Microsoft

Global Promo Readiness Guide



October 27th, 2026

Microsoft

The content presented in this guide was last updated on:

October 27, 2026

Any changes applied after this date will be included in the next version of this guide.

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Promo Guide Contents

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Know more about Microsoft's offers

- Your Partner Center Announcements page
- The Operations Readiness Resource Gallery

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Useful information on how to use promos | Volume Licensing and CSP

Promotional discounts are end-customer benefits. Partners are expected to pass the discount on to their customers.

Channel	Identifier	On price list	In Partner Center	Identifier SKU
Volume Licensing (EA, EAS, EES)	Promo Offers/SKUs	Yes	No	Display Name: Office 365 E1 Promo SKU ID: AAA-12345
CSP	Promo Offers/SKUs	Yes	Yes	Display Name: Office 365 E1 Promo SKU ID: AAA-12345
CSP	Campaigns	No	Yes	Display Name: Office 365 E1 Offer GUID: 91fd106f-4b2c-4938-95ac-f54f74e9a239

Additional notes for CSP campaigns:

- If the promotion is restricted to “new customers only,” technical enforcement applies to new customer tenants, as defined by the promotion eligibility rules.
- No conversion is required at the end of the promotion; customers will make an annual commitment as part of the promotion.
- Billing is consistent with any existing CSP purchases; monthly billing starts when purchases are made.
- When the promotional rate expires, normal prices apply.
- Charges appear on your monthly bills when promotions are in effect or expire.

EA = Enterprise Agreement · EAS = Enterprise Agreement Subscriptions · EES = Enrollment for Education Solutions · CSP = Cloud Solution Provider

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Useful resources

Information related to promos in Partner Center

Promotion support

Get promotions

Use the Gets a list of current promotions API to access a list of active new commerce promotions for a given market (country or region) and segment. This method returns available current promotions based on the promotion availability start and end dates.

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Document revisions

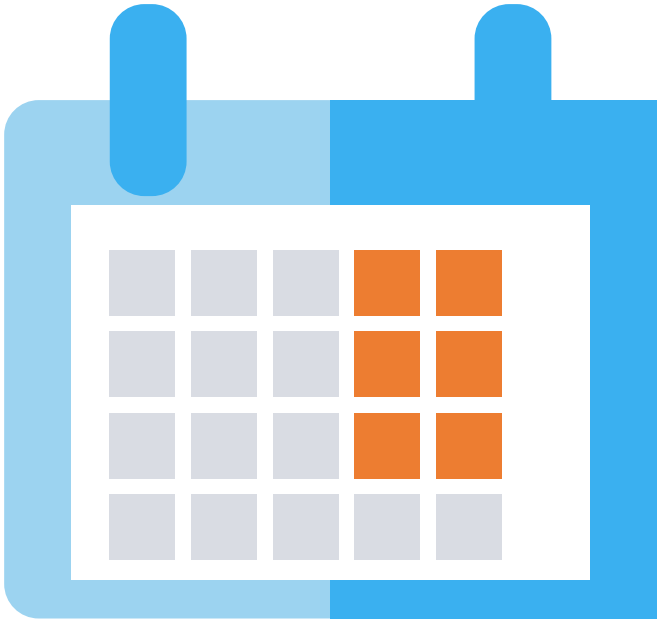
Change	Description	Date
Major Update	Updated promotion list and new template	July 1, 2026
Minor update	Expiration date extended	June 1, 2026
Major update	New promotion	June 1, 2026
Minor update	Updated promotion end dates for ME7 to Sept 30, 2026 and ME3 extension to Dec 31, 2026	July 27, 2026
Minor update	Inclusion of Copilot Nonprofit promotions (4) and language on	August 10, 2026
Minor update	Inclusion of Purview Suite for M365 Copilot customers	August 19, 2026
Minor Update	Removal of expired promotions for ME5, ME7, Copilot. New Security Suites for Business Premium	October 6, 2026
Minor Update	Updated Security Suites for Business Premium promotion and added M365 E5 Information Protection and Governance	October 9, 2026
Minor Update	Updated Security Suites for Business Premium start and end dates	October 14, 2026
Minor Update	New ME3 1-year, 30%, 300+ customer targeted promotion	October 27, 2026

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SECTION 2

New commerce experience promotions



Active promotions for partners across the Microsoft 365, Copilot, Dynamics 365, Windows 365, and Security portfolio.

Important

All promotion durations, eligibility criteria, and requirements are subject to change without notice, and availability may vary by region, segment, and licensing program. Before customer conversations, ensure you have downloaded the latest Promo Readiness Guide to confirm current eligibility, offer terms, and purchase guidance.

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New Commerce Experience Commercial Promotions

The following promotions are available in new commerce experience. Some may also be available in traditional license-based CSP.

