

1ClickFactory handout

BREP to CSP: all you need to know about the offer

The new CSP – Enhancement Plan renewal offer enables existing customers that are active on their Enhancement Plan (EP) to renew through the Cloud Solution Provider (CSP) program and receive Dynamics 365 Business Central online licenses.

BREP to CSP – partner and customer benefits

- Reduce your capital spending – spread your payments monthly instead of paying an annual lump sum.
- Reduce your Cloud costs – you get a 60% discount on the normal cost of Business Central Cloud.
- If you have a high ratio of concurrent users, Microsoft will match up to 1:4 concurrent to named user ratio at €0 license cost.
- Allows for dual-use and downgrade rights to the current Dynamics 365 Business Central, Dynamics GP, NAV and SL On-premises versions – you can continue to use your current On-premises application while you transition to your Dynamics 365 Business Central (Cloud) solution.
- You continue to get full Enhancement Plan benefits with the offer for your current On-premises application.
- You will have your licensed users for Dynamics 365 Business Central (Cloud) when you are ready to migrate.

BREP to CSP – requirements

Customers with the following On-premises perpetual licenses, purchased via the Dynamics Price List prior to June 1, 2020, are eligible for this offer:



**Dynamics 365
Business Central**



**Dynamics
NAV**



**Dynamics
GP**



**Dynamics
SL**

- Customer has an active Enhancement Plan and is within 30 days of their renewal date.
- Offer is available between June 1, 2020 and June 30, 2021.
- Offer duration: 1-year initial agreement and two optional 1-year renewals (3 years total).
- Exception for customers whose enhancement plan has lapsed between January 1, 2020 and July 31, 2020. These customers can re-activate their Enhancement Plan through the CSP - EP renewal offer without penalty. Customers must use this CSP – EP renewal offer before July 31, 2021.

Notes

- Customers with AX, C5, NAV/Business Central On-premises subscription licenses and net new customers are not eligible for this offer.
- Partners will need to opt their customers out of the Autobill function in PartnerSource Business Center to prevent the auto renewal of the annual plan.

How does it work?

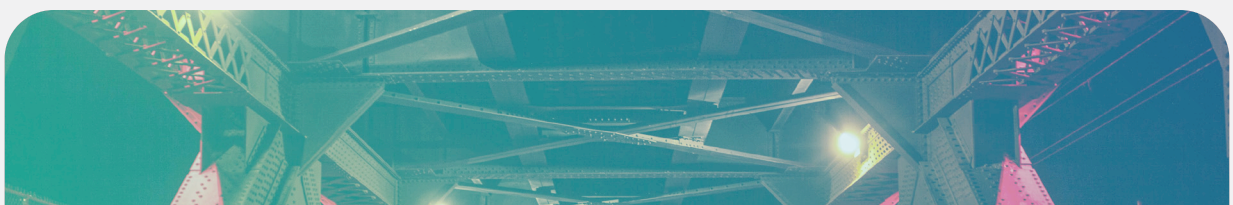
1ClickFactory assistance

In order to make sure you don't miss any deadlines or important actions required, we suggest the following process:

- If you haven't verified 1ClickFactory as your CSP indirect provider, please follow [the link](#) to accept the invite and authorize 1ClickFactory UAB to be your Microsoft indirect provider (Note: User with Global Admin permission is required to accept relationship). Welcome aboard!
- Email to cee@1clickfactory.com to schedule a call with 1ClickFactory expert, and in as short as 30 min:
 - Understand the critical steps you need to take to ensure your customer doesn't miss the opportunity.
 - Have a proposal with detailed calculations ready to present to your customer.

Transition BREP to CSP:

1. Check the Protected List Price (PLP) of the customers On-premises license and calculate what the Enhancement Plan renewal amount will be. You can do this easily with the 1ClickFactory BREP to CSP calculator we built for partners like you to be able to simulate various price options for your customers. Use the calculator to:
 - a. Calculate how many Dynamics 365 Business Central (Cloud) licenses you need to order.
 - b. Calculate how many Dynamics 365 Business Central (Cloud) licenses your customer can request for free.
 - c. Understand the business case behind your customer and you as the partner.
2. Turn off the Autobill function in PartnerSource Business Center. The Autobill function renews a license 12 days before the end date of the Enhancement Plan; therefore, make sure you take action before this date.
3. Place the order for your customer on the 1ClickFactory CSP portal.
4. Contact Microsoft to process the EP renewal order for your customer.
5. Guide your customer to request the one-time add-on of additional users at no cost within 60 days of the initial CSP license purchase.
6. Receive Dynamics 365 Business Central (Cloud) licenses to enable the transition to the Cloud.



Microsoft information

Q1: Where can I find the Microsoft CSP-EP renewal offer policy?

A1: Please find the offer policy [here](#) and the overview with all Microsoft information regarding the CSP – EP Offer [here](#).

Q2: Is there a Microsoft FAQ available?

A2: Please find the Microsoft FAQ regarding the CSP-EP offer [here](#).

Q3: How do I know if the CSP-EP Renewal offer is available in my country/region?

A3: Please reference the [CSP country availability](#).



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