

Microsoft 365 Business

New “Get extra \$60 per seat” incentive FAQ

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What is Microsoft 365 Business?

Microsoft 365 Business is an integrated solution designed for small and midsize businesses (SMB) that enables them to empower teams, safeguard their business and manage their IT.

Microsoft 365 Business includes:

- **Office 365 Business Premium:**
 - Office Applications: Word, Excel, PowerPoint, Outlook, OneNote, Publisher, and Access
 - Online Services: Exchange, OneDrive, Skype, Teams, SharePoint
 - Business Apps: Bookings, Outlook Customer Manager
- **Device Management & Security Capabilities:**
 - Device management for Windows 10 PCs
 - App protection for Office mobile apps
 - Data protection across devices
 - Consistent security configuration across devices
 - Windows Defender, always-on and up-to-date
- **Simplified Device Deployment and User Setup**
 - Single admin console to setup and manage users and devices
 - Auto-installation of Office apps on Windows 10 PCs
 - Always up-to-date Office + Windows 10
 - Streamlined deployment of PCs with Windows AutoPilot

Additionally, for those customers still running Windows 7 Professional or Windows 8.1 Pro, Microsoft 365 Business includes upgrade benefits to Windows 10 Pro at no additional cost!

What channel incentives are available for Microsoft 365 Business?

As a Microsoft CSP Direct Partner or CSP Indirect Reseller, you may qualify for one or more of the following incentives:

- 8% CSP Rebate*
- 5% CSP Global Accelerator*
- 5% CSP Local Accelerator*
- **New!** CSP Local Campaign: Get extra \$60 per seat

**Requires a Competency, Cloud Reseller Agreement and PIEXP enrolment*

What is this new "Get extra \$60 per seat" incentive?

It's very simple. For every new subscription of Microsoft 365 Business you sell, we'll pay you AU\$60.

This promotion runs from 1st April 2018 to 30th June 2018 or until available funds run out, so hurry up!

Where can I find the Terms and Conditions of this "\$60 per seat" incentive?

You can download the T&Cs from [T&C CSP Indirect Reseller](#) or contact aurebate@microsoft.com

How can I participate from this new \$60 incentive?

If you are a Microsoft CSP Direct partner or CSP Indirect Reseller, you are already participating. There are no other requirements to be eligible for this incentive.

What SKUs are eligible for the \$60 incentive?

The only SKU eligible is "Microsoft 365 Business". This excludes Trials, Nonprofit and any Enterprise or Education editions.

What happens if my customer is already on Office 365 and upgrades to Microsoft 365 Business?

That scenario counts as a new Microsoft 365 Business subscription and is eligible for the \$60 incentive.

How is Microsoft going to pay this incentive?

At the end of the period, we will review all transactions and allocate the funds appropriately based on a first seen, first paid basis. Then we will Wire Transfer the funds to your designated account. In case we don't have it in our system, we will get in touch with you. Want to be ahead of the game?

Are there any deal size restrictions for eligibility?

No, it doesn't matter how many seats your customer buys, the seats will count to the final amount associated to your organization.

Are there any payment caps?

There are minimum and maximum payment caps per partner set at \$300 and \$60,000 respectively.

Where can I find more information about Microsoft 365 Business?

Visit <https://www.microsoft.com/microsoft-365/partners/business> for details about the product and resources going from Sales pitch decks, to Technical readiness and marketing assets.

Other useful links:

- [Campaign Landing Page](#)
- Migration Offers: [SkyKick](#) and [BitTitan](#)
- [Post-sales Free 45-day product training](#)
- [M365 Business and NDB scheme](#)
- [Campaign Marketing BOM](#)
- [Nico's presentations](#)