Commercial Promotion	Discount	Start	End	Seat min	Seat max
Microsoft 365 E3 | annual (one-year) term	**20% off**	Oct 13, 2025	Dec 31, 2026	250	9,999
Microsoft 365 E3 | annual (one-year) term	**30 Off**	Oct 27, 2026	Jun 30, 2027	300	9,999
Microsoft 365 E3 | triennial (3-year) term	**10% off**	Jun 9, 2025	Dec 31, 2026	100	9,999
Microsoft 365 Business Dark to Cloud | annual (one-year) term	**15% off**	Jul 1, 2026	Dec 31, 2026	1	300 / 100
Microsoft 365 Copilot Business | annual (one-year) term	**Up to 15% off**	Dec 1, 2025	Dec 31, 2026	—	300
M365 Business Basic and Copilot Business | annual (one-year) term	**25% off**	Jul 1, 2026	Dec 31, 2026	—	300
M365 E5 Information Protection and Governance	**100% Off**	Jul 1, 2026	Dec 31, 2026	—	—
Microsoft 365 Purview Suite for Business Premium	**Up to 50% off**	Dec 1, 2025	Dec 31, 2026	10	300
Security Suites for Business Premium	**7.5% Off**	Oct 1, 2026	Sept 30, 2027	—	300
Windows 365 Business Edition	**25% off**	Jul 1, 2026	Jun 30, 2027	—	300
Windows 365 Flex and Government Editions	**20% off**	Jul 1, 2026	Jun 30, 2027	—	—
Dynamics 365 Bridge to Cloud | triennial (3-year) term	**30% off**	Jan 1, 2025	Dec 31, 2027	—	—
Microsoft Sentinel 50 GB Commitment Tier	**Up to 32% off**	Oct 1, 2025	Dec 31, 2026	—	—

New Commerce Experience Nonprofit Promotions

The following promotions are available in new commerce experience. Some may also be available in traditional license-based CSP.

Nonprofit Promotion	Discount	Start	End	Seat min	Seat max
Microsoft 365 Copilot | annual (one-year) term	**15% off**	July 10, 2026	Dec 31, 2026	10	99
Microsoft 365 Copilot | annual (one-year) term	**20% off**	July 10, 2026	Dec 31, 2026	100	299
Microsoft 365 Copilot | annual (one-year) term	**30% off**	July 10, 2026	Dec 31, 2026	300	1,499
Microsoft 365 Copilot | annual (one-year) term	**40% off**	July 10, 2026	Dec 31, 2026	1,500	9,999

List of promotions

Gets a list of current promotions API

Use the Gets a list of current promotions API to access a list of active new commerce promotions for a given market (country or region) and segment. This method returns available current promotions based on the promotion availability start and end dates.

What the response includes

Entering the relevant segment and country code as query parameters returns a list of promotions applicable to that country or region and segment. Details include:

- Number of promotions available
- Name and description of each promotion
- Start and end dates
- Indication of whether the offer is automatically applied
- Products required, including product ID, SKU, and term
- Pricing policies, such as the policy type and value.

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Verify promotions before being billed

Verify promotions before being billed

Partners can check the estimates file or unbilled open period line items on the Partner Center billing page or call the Partner Center APIs to see if promotions were applied to a transaction. The **PromotionID** indicates whether the promotion was applied, and the **EffectiveUnitPrice** indicates the price after discount. On average, these details update six hours after the transaction. However, sometimes they can take as little as one hour or as long as 24 hours due to system latency. Partners can also verify if the promotion was applied in the Partner Center order history and activity logs.

Important

A subscription acquired with a promotion disables the ability to change term and billing cycle. Partners that need to change these properties must wait until the end of the current subscription term, then acquire a new subscription — letting the old subscription end and turning off auto-renew. This is true for both mid-term changes and scheduled changes.

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Additional information

How the discount is calculated

The discount is calculated as (promo price – unit price) / unit price. Promotions don't apply to nonprofit, academic, and government prices available in CSP.

Purchase price and details

- Promotional details can be viewed using the Partner Center API or by viewing the promotion in the Partner Center catalog.
- Apply the percentage discount in the promotion details to unit prices on the posted price list to determine the expected price.
- You can find purchased promotions in the reconciliation file after the purchase is billed.

Autorenewal

- **Annual**: at the end of a 12-month subscription, the promotion renews into the regular price, which includes any announced price changes.
- **Monthly**: renews monthly at the promo price during the promo term; once the promotion ends, the subscription renews into the regular SKU price, including any increases that took effect during the promo period.

Midterm conversions and promotions

- Midterm conversions of term or billing plan are not currently possible if the subscription was purchased via a promotion, including the monthly and annual term promotional discounts on commercial seat-based offers in new commerce.
- If a subscription has a promotion applied, the term and billing plans can be changed only at the end of the subscription's term.

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Microsoft 365 E3 | annual (one-year) term

Customer Targeted

20% off

Summary On October 13, 2025, we launched a new CSP Microsoft 365 (M365) E3 promotion designed to help partners encourage customers currently licensed with Microsoft Office 365 suites to upgrade to and adopt M365 E3 across their organizations. For a limited time, a targeted set of new and existing SME&C CSP customers can receive 20 percent off M365 E3 with a minimum purchase of 250 licenses.

