



**IT STARTS WITH CARE**

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### Microsoft 365 March 2022 Changes:

Microsoft have announced globally, at the same time for the entire world, that they are introducing a "New Customer Experience (NCE)" for the 365 platform in March 2022.

For KPTech customers, this is what you need to know:

Price increases on many licenses for any NEW orders. **(We will maintain the Feb pricing for existing held licenses until June 30<sup>th</sup>)**

Fixed terms on all licenses (Monthly or Yearly payment in advance)

License reductions no longer allowed during the fixed term. (allowed within initial 72hrs only)

License increases allowed, with prorata billing to match term renewal dates for existing licenses

Month to Month billing attracts a higher price premium and License reductions limited to date of monthly term renewal. (increases also billed prorata)

It is possible to have some month to month and some yearly of the same licenses if need

KPTech have traditionally sold the following Licenses – the price changes are now tabled below depending on the term chosen for billing.

*Note: MSG and MSP clients will still receive 5% and 10% discounts on 365 pricing.*

Also note these prices are now subject to change based on exchange rate fluctuations. Most wholesalers have said they will adjust as needed quarterly. Yearly license means price locked.

***KPTech are now recommending Business Premium licenses for ALL users. It includes ATP and Antivirus as well as many essential security enhancements not included in cheaper licenses. Call Phil or Mirza for more information.***

License	Feb 2022	March 2022	March 2022	July 2022
Ex GST	Monthly	Monthly	Yearly	Monthly increase only
Exchange Online PI (EOI)	\$6.70	\$7.00	\$69.80	\$8.40 estimated
Business Basic	\$8.50	\$9.40	\$97.60	\$11.28 estimated
Business Standard	\$20.00	\$21.00	\$218.10	\$25.20 estimated
Business Premium	\$30.00	\$38.30	\$382.80	\$45.96 estimated
Business Apps	\$14.50	\$15.30	\$152.10	\$18.00 estimated
Enterprise E3	\$30.00	\$34.00	\$422.10	\$40.80 estimated
ATP (defender for Exch.)	\$4.40	\$3.30	\$37.20	\$3.96 estimated
Archive for Exchange	\$4.54	\$4.54	\$52.00	\$5.45 estimated
Project Online P3	\$44.00	\$45.00	\$522.30	\$54.00 estimated