



Insight's Cloud Care Update

Welcome to Insight's regular Cloud Care update – December 2024

This area is designed to keep you informed on the latest developments from our Cloud Care community, including news, additions, and updates from Microsoft, as well as recent and upcoming changes to our Cloud Commerce platform (CCx), and other valuable information.

We will regularly update this page as news from Microsoft is shared, ensuring you always have the most current information.

Here is an overview of our latest topics:

1. Microsoft News & Updates

- Local currency adjustment for Microsoft's commercial cloud coming February 1, 2025
- Reminder: Power BI Premium to be replaced with Microsoft Fabric
- Revenue requirement for CSP indirect resellers

2. New Commerce Experience (NCE) promotions

3. Cloud Commerce Platform (CCx) – December 2024 improvements, additions and bug fixes

4. Cloud Commerce Platform (CCx) – Upcoming release dates for Q1 2025

5. Other useful Insight information

- Decreased functionality for still remaining CSP legacy subscriptions within CCx

We encourage you to regularly check our Cloud Care update page to stay informed about these important changes. As one of our valued clients, we welcome your thoughts and feedback as we strive to make this page an even more effective resource for you.

If you have any questions or need further assistance, please do not hesitate to contact us.

Microsoft New & Updates:

- Local currency adjustment for Microsoft's commercial cloud coming February 1, 2025:

On December 3, 2024, Microsoft announced upcoming price adjustments for their commercial partners transacting in Brazilian Real or the British Pound.

Effective February 1, 2025, Microsoft will adjust prices for its commercial cloud services to more closely align with global levels in the Brazilian Real (BRL) and British Pound (GBP) currencies. Brazil on-premises software pricing will also be adjusted to correct for local currency fluctuations and business conditions.

This adjustment will impact new purchases and renewals from February 1, 2025, existing subscriptions will not be impacted.

Pricing Currency	Cloud % Adjustment	On-Premise Adjustment
Brazilian Real (BRL)	12%	12%
British Pound (GBP)	-5% to -6%	None

Microsoft follows a semiannual process for aligning prices globally to US dollar (USD) levels. This process ensures that customers across different geographies and currencies experience consistent pricing, reflecting the exchange rate of their local currency to USD.

** Percentage changes for individual SKUs might vary slightly from these percentages due to pricing calculations and rounding rules.*

More information can be found [here](#)

- Reminder: Power BI Premium to be replaced with Microsoft Fabric:

With both pay-as-you-go and reservation options now available for Microsoft Fabric, Microsoft has announced the eventual end of life for the Power BI Premium capacity SKUs. To make the transition as easy as possible, Microsoft has ensured clients can access Fabric capabilities on their existing Power BI Premium per capacity.

Clients who have a renewal date after January 1, 2025 will need to replace their Power BI Premium capacity subscription purchase with the purchase of Fabric capacity at the end of their agreement.

Power BI Pro and Power BI Premium per user (PPU) are not impacted by this retirement.

More information can be found [here](#) and on our Insight Fabric page [here](#)

- Revenue requirement for CSP indirect resellers:

On April 1, 2024 Microsoft implemented a minimum revenue requirement for existing Cloud Solution Provider (CSP) indirect resellers. Meeting the requirement is a prerequisite for the reseller's continued CSP authorization.

If an indirect reseller's trailing-12-months (TTM) revenue for their CSP tenant is less than USD1,000 (as recorded in Microsoft's systems), the tenant is subject to deauthorization and the partner can no longer transact as a CSP indirect reseller at that business location.

Microsoft sends a series of advance notification emails, starting three months before enforcement, to the resellers whose tenants are below the USD1,000 TTM revenue threshold. During this three-month period, the reseller can work with their indirect provider to generate new revenue sufficient to exceed USD1,000 in TTM revenue for that tenant.

If the reseller's TTM revenue is still less than USD1,000 after the three-month period, the indirect reseller, their indirect provider, and their customers are informed by Microsoft that the reseller's tenant will be deauthorized from assignment to subscription orders by indirect providers. After deauthorization, the reseller must wait at least one year before re-enrolling for indirect reseller status at that business location.