Offer details

Duration	October 13, 2025 to December 31, 2026
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 E3, Microsoft 365 E3 (no Teams), and Microsoft 365 EEA (no Teams) Annual commit: Annual bill and monthly bill | Promo ID: 39NFJQT25FLR
Discount	20 percent off an M365 E3 annual subscription. For subscriptions between 250–9,999 licenses.
Customer eligibility	Available only to select customer accounts. Deal minimum: 250 seats of M365 E3. For a full list of eligible customers, partners can reach out to their Microsoft field representative or visit CloudAscent.

End customer value prop

Microsoft 365 E3 empowers customers to do more with less—eliminating redundant licenses to save costs, simplifying IT management, and protecting digital workers. It also helps customers safely run their business from anywhere with a secure, comprehensive, AI-powered cloud solution.

Partner value prop

This offer provides partners with a compelling discount to fuel organization-wide M365 E3 adoption, making it more affordable for existing customers to upgrade across functional teams. Partners receive 20 percent off the partner net price for eligible customers purchasing 250 or more seats of M365 E3 via a new subscription.

How it works

Applies automatically to select eligible customers purchasing a new subscription of M365 E3 with an incremental 250-seat minimum. Eligibility is validated at point of sale via the verifypromoeligibility API.

Next steps / Learn more

See the offer FAQ for more details and next steps.

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Microsoft 365 E3 | annual (one-year) term

Customer Targeted

30% off

Summary

Accelerate eligible Office 365 customers to Microsoft 365 E3 by combining productivity with integrated security and device management, creating a stronger foundation for secure AI adoption.

Offer details

Duration	October 27, 2026 to June 30, 2027
Geography	Worldwide
Promo Type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 E3, Microsoft 365 E3 (no Teams), and Microsoft 365 EEA (no Teams) Annual commit: Annual bill and monthly bill | Promo ID: 39NFJQT129PF
Discount	30 percent off an M365 E3 annual subscription. For subscriptions between 250–9,999 licenses.
Customer Eligibility	Available only to select customer accounts. Deal minimum: 300 seats of M365 E3. For a full list of eligible customers, partners can reach out to their Microsoft field representative or visit CloudAscent.

End Customer Value Prop

Upgrade to Microsoft 365 E3 at 30% off and bring productivity, identity, security, and device management together in one integrated solution, helping prepare the organization for secure AI adoption.

Partner Value Prop

Use this targeted upsell opportunity to expand eligible Office 365 customers into a higher value SKU including security and device management, with larger partner services opportunity

How it Works

- 30% off Microsoft 365 E3 for one year
- Annual commitment with annual or monthly billing
- One promotional use per tenant
- Automatically renews at standard pricing after the promotional term

Next Steps/Learn More

See the offer kit for more details and next steps

Microsoft 365 E3 and E5 | triennial (3-year) term

New-to-Offer (NTO)

10% off

Summary On June 1, 2025, we launched three-year subscription terms for Microsoft 365 E3 and Microsoft 365 E5 (inclusive of No Teams SKUs) in CSP. To help CSP partners accelerate adoption of Microsoft 365 suites, we're offering a 10 percent discount on the partner net price for E3 and E5 three-year subscription terms, available for either upfront or annual billing frequency, to new-to-offer customers.

Offer details

Duration	E3: June 1, 2025 to December 31, 2026 E5: June 1, 2025 to September 30, 2026
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 E3*, three-year commitment | Promo ID: 39NFJQT27WQP Microsoft 365 E5*, three-year commitment | Promo ID: 39NFJQT27WLH *includes EEA and No Teams as well
Discount	10 percent off Microsoft 365 E3 and Microsoft 365 E5, three-year commitment only
Customer eligibility	Available only to new-to-offer customers. New-to-offer eligibility was enhanced to eliminate undesired leakage for customers qualifying for the M365 No Teams promo if they've previously purchased Microsoft 365, with or without Teams. See the FAQ for details.

End customer value prop

With Microsoft 365, customers can safely run their business from anywhere through a secure, comprehensive, AI-powered cloud solution. Get ready to put the power of AI to work.

Partner value prop

Partners can use either offer as a strategic tool to unlock upsell opportunities. The multiyear term and promotion can unlock further opportunities with customers who need deal-making flexibility to commit to fully transitioning to Microsoft 365, guaranteeing a longer-term relationship and improving customer ROI.

How it works

Offer applies automatically to eligible customers. Transaction limits: 100 to 9,999 licenses.

Next steps / Learn more

See the offer FAQ for more details and next steps.

