

On-premises to Online Transition Guidance

Use this document as your preview of the on-premises to online transition options effective October 1, 2019.

See the Business Application Licensing Scenarios Guide for more details! [Field](#) [Partner](#)

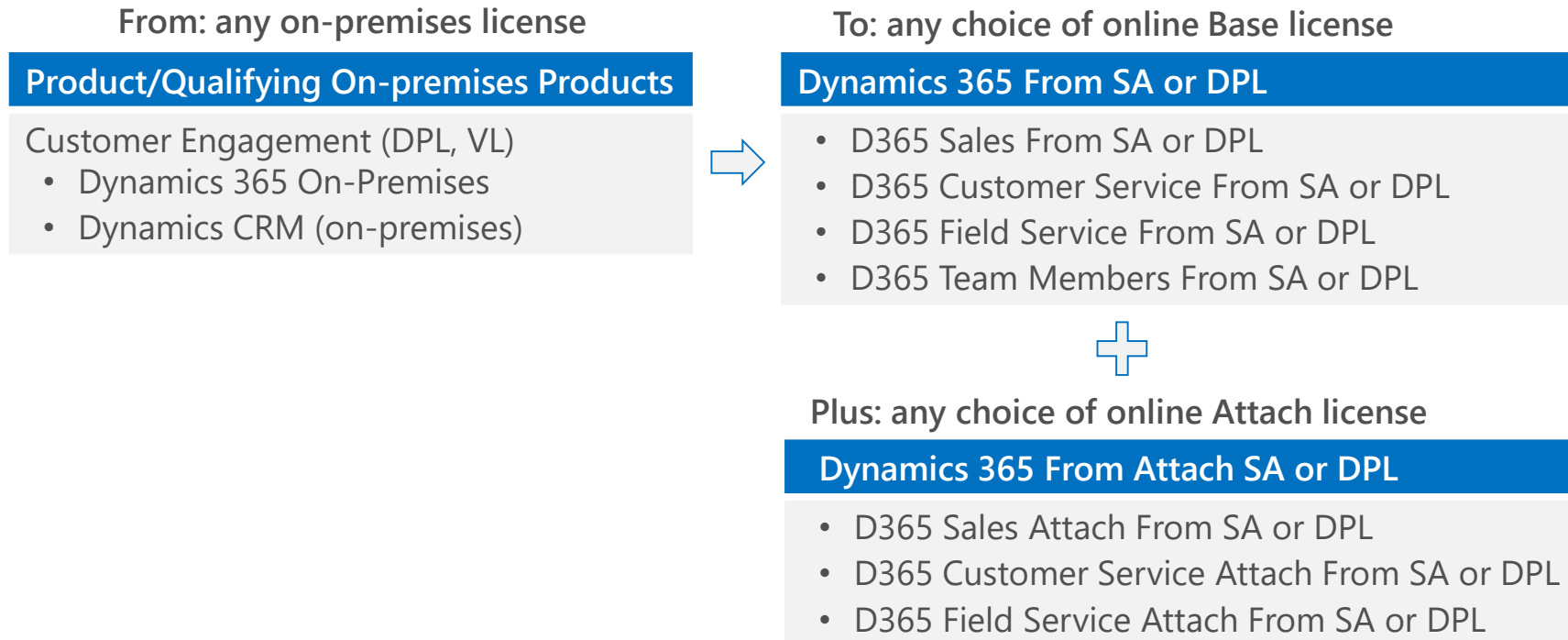


Dynamics on-premises to cloud program (From SA)

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| Start date: | October 1, 2019 |
| Eligible customers: | All Dynamics on-premises customers with active Software Assurance (VL) or Enhancement Plan (DPL) are eligible, independent of licensed product, edition or version |
| Eligible on-premises products: (all licenses, editions, and versions) | <p>Available to on-premises customers with any legacy DPL solutions, to include but not limited to:</p> <ul style="list-style-type: none"> • Dynamics 365 On-Premises, CRM • Dynamics 365 Operations on-premises, AX • Dynamics 365 Business Central on-premises • Dynamics GP • Dynamics NAV • Dynamics SL • Dynamics XAL |
| Channels: | EA and CSP: Worldwide |
| Segments: | Commercial, Government and Academic |
| From SA: | <p>NEW effective October 1, 2019: Single <i>From SA</i> SKU for each Dynamics 365 application license (base/attach SKUs)</p> <p>Retired effective October 1, 2019: <i>From SA</i> and <i>Cloud Add-on</i> 'qualified offer' SKUs</p> |
| Pricing: | Up to 40% price list discount |

On-premises to cloud program (CRM SKUs)

All Dynamics on-premises customers with active Software Assurance (VL) or Enhancement Plan (DPL) are eligible, independent of licensed product, edition or version, to use the new From SA SKUs



On-premises to cloud program (ERP/AX/Business Central SKUs)

All Dynamics on-premises customers with active Software Assurance (VL) or Enhancement Plan (DPL) are eligible, independent of licensed product, edition or version, to use the new From SA SKUs

