

MICROSOFT 365 PRICE INCREASES: YOUR FREQUENTLY ASKED QUESTIONS

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If you haven't already heard, Office 365 and Microsoft 365 prices are going up for the first time ever.

- That means you will soon be paying more for your Microsoft licences.
- Our team answer the most common queries we've been getting about this price hike below.

If you'd like to know how this affects your business or how you can get the best price, [contact our team today](#).

- **Switch your licence packages before March 15th, and we could save you between 15% and 20%.**
- **Our clients have made an average annual saving of over £4,500.**

When will the new prices go into effect?

15 March 2022

Which packages are affected?

Microsoft 365 Business Basic
Microsoft 365 Business Premium
Office 365 E1
Office 365 E3
Office 365 E5
Microsoft 365 E3

Will these new prices apply to education customers or consumers?

No.

Will we be able to reduce the number of licenses we have?

No. You can cancel outright at the end of the contract. But if you buy 10 licences, after 72 hours, you can only ever go as low as 10 during the contract.

What if we want to downgrade our package?

If you purchase an E3 package, for example, you have to stick with that package for the entire term of the agreement, whether that's a month or a year. That means every package has to be sold to you in the right way and planned properly. We can help you with that.

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How will this work for multi-year agreements if we regularly need to make a lot of changes?

Microsoft recommends, in this case, to go monthly. But monthly is more expensive. Also, multi-year will only work for customers who know their start point and know they'll never go under that point.

Can we change partners mid-term?

No, you can not change partners mid-term.

How will the change affect long-term plans?

You can still be billed monthly for multi-year and annual plans, but not daily. And, if you want to make changes, you will only be able to do that once a month in the specific window you have been given.

Can we still mix and match licences?

Yes. This hasn't changed. You can still have some E3, some standard, some premium – in short, whatever combination that works for you

Are there any good things we can look forward to?

Yes. It's not all bad news! Multi-Geo is good, communication credit is good, the ability to have better billing and API quality is good, and the transition of subscriptions is good.

How exactly will the pricing work?

Microsoft has said that any Office 365 order placed before 15 March 2022 will be honoured at the purchase price, and that figure will be fixed for up to 12 months.

Will there be an update to the Terms and conditions?

There will be an update if you purchase via the NCE – we haven't seen this yet, though.

If a customer leaves a business, meaning a E3 is no longer required, is that classed as a downgrade?

If you buy 20 E3s and then no longer need all of them, you'll still be charged for them all. Whatever is in place after those first 72 hours is what they will bill, going forward.

Can new customers get the chance to go onto the old platform?

We are currently awaiting confirmation of whether this is possible. We'll keep you updated.

Can we change provider of licence at any point during the commit, or only at the anniversary?

No, you won't be able to move as you have signed a binding agreement with that single provider.

Will committing to a long-term plan mean a reduction in price?

Yes.

When is the monthly commit?

Your commit is a full thirty days from the day your licence was purchased.

Will monthly still exist?

Yes, but the massive difference between the annual and monthly rate Microsoft will be charging will make that very difficult.

Can we get billed monthly with a long term contract, or is it only for monthly subscriptions?

It's an option for everyone. We will bill you monthly if you're on a monthly commit, but you can also pay monthly on annual or multi-year packages.

**Have you any other questions?
Ask our team today!**

Prices will go up for everyone on March 15th, so don't delay. Speak to us before March 15th and we could save you 15-20% off your Microsoft 365 licences.

HOPEFULLY, OUR FAQs HELPED ANSWER SOME OF YOUR QUESTIONS, BUT IF NOT, REACH OUT TO THE INFLUENTIAL MICROSOFT TEAM.

CALL BEFORE 15 MARCH AND WE COULD SAVE YOU 15%-20%.

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