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Microsoft 365 Business Dark to Cloud | annual (one-year) term

Customer Targeted and New-to-Offer (NTO)

15% off

Summary We're announcing a new CSP Dark to Cloud promotion designed to support on-premises to cloud migration scenarios in select APAC markets. Beginning July 1, 2026, eligible customers can receive 15 percent off Microsoft 365 Apps for Business and Microsoft 365 Business Standard annual subscriptions when moving from dark/on-prem environments to cloud through partner-led CSP. The offer is targeted to eligible customer tenants and is intended to help restore the price differential created by the July 1 pricing changes.

Offer details

Duration	July 1, 2026 to December 31, 2026
Geography	Japan, Korea, and India (India excluded from Business Standard due to EM pricing)
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 Business Standard | Promo ID: 39NFJQT10QG9 and Microsoft 365 Apps for Business | Promo ID: 39NFJQT10QG8 Annual commit: Annual bill and monthly bill
Discount	15 percent off Microsoft 365 Business Standard and Apps for Business for select customers. Business Standard: 1–300 seats; Apps for Business: 1–100 seats
Customer eligibility	New-to-offer/product customers only, with up to 10% cloud footprint and at least 1 cloud license. Limited to dark-to-cloud migration scenarios.

End customer value prop

Customers transitioning from on-premises environments to the cloud can access a 15 percent discount on Microsoft 365 Apps for Business or Business Standard annual subscriptions, helping offset the July 1 price changes. This provides a lower-cost entry point into cloud productivity, making it easier for traditionally on-prem customers to begin their cloud journey while improving flexibility and scalability.

Partner value prop

Partners can accelerate dark-to-cloud migrations by leading with a targeted, easy-to-position offer in Japan, Korea, and India. The 15 percent discount on core cloud SKUs helps remove cost barriers, improves deal competitiveness, and creates a strong entry motion into CSP—unlocking new customer acquisition and upsell opportunities in predominantly on-prem segments.

How it works

Offer applies automatically to eligible customers purchasing Microsoft 365 Business Standard and Apps for Business.

Next steps / Learn more

Promotion eligibility will be surfaced via a regular report. Please reach out to your Asia SU AIBS GS&O activation GTM manager.

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Microsoft 365 Copilot Business | annual (one-year) term

Up to 15% off

Summary On December 1, 2025, we launched a new CSP Copilot Business promotion. Introductory Offer: Up to 15% off Microsoft 365 Copilot Business aims to help accelerate Copilot deployments within Microsoft 365 Business SKU customers. For a limited time, partners receive up to 15 percent off the net partner price of Microsoft 365 Copilot Business.

Offer details

Duration	December 1, 2025 to December 31, 2026
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 Copilot Business | Promo ID: 39NFJQT26J7L Annual commit: Annual bill and monthly bill
Discount	Up to 15 percent off a Microsoft 365 Copilot Business annual subscription. For subscriptions up to 300 seats.
Customer eligibility	All Commercial customers with Microsoft 365 Business SKUs up to 300 seats.

End customer value prop

Customers can supercharge employee productivity, streamline business processes, and add measurable value with Microsoft 365 Copilot Business. The target audience is Microsoft 365 Business SKU customers; messaging should be aimed at AI BDMs, department leaders, and IT roles ready to start their AI journey.

Partner value prop

Partners can use the offer to reduce costs and offer a cost-effective bundle that includes partner service hours for planning, setup, and success measurement of Copilot Business deployment. We encourage partners to include additional value from Microsoft, such as end user enablement materials.

How it works

Offer applies automatically to eligible customers purchasing Microsoft 365 Copilot Business.

Next steps / Learn more

See the offer FAQ for more details and next steps.

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M365 Business Basic and Copilot Business | annual (one-year) term

25% off

Summary We launched a new CSP Microsoft 365 Business Basic and Microsoft 365 Copilot Business bundled promotion on July 1, 2026. Bundle & Save: 25% off aims to help accelerate Business Basic and Copilot Business deployments within SMB customers. For a limited time, partners receive 25 percent off the net partner price of the bundle.

Offer details

Duration	July 1, 2026 to December 31, 2026
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 Business Basic and Microsoft 365 Copilot Business Bundle Promo ID: 39NFJQT1166F Annual commit: Annual bill and monthly bill
Discount	25 percent off a Business Basic and Copilot Business bundle annual subscription. For subscriptions up to 300 seats.
Customer eligibility	All Commercial customers.

End customer value prop

Customers can supercharge productivity and add measurable value with the Business Basic and Copilot Business bundle. The target audience is SMB customers with up to 300 seats; messaging should be aimed at AI BDMs, department leaders, and IT roles ready to start their AI journey.

Partner value prop

Partners can use the offer to reduce costs and offer a cost-effective bundle that includes partner service hours for planning, setup, and success measurement of license deployment. We encourage partners to include additional value from Microsoft, such as end user enablement materials.

How it works

Offer applies automatically to eligible customers purchasing the Business Basic and Copilot Business bundle.

Next steps / Learn more

See the offer FAQ for more details and next steps.