From: any on-premises license

Product/Qualifying On-premises Products

- Unified Operations (DPL, VL)
- Dynamics 365 for Operations on-premises
 - Dynamics AX (2012 R3, 2009, and all previous versions)

- Business Central (DPL)
- Dynamics 365 Business Central on-premises

- ERP SMB (DPL)
Available to on-premises customers with any legacy DPL solutions, to include but not limited to:
- Dynamics GP
 - Dynamics NAV
 - Dynamics SL
 - Dynamics XAL



To: any choice of online license (*Unified Operations or Business Central*)

Dynamics 365 From SA or DPL

- D365 Finance From SA or DPL
 - D365 Supply Chain Management From SA or DPL
 - D365 Retail From SA or DPL
 - D365 Talent From SA or DPL
 - D365 Activity From SA or DPL
 - D365 Device From SA or DPL
 - D365 Team Members From SA or DPL
- D365 Business Central From SA or DPL
- D365 Business Central Team Members From SA or DPL



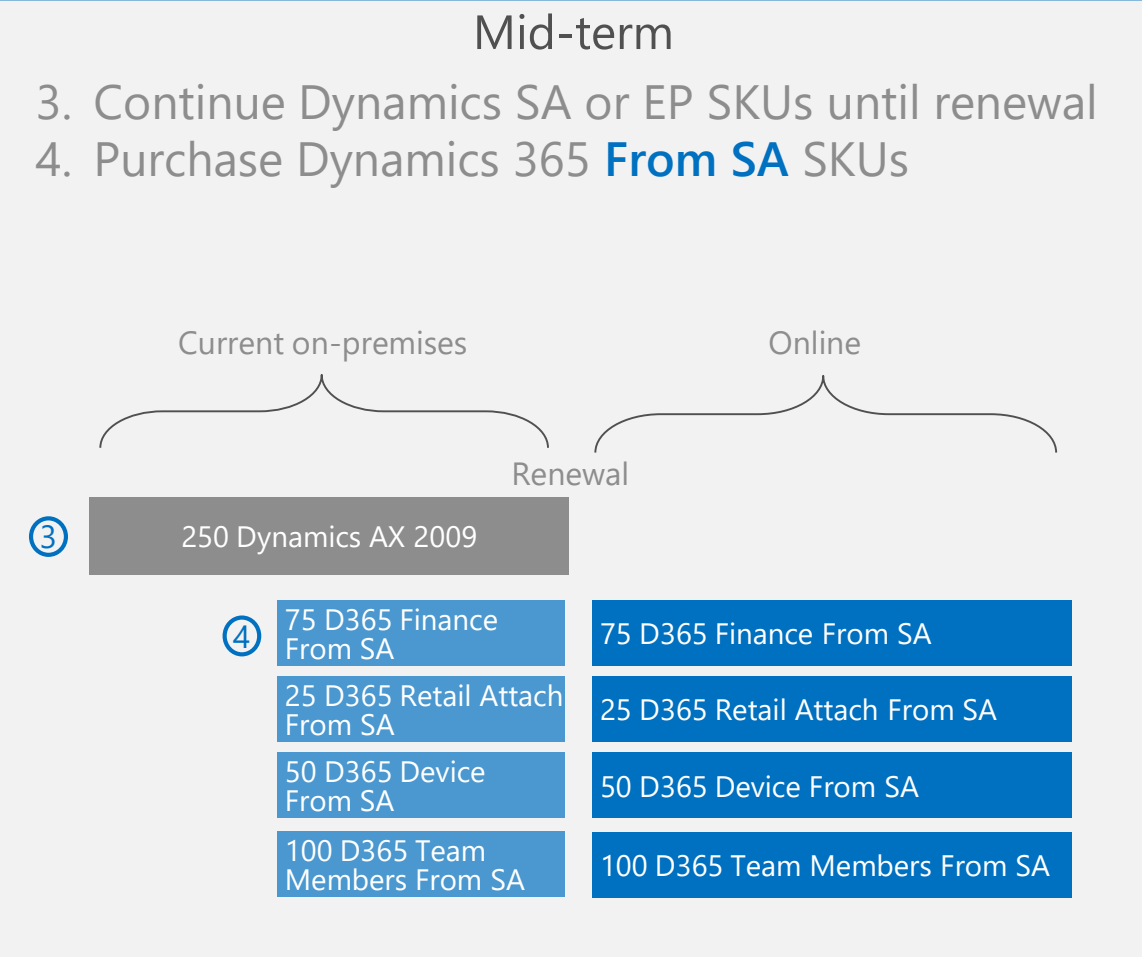
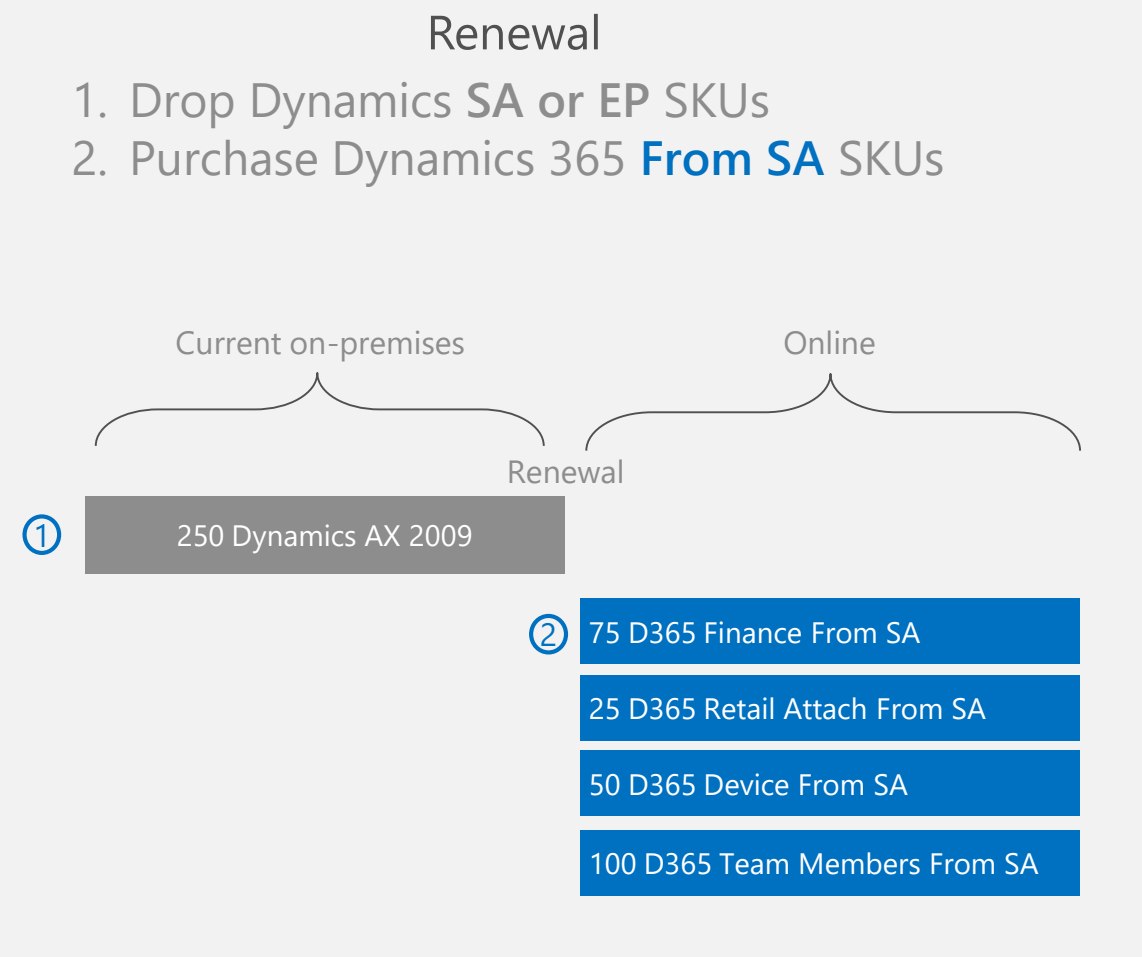
Plus: any choice of online Attach license

