JOURNEY TO CLOUD SOLUTION PROVIDER (CSP) NEW COMMERCE

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Microsoft

WHY AM I HERE

This journey map will help you navigate the journey to **CSP new commerce**.

Through the CSP program, you lead the customer engagement to accelerate digital transformation at scale.

You'll find information about **CSP new commerce capabilities** available now and what's planned over the coming months.

LINKS

Learn more and **Resources** links will take you to the latest content about each topic. Some content may require you to sign in as a Microsoft partner for access.

HERE'S WHERE THE JOURNEY BEGINS:

VISION

The Microsoft commerce experience makes it easier to buy and manage cloud services. Partner incentive earnings available now are optimized to support different customer needs, partner-added value in every motion, and a simple, fair, and transparent experience. The **new commerce experience** creates a consistent and simplified purchase experience for customers with greater flexibility in how and where they buy.

THE BEST WAY TO NAVIGATE THIS JOURNEY

I	Get an overview of the **new commerce experience**	LEARN MORE
II	Learn about the Cloud Solution Provider program	LEARN MORE
III	Stay up to date with the latest Partner Center announcements	LEARN MORE
IV	Attend Office Hours and community events (or recordings)	LEARN MORE
V	Review the bimonthly partner launch calendar	LEARN MORE
VI	Find resources about the CSP new commerce experience	LEARN MORE
VII	Learn about **new commerce** partner incentives and download the **global promo readiness guide**	LEARN MORE

OVERVIEW OF KEY MILESTONES

1	Introduce Azure offers in new commerce	Available now	I
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9	Commercial legacy seat-based subscription migrations in 2024	Available now	
10	CSP public sector legacy offers (government, education, and nonprofits) will be available in new commerce	Available now	
11	Introducing CSP partner subscription transfers for new commerce seat-based subscriptions	Available now	

*Milestone availability dates are subject to change.
*Dates mentioned in this document correspond to the calendar year, not the fiscal year.

1 — Introduce Azure offers in new commerce

Description of the change
Customers can purchase commercial consumption software licenses for Azure Marketplace offers through the new commerce experience in Partner Center.

What's the benefit of this change?
Partners can now offer their customers a single, unified purchase experience for all Microsoft cloud services.

What actions need to be taken?
Review the Azure Marketplace offers that Partners have added to their customer tenants.
Follow the partner blog and Partner Center announcements on the Azure plan, Azure Marketplace, and Azure Reservations to learn about upcoming changes and updates to the Azure experience in new commerce.

What's the impact?
Customers will have a single, unified purchase experience for Azure services and Azure Marketplace offers.

Resources
- Partner Center announcements on the Azure plan, Azure Marketplace, and Azure Reservations

2 — Perpetual software licenses in the Cloud Solution Provider program

Description of the change
Customers can purchase perpetual software licenses for commercial software through the Cloud Solution Provider program.

What's the benefit of this change?
Partners can now offer their customers a single, unified purchase experience for all Microsoft cloud services.

What actions need to be taken?
Review the perpetual software licenses that Partners have added to their customer tenants.
Follow the partner blog and Partner Center announcements on the Azure plan, Azure Marketplace, and Azure Reservations to learn about upcoming changes and updates to the Azure experience in new commerce.

What's the impact?
Customers will have a single, unified purchase experience for all Microsoft cloud services.

Resources
- Perpetual software licenses in the Cloud Solution Provider program

3 — Commercial seat-based offers in CSP new commerce

Description of the change
Customers can purchase seat-based offers for Microsoft 365, Dynamics 365, and Power Platform through the new commerce experience in Partner Center.

What's the benefit of this change?
Partners can now offer their customers a single, unified purchase experience for all Microsoft cloud services.

What actions need to be taken?
Review the seat-based offers that Partners have added to their customer tenants.
Follow the partner blog and Partner Center announcements on the Azure plan, Azure Marketplace, and Azure Reservations to learn about upcoming changes and updates to the Azure experience in new commerce.

What's the impact?
Customers will have a single, unified purchase experience for all Microsoft cloud services.

Resources
- CSP partner blog
- Azure Marketplace and Azure Reservations announcements
- Partner Center announcements
- Partner Center Office 365 and Dynamics 365 Partner Center Guide
- Partner Center Azure Marketplace Guide
- Partner Center Azure Reservations Guide
- Partner Center Azure Plan Guide

4 — Evolving product licensing and hosting: New CSP Master program

Description of the change
Microsoft implemented significant upgrades in contracting and hosting infrastructure to support the new commerce experience. Partners will now be able to manage customer contracts and host customer data and applications in their own tenants.

What's the benefit of this change?
Partners can now offer their customers a single, unified purchase experience for all Microsoft cloud services.

What actions need to be taken?
Review the new contracts that Partners have added to their customer tenants.
Follow the partner blog and Partner Center announcements on the Azure plan, Azure Marketplace, and Azure Reservations to learn about upcoming changes and updates to the Azure experience in new commerce.

What's the impact?
Customers will have a single, unified purchase experience for all Microsoft cloud services.

Resources
- Partner Center Office 365 and Dynamics 365 Partner Center Guide
- Partner Center Azure Marketplace Guide
- Partner Center Azure Reservations Guide
- Partner Center Azure Plan Guide
- Partner Center Azure Hosting Guide
- Partner Center Azure Contracting Guide
- Partner Center Azure Billing Guide
- Partner Center Azure Support Guide
- Partner Center Azure Monitoring Guide
- Partner Center Azure Security Guide
- Partner Center Azure Governance Guide
- Partner Center Azure Identity Guide
- Partner Center Azure Networking Guide
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