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M365 E5 Information Protection and Governance

100% off

Summary Microsoft is offering Microsoft 365 E5 Information Protection and Governance (IP&G) at no additional cost to eligible Microsoft Defender for Cloud Apps customers transitioning their Data Loss Prevention (DLP) file policies to Microsoft Purview. The offer is intended to maintain continuity for customers affected by the retirement of DLP file policy capabilities in Defender for Cloud Apps. It supports the migration of SharePoint and OneDrive file policies to Microsoft Purview, where Microsoft is consolidating data security, labeling, classification, and DLP capabilities.

Offer details

Duration	July 1st, 2026 to December 31st, 2026 (when DLP features are deprecated in Defender), promotional price is applicable through the end of the customer's existing Microsoft Defender for Cloud Apps contract.
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 E5 Information Protection and Governance
Discount	100% discount

Customer Eligibility

Have an eligible, active Microsoft Defender for Cloud Apps subscription or qualifying subscription that includes Microsoft Defender for Cloud Apps.

- Currently use, or require continuity for, DLP file policy capabilities being retired from Microsoft Defender for Cloud Apps.
- Need Microsoft 365 E5 Information Protection and Governance licensing to migrate SharePoint or OneDrive file policies to Microsoft Purview.
- Meet the applicable commerce-system prerequisites for the promotional offer.

Microsoft Defender for Cloud Apps remains a prerequisite for claiming the promotional offer during the discount period. Eligibility is enforced through catalog prerequisites in the new commerce experience.

Customers already licensed for sufficient Microsoft Purview IP&G coverage do not require the promotional offer.

End Customer/Partner value prop

Maintain DLP protection while transitioning from Microsoft Defender for Cloud Apps to Microsoft Purview without paying for an additional license during the current contract term.

How it works

Transact the promotional Microsoft 365 E5 Information Protection and Governance offer through the new commerce experience. CSP partners may transact the partner-led offer on the customer's behalf.

Next steps / Learn more

See the offer FAQ for more details and next steps

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Microsoft 365 Purview Suite for Business Premium

Up to 50% off

Summary Customers who have purchased the Microsoft 365 Business Premium and Microsoft 365 Copilot Business bundled promotion, or Microsoft 365 Copilot, are eligible to receive Microsoft Purview Suite for Business Premium at a 50 percent discount.

Offer details

Duration	December 1, 2025 to December 31, 2026
Geography	Worldwide
Promo type	Modern customer led, modern partner led, New commerce experience, partner-led (CSP)
Products	Purview Suite for Business Premium | Promo ID: 39NFJQT26C2S Annual commit: Annual bill and monthly bill
Discount	Up to 50 percent off Microsoft Purview Suite for Microsoft 365 Business Premium with the purchase of a Microsoft 365 Copilot annual subscription. For subscriptions between 10 and 300 seats.
Customer eligibility	All Commercial customers.

End customer value prop

When you pair Microsoft 365 Business Premium with Copilot Business, you're already investing in productivity and AI-powered innovation. Now you can add Microsoft Purview Suite for Business Premium at 50 percent off, giving your organization enterprise-grade data security, compliance, and governance without breaking the budget.

Partner value prop

This offer empowers partners to deliver enterprise-grade compliance and data protection at a compelling price point, creating a natural upsell motion alongside Microsoft 365 Business Premium and Copilot Business.

How it works

Offer applies automatically to eligible customers purchasing the Microsoft 365 Business Premium and Microsoft 365 Copilot Business bundle.

Next steps / Learn more

See the offer FAQ for more details and next steps.

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Security Suites for Business Premium | annual (one-year) term

7.5% off

Summary This promotion is a CSP **partner facing offer**, with 7.5% off discount to CSP partners on Defender Suite, Purview Suite, and Defender & Purview Suite for Business Premium bundle from October 1, 2026 through September 30, 2027. It is designed to help partners accelerate SMB security attach to Business Premium base and enable customers secure adopt AI at scale.

Offer details

Duration	October 1, 2026 to September 30, 2027
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft Defender Suite for Business Premium Microsoft Purview Suite for Business Premium Microsoft Defender and Purview Suite for Business Premium Promo ID: 39NFJQT1272K Annual commit: Annual bill and monthly bill
Discount	7.5 percent off Defender Suite, Purview Suite, or Defender and Purview Suite for Business Premium to CSP Partners.
Customer eligibility	New and existing customers with at least one (1) seat of Business Premium. Limited to max of 300 seats per customer.

End customer value prop

Customers can secure their multi-cloud, multi-platform environment to adopt AI at scale with Microsoft's comprehensive security solution, offering cost-effective AI-powered identity, management, threat protection, data security, governance solutions for small and medium enterprises.

Partner value prop

The 7.5% CSP promotional discount on Microsoft Purview and Defender suites and bundle is partner-retainable. Use the funds to support pre-sales conversations, deployment, onboarding, customer enablement, and adoption to accelerate deal closure, product roll-out or long-term consumption.