More information can be found [here](#)

New Commerce Experience (NCE) promotions:

- NEW: Get customers AI ready with Microsoft 365 E5: 15% valid from January 1, 2025 until June 30, 2025
- EXTENDED: Microsoft 365 Copilot CSP Getting Started: 15% valid from September 1, 2024 until April 1, 2025
- Do more with Microsoft 365 E3 Accelerate promotional offer: 15 % valid from July 1, 2024 until June 30, 2025
- Windows 365 CSP: 15% valid from September 1, 2024 until February 1, 2025
- Dynamics 365 Business Central for Microsoft 365 customers: 10 % valid from August 1, 2024 until June 30, 2025

To find out more about the available NCE promotions and the eligibility criteria's, please contact your local account manager.

Cloud Commerce Platform (CCx) - December 2024 improvements, additions and bug fixes:

- Improved user awareness and understanding of End-of-Sale (EOS) implications through the addition of a question mark icon and hover-over messaging, leading to enhanced transparency and clarity for users
- Updates to the Perpetual Software anchor to enhance link navigation and better align with Insight.com standards
- Purchase Order enhancements providing greater control over billing information (direct clients only)
 - Improved user experience by allowing the addition of expiration dates to Purchase Order (PO) number during the initial purchase.
 - Ability to add a Purchase Order (PO) number expiration date in the 'Manage billing preferences' section for existing subscriptions.
 - Manage and update Purchase Order (PO) number at renewals in the 'Manage renewals' section
 - Manage and update Purchase Order (PO) numbers during an upgrade in the 'Upgrade' section

Cloud Commerce Platform (CCx) – Upcoming release dates for Q1 2025:

- January 04, 2025 14:00 UK / 15:00 CET until 17:00 UK / 18:00 CET
- February 08, 2025 14:00 UK / 15:00 CET until 17:00 UK / 18:00 CET
- March 01, 2025 14:00 UK / 15:00 CET until 17:00 UK / 18:00 CET

Please be aware that this maintenance downtime (typically on the first Saturday of the month) will be used to deploy ongoing improvements and install new features. During this time, you will see a maintenance page on <https://buy.insight.com/> that will prevent you from accessing the site and making transactions.

Other useful Insight information:

- Decreased functionality for still remaining CSP legacy subscriptions within CCx:

On July 11, 2023, Microsoft announced the next steps toward retiring the Cloud Solution Provider (CSP) legacy commerce platform and moving towards the New Commerce Experience (NCE) for all new and renewing subscriptions.

Since the start of the Microsoft led forced migration in January 2024, 95% of the existing commercial and 50% non-profit & academic subscriptions have been successfully migrated to NCE.

For this reason, starting February 1, 2025, still remaining CSP legacy subscriptions will see a decreased functionality within Insight’s Cloud Commerce platform (CCx) and the following features will no longer be available:

- Billable items report
- Invoices

The invoice layout for legacy billing will be simplified and consolidated on to one line as seen in the example below:

Sales Order No.	PO No.	Contract No.	Payment Terms	Due Date	Currency	Sales Rep Name	
51177156	LegacyO365_T1_02_2025		Net 30 days	13-MAR-2025	GBP	Shaun Brooks	
Account No.	PO Release	SOW Number	Your Ref. No.	Original Invoice No		Ship Via	
						Next day/ESD	
If you purchase on buy.insight.com. Click here for invoice details							
Material	Description	Net Total	VAT Rate	VAT	Total		
LEGACY-0365	LEGACY-0365 Coverage Dates: 01-JAN-2025 - 31-JAN-2025 Qty 1	-0.09	20.000	-0.02	-0.11		
THIS INVOICE IS PAYABLE ONLY IN THE CURRENCY (GBP) AND TO THE BANK DETAILS STATED BELOW							
Currency	Net Total	Freight	Misc. Charges	VAT	Total	Amount Paid	Balance Due
GBP	-0.09	0.00	0.00	-0.02	-0.11	0.00	-0.11
PO LegacyO365_T1_02_2025 subtotal GBP 0.09-							

An invoice breakdown will be emailed over to the contact person within 72 hrs from issuing the invoice.

Subscription management for CSP legacy subscriptions will continue as known and invoices will be sent as normal. We recommend that you make the move to NCE as soon as possible to keep the currently know features.