Dynamics 365 Attach From SA or DPL

- D365 Finance Attach From SA or DPL
- D365 Supply Chain Management Attach From SA or DPL
- D365 Retail Attach From SA or DPL

On-premises to cloud migration scenario

Dynamics on-premises customer needs an online Unified Operations solution and chooses to migrate to Dynamics 365



On-premises to cloud program FAQ

What is new to on-premises to cloud Offer in FY20?

The new on-premises to cloud program has a simple and clear eligibility, easier to execute and aligned to 'From SA' licensing and pricing terms. It replaces the expiring "qualified offers", previously in market.

Who are the eligible on-premises customers?

All Dynamics on-premises customers with active Software Assurance (VL) or Enhancement Plan (DPL) are eligible, independent of licensed product, edition or version.

What is the From SA license eligibility criteria?

Customers are eligible to use the From SA SKUs for the number of Dynamics on-premises licenses, with active an active Software Assurance (VL) or Enhancement Plan (DPL), to migrate to Dynamics 365. Concurrent licensing conversions for Dynamics Price List (DPL) products apply to the equivalent number of eligible online user or device licenses. Additional online licenses must be purchased at standard Dynamics 365 application or attach SKU prices.

What if my DPL customer is mid-term on their Enhancement Plan and wants to move to the cloud?

On-premises customers with an active Enhancement Plan, mid-term or renewal, are eligible to purchase the From SA SKUs when transitioning to the cloud. This change ensures simple and clear eligibility criteria, removing SKU confusion pain and compliance risks.

How do these changes impact customers?

New customers: No longer eligible to purchase the 'qualified offer' SKUs. On-premises customers are now eligible to purchase the "From SA" SKUs.

Existing customers: May continue to use their current subscription, until renewal. At renewal, customers are required to purchase "From SA" SKUs.