How it works

Offer will apply automatically to CSP partners with eligible customers purchasing any of the Microsoft Security suites for Business Premium.

Next steps / Learn more

See the offer FAQ for more details and next steps

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Windows 365 Business Edition

25% off

Summary We're excited to launch an exclusive Windows 365 Business promotion through CSP starting July 1. Designed to unlock a lower entry point for SMBs and reduce cost uncertainty, this offer makes Windows 365 more accessible with 25% off for both new and existing customers.

Offer details

Duration	July 1, 2026 to June 30, 2027
Geography	Worldwide; all markets in which Windows 365 is presently available for purchase
Promo type	New commerce experience, partner-led (CSP)
Products	Windows 365 Business edition | Promo ID: 39NFJQT117JC
Discount	25 percent off Windows 365 Business edition, monthly and annual subscriptions
Customer eligibility	New and existing CSP customers. For subscriptions up to 300 seats.

End customer value prop

Meet your PC in the cloud. Get the full Windows experience on any device with a Windows 365 Cloud PC. Reduce dependencies and enhance resilience, all while saving costs and boosting productivity.

Windows 365 Business provides small businesses with an easy way to create and manage Cloud PCs. This plan has no licensing prerequisites and offers up to 300 seats.

Partner value prop

This promotion gives partners a way to engage with customers new to Windows 365, reducing sales costs and speeding up the sales cycle. Partners can accelerate the growth of both their Windows 365 business and their services revenue.

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Windows 365 Flex and Government Editions

20% off

Summary We're excited to announce the return of the 20% Windows 365 promotion for Flex and Government editions. Designed to reduce cost uncertainty and support a range of customer needs, this offer is now expanded to include both new and existing Windows 365 subscribers.

Offer details

Duration	July 1, 2026 to June 30, 2027
Geography	Worldwide; all markets in which Windows 365 Flex is presently available for purchase. Windows 365 Government is available in the United States only.
Promo type	New commerce experience, partner-led (CSP)
Products	Windows 365 Flex edition | Promo ID: 39NFJQT117JB Windows 365 Government edition | Promo ID: 39NFJQT117JB
Discount	20 percent off Windows 365 Flex and Government editions, monthly and annual subscriptions
Customer eligibility	New and existing CSP customers

End customer value prop

Meet your PC in the cloud. Get the full Windows experience on any device with a Windows 365 Cloud PC. Reduce dependencies and enhance resilience, all while saving costs and boosting productivity.

Windows 365 Flex is designed for organizations with employees or contractors who don't require 24/7 Cloud PC access. Use a single license to provide Cloud PC access to multiple users, one at a time.

Windows 365 Government enables secure streaming of the complete Windows experience. It meets all US government security and compliance requirements.

Partner value prop

This promotion gives partners a way to engage with customers new to Windows 365, reducing sales costs and speeding up the sales cycle. Partners can accelerate the growth of both their Windows 365 business and their services revenue.

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Dynamics 365 Bridge to Cloud | triennial (3-year) term

30% off

Summary This promotion provides discounted Microsoft Dynamics 365 online services for eligible Dynamics on-premises commercial customers who are committed to migrating to the cloud.

Offer details

Duration	January 1, 2025 to December 31, 2027
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Most Dynamics 365 SKUs with a three-year term are eligible; see the product list in Exhibit A of the policy document.
Discount	Discount of 30 percent on a three-year fixed term (nonrenewable, noncancellable).
Customer eligibility	Available to existing Dynamics on-premises commercial customers (as of September 1, 2024) with a current or active Enhancement Plan (EP); not available to net-new customers. The customer's monthly CSP cost must be equal to or greater than their EP cost (at suggested pricing per month).

End customer value prop

This promotion provides an introductory promotional price for customers who are migrating from Dynamics on-premises to Dynamics 365 online.

Partner value prop

You will receive CSP and NCE margins while helping your customers transition to the cloud.

How it works

Partners placing eligible purchases through the NCE partner-led motion should select the promotion during purchase and then update their customer's on-premises account.

Next steps / Learn more

Refer to the Bridge to Cloud 3 Policy and FAQ.

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Microsoft Sentinel 50 GB Commitment Tier

Up to 32% off

Summary To make Microsoft Sentinel more accessible to organizations with smaller data volumes, such as small and medium enterprises, we launched a public preview for the 50 GB commitment tier, with promotional pricing available from October 1, 2025 to December 31, 2026. Customers who purchase this commitment tier during this time will lock in their promotional price until March 31, 2027.

Offer details

Duration	October 1, 2025 to December 31, 2026
Geography	Worldwide
Promo type	Partner-led (CSP), Direct sales channels, EA
Products	Microsoft Sentinel | SKU ID: DZH318DNS7P5 Annual commit: Annual bill and monthly bill
Discount	Up to 32 percent off a Microsoft Sentinel 50 GB commitment tier. Can be used with existing or new purchases of Microsoft Sentinel. Promotional pricing varies by region.
Customer eligibility	All Commercial customers.

