365 for Sales, Business edition. The temporary SKU offers for Dynamics 365 for Sales and Customer Service, Enterprise edition and Dynamics 365 for Team Members, Enterprise edition will only be available until the launch of Dynamics 365 for Customer Service, Business edition. Any CSP partner can offer these SKUs. Those partners currently selling Dynamics CRM Online via other licensing channels (Open, Advisor) will need to work with a qualified CSP partner to transact licenses.

Seat Maximums

To help target this discounted SKU at the SMB segment, a seat maximum will apply to each temporary SKU as follows: 25-seats for Dynamics 365 for Sales, Enterprise edition; 50 seats for Dynamics 365 for Sales and Customer Service, Enterprise edition (the 25 potential seats of Dynamics 365 for Sales would count toward this 50 seat limit), and 150 seats for the Dynamics 365 for Team Members, Enterprise edition, per customer tenant. Customers who will exceed these limits, such as needing 26 seats of Sales, or 51 seats of Sales and Customer Service will no longer be eligible for this promotion and should purchase all seats on the regular Enterprise edition offers at full price. Please see Eligibility Requirements for additional details on SKUs that cannot be combine with this offer.

Offer Duration

New customers that purchase these discounted SKUs will be able to renew their annual subscriptions at these same rates up to three years, through December 1, 2019. After each renewal, the rate will apply for the one-year subscription term. They will not have to leverage a "transition SKU", being made available for current subscribers of Dynamics CRM Online, during this period. If the customer meets the eligibility requirements, a customer simply needs to order the appropriate Dynamics 365, Enterprise edition (for SMB) SKU under the Cloud Solution Provider (CSP) price list, as appropriate. Note that standard partner discounts will apply against the estimated retail prices.

Eligibility Requirements for all 3 Offerings:

- Promotion applies to new Dynamics 365 for Sales, or Sales and Customer Service, or Microsoft Dynamics CRM Online customers. A new customer is a customer that has not previously licensed any version of Microsoft Dynamics CRM (Online or On-Premises) prior to this purchase.
- Maximum of 50 Dynamics 365 for Sales and Customer Service, Enterprise edition seats.
- Maximum of 25 Dynamics 365 for Sales, Enterprise edition seats. These seats also count toward the 50-seat limit for Sales and Customer Service, Enterprise edition in a scenario where both are used.

- Maximum of 150 Dynamics 365 for Team Members, Enterprise edition seats.
- Team members, Enterprise edition for \$5 is only on customer tenants with the \$40 Dynamics 365 for Sales, Enterprise edition offer or the \$65 Dynamics 365 for Sales and Customer Service offer.
- Available from Cloud Solution Provider (CSP) Program partners only.
- Dynamics 365 for Sales, Enterprise edition (SMB Offer) available until public availability of Dynamics 365 for Sales, Business Edition.
- Dynamics 365 for Sales and Customer Service, Enterprise edition (SMB Offer) available until the public availability of Dynamics 365 for Customer Service, Business Edition.
- Renewable for a maximum of three years, until December 1, 2019.
- Tiered pricing is not applicable for this offer.
- Customers that need access to more than just Sales or Customer Service will need to purchase Enterprise edition Plan 1 or the appropriate Enterprise edition application with standard pricing.
- Promotion cannot be purchased in combination with regular priced Dynamics 365 for Sales, Dynamics 365 for Customer Service, Dynamics 365 for Field Service, Dynamics 365 for Project Service Automation, Dynamics 365 for Team Members, Enterprise edition seats, or with Dynamics 365 Enterprise Plan 1 or Plan 2 seats. These customers should purchase the full Enterprise edition offers. You can still purchase subscription add-ons, such as an additional non-production instance.
- Offers do not include access to Operations or Dual Use Rights.