End customer value prop

Customers can secure their multi-cloud, multi-platform environment with an AI-enriched SIEM that is cost-effective for small and medium enterprises.

Partner value prop

Partners can use the promotional offer to reduce costs and offer a cost-effective, accessible way for customers with smaller data volumes to utilize Microsoft Sentinel. We also encourage partners to include additional value provided directly from Microsoft, such as end user enablement materials to support a successful rollout.

How it works

Offer applies automatically to eligible customers purchasing Microsoft Sentinel.

Next steps / Learn more

See the offer FAQ for more details and next steps. For pricing details, visit https://aka.ms/MSentinelPricing.

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NCE Promotions Table of Contents

Microsoft 365 Copilot | Nonprofit | annual (one-year) term

15% off

Summary On July 10, 2026, we introduced nonprofit-specific CSP promotions that stack on the existing 15% nonprofit discount on Microsoft 365 Copilot. This tier delivers an additional 15 percent off the nonprofit-priced M365 Copilot annual subscription for eligible nonprofit customers purchasing 10–99 seats, accelerating organization-wide Copilot adoption across mission-driven organizations.

Offer details

Duration	July 10, 2026 to December 31, 2026
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 Copilot – nonprofit SKU | Promo ID: 39NFJQT1199F Annual commit: Annual bill and monthly bill
Discount	15 percent off the nonprofit-priced M365 Copilot annual subscription, applied on top of the standard 15% nonprofit discount. For subscriptions between 10–99 seats.
Customer eligibility	Validated nonprofit customers committing to 10–99 Microsoft 365 Copilot nonprofit seats who meet all purchasing criteria in the Promo Readiness Guide. Partners confirm nonprofit eligibility, base SKU, and pricing type in Partner Center.

End customer value prop

Microsoft 365 Copilot provides nonprofits with the platform to scale AI across their organization to amplify human capacity, engage supporters and funders, transform nonprofit operations, and deliver impactful programs. Eligible nonprofits can now combine this promotion with the nonprofit-priced offer for deeper savings than the nonprofit offer or a commercial promotion alone. Customers transacting this offer keep the discounted rate for the remainder of their term, can add seats, and receive the same discount at renewal on another 12-month commitment.

Partner value prop

This offer gives partners a compelling, nonprofit-specific discount to fuel organization-wide AI adoption across mission-driven customers. Partners receive 15 percent off the partner net price on the nonprofit-priced M365 Copilot offer for eligible nonprofit customers purchasing 10–99 licenses via a new subscription.

How it works

The promotional discount applies to the nonprofit-priced M365 Copilot offer, which already includes the 15% nonprofit discount. When a customer qualifies for multiple offers, the tier matching their purchased seat count applies. Always validate base SKU, pricing type, eligibility, and Promo ID in Partner Center before quoting.

Next steps / Learn more

See the CSP Microsoft 365 Copilot Partner FAQ for more details.

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Microsoft 365 Copilot | Nonprofit | annual (one-year) term

20% off

Summary On July 10, 2026, we introduced nonprofit-specific CSP promotions that stack on the existing 15% nonprofit discount on Microsoft 365 Copilot. This tier delivers an additional 20 percent off the nonprofit-priced M365 Copilot annual subscription for eligible nonprofit customers purchasing 100–299 seats, accelerating organization-wide Copilot adoption across mission-driven organizations.

Offer details

Duration	July 10, 2026 to December 31, 2026
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 Copilot – nonprofit SKU | Promo ID: 39NFJQT119C3 Annual commit: Annual bill and monthly bill
Discount	20 percent off the nonprofit-priced M365 Copilot annual subscription, applied on top of the standard 15% nonprofit discount. For subscriptions between 100–299 seats.
Customer eligibility	Validated nonprofit customers committing to 100–299 Microsoft 365 Copilot nonprofit seats who meet all purchasing criteria in the Promo Readiness Guide. Partners confirm nonprofit eligibility, base SKU, and pricing type in Partner Center.

End customer value prop

Microsoft 365 Copilot provides nonprofits with the platform to scale AI across their organization to amplify human capacity, engage supporters and funders, transform nonprofit operations, and deliver impactful programs. Eligible nonprofits can now combine this promotion with the nonprofit-priced offer for deeper savings than the nonprofit offer or a commercial promotion alone. Customers transacting this offer keep the discounted rate for the remainder of their term, can add seats, and receive the same discount at renewal on another 12-month commitment.

Partner value prop

This offer gives partners a compelling, nonprofit-specific discount to fuel organization-wide AI adoption across mission-driven customers. Partners receive 20 percent off the partner net price on the nonprofit-priced M365 Copilot offer for eligible nonprofit customers purchasing 100–299 licenses via a new subscription.

How it works

The promotional discount applies to the nonprofit-priced M365 Copilot offer, which already includes the 15% nonprofit discount. When a customer qualifies for multiple offers, the tier matching their purchased seat count applies. Always validate base SKU, pricing type, eligibility, and Promo ID in Partner Center before quoting.

Next steps / Learn more

See the CSP Microsoft 365 Copilot Partner FAQ for more details.

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Microsoft 365 Copilot | Nonprofit | annual (one-year) term

30% off

Summary On July 10, 2026, we introduced nonprofit-specific CSP promotions that stack on the existing 15% nonprofit discount on Microsoft 365 Copilot. This tier delivers an additional 30 percent off the nonprofit-priced M365 Copilot annual subscription for eligible nonprofit customers purchasing 300–1,499 seats, accelerating organization-wide Copilot adoption across mission-driven organizations.

Offer details

Duration	July 10, 2026 to December 31, 2026
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 Copilot – nonprofit SKU | Promo ID: 39NFJQT1199D Annual commit: Annual bill and monthly bill
Discount	30 percent off the nonprofit-priced M365 Copilot annual subscription, applied on top of the standard 15% nonprofit discount. For subscriptions between 300–1,499 seats.
Customer eligibility	Validated nonprofit customers committing to 300–1,499 Microsoft 365 Copilot nonprofit seats who meet all purchasing criteria in the Promo Readiness Guide. Partners confirm nonprofit eligibility, base SKU, and pricing type in Partner Center.

End customer value prop

Microsoft 365 Copilot provides nonprofits with the platform to scale AI across their organization to amplify human capacity, engage supporters and funders, transform nonprofit operations, and deliver impactful programs. Eligible nonprofits can now combine this promotion with the nonprofit-priced offer for deeper savings than the nonprofit offer or a commercial promotion alone. Customers transacting this offer keep the discounted rate for the remainder of their term, can add seats, and receive the same discount at renewal on another 12-month commitment.

Partner value prop

This offer gives partners a compelling, nonprofit-specific discount to fuel organization-wide AI adoption across mission-driven customers. Partners receive 30 percent off the partner net price on the nonprofit-priced M365 Copilot offer for eligible nonprofit customers purchasing 300–1,499 licenses via a new subscription.

How it works

The promotional discount applies to the nonprofit-priced M365 Copilot offer, which already includes the 15% nonprofit discount. When a customer qualifies for multiple offers, the tier matching their purchased seat count applies. Always validate base SKU, pricing type, eligibility, and Promo ID in Partner Center before quoting.

Next steps / Learn more

See the CSP Microsoft 365 Copilot Partner FAQ for more details.

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Microsoft 365 Copilot | Nonprofit | annual (one-year) term

40% off

Summary On July 10, 2026, we introduced nonprofit-specific CSP promotions that stack on the existing 15% nonprofit discount on Microsoft 365 Copilot. This tier delivers an additional 40 percent off the nonprofit-priced M365 Copilot annual subscription for eligible nonprofit customers purchasing 1,500–9,999 seats, accelerating organization-wide Copilot adoption across mission-driven organizations.

Offer details

Duration	July 10, 2026 to December 31, 2026
Geography	Worldwide
Promo type	New commerce experience, partner-led (CSP)
Products	Microsoft 365 Copilot – nonprofit SKU | Promo ID: 39NFJQT119C2 Annual commit: Annual bill and monthly bill
Discount	40 percent off the nonprofit-priced M365 Copilot annual subscription, applied on top of the standard 15% nonprofit discount. For subscriptions between 1,500–9,999 seats.
Customer eligibility	Validated nonprofit customers committing to 1,500–9,999 Microsoft 365 Copilot nonprofit seats who meet all purchasing criteria in the Promo Readiness Guide. Partners confirm nonprofit eligibility, base SKU, and pricing type in Partner Center.

End customer value prop

Microsoft 365 Copilot provides nonprofits with the platform to scale AI across their organization to amplify human capacity, engage supporters and funders, transform nonprofit operations, and deliver impactful programs. Eligible nonprofits can now combine this promotion with the nonprofit-priced offer for deeper savings than the nonprofit offer or a commercial promotion alone. Customers transacting this offer keep the discounted rate for the remainder of their term, can add seats, and receive the same discount at renewal on another 12-month commitment.

Partner value prop

This offer gives partners a compelling, nonprofit-specific discount to fuel organization-wide AI adoption across mission-driven customers. Partners receive 40 percent off the partner net price on the nonprofit-priced M365 Copilot offer for eligible nonprofit customers purchasing 1,500–9,999 licenses via a new subscription.

How it works

The promotional discount applies to the nonprofit-priced M365 Copilot offer, which already includes the 15% nonprofit discount. When a customer qualifies for multiple offers, the tier matching their purchased seat count applies. Always validate base SKU, pricing type, eligibility, and Promo ID in Partner Center before quoting.

Next steps / Learn more

See the CSP Microsoft 365 Copilot Partner FAQ for more details.

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