

# Biz Apps Newsletter

October 2025

## Incentives, Benefits & Pricing



### Business Central Pricing Update

The Business Central price increase, initially planned for October, has been postponed to **1st November**. You can view the full announcement here:

[September 2025 announcements - Partner Center announcements | Microsoft Learn](#)

### Bridge to the Cloud 3

With Bridge to the Cloud 2 coming to an end on 31st Dec 2025, Microsoft have announced a new promotion starting 1st Jan 2026: **Bridge to the Cloud 3 (BTTC3)**.

Key differences between the two promotions are:

- **Discount:** BTTC3 offers a reduced discount of **30%**, compared to 40% under BTTC2.
- **\$0 User Benefits:** BTTC3 provides these benefits **for 2 years**, whereas BTTC2 offered them for 3 years.

Please note that both promotions are based on a **3-year NCE term**, and each deal will require **prior assessment and approval** from our credit team before licences can be purchased.

You can find the full promotional policy here: <https://aka.ms/BTC3>.

## FY26 Incentives Recalculation

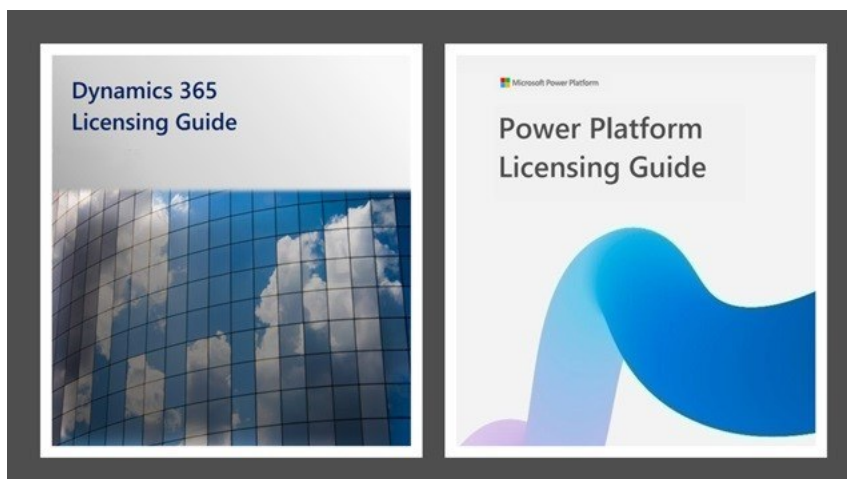
Please remember that incentives earned between **July, August and September 2025** will be calculated and paid based on FY25 rates. However, in **February 2026**, Microsoft will **recalculate** this period using the new **FY26 rates** to determine what the partner should have earned.

This recalculation will be visible in Partner Center reports from **15th February 2026**.

If the recalculated amount shows an **overpayment**, Microsoft will deduct the difference from your next incentive payment. If you were **underpaid**, the additional amount will be added to your next payment.

For more information please refer to the [Microsoft Commercial Partner Incentives Guide](#)

## Licensing

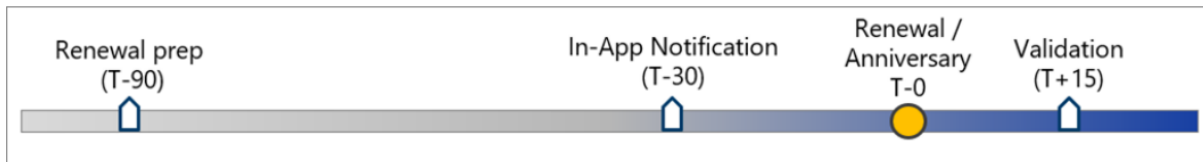


## F&O License Validation - NEW TIMELINE

Beginning **15th January, 2026**, all customers with upcoming renewals or anniversaries of Dynamics 365 Finance and Operations products will be subject to technical per-user license validation, based on their earliest contract renewal or anniversary date (T=0).

Here's how the timeline works:

- **T-90 (days):** Sellers/Partners will begin engaging customers to support renewal preparation
- **T-30 (days):** In-app notifications will appear to alert users about upcoming license requirements
- **T+15 (days):** License validation begins, giving customers a 15-day buffer to assign the correct licenses



For more information on timelines and scenarios, please refer to the following resources:

- [Partner Alert: Update to Dynamics 365 Finance and Operations per-user license validation timeline](#)
- [Updated FAQs](#)

Sign up for the [ERP Partner Office Hour on 21st Oct](#) to find out more.

## M365 Copilot: Expanded Functionality with Copilot Studio and Role-Based Features

Users with Microsoft 365 Copilot licenses will now be able to use agents built in Copilot Studio.

On **10th October, 2025**, role-based Copilot functionality (Sales, Service, and Finance) will be included directly within Microsoft 365 Copilot at no additional charge, and step-up SKUs will be retired.

**Note:** Existing role-based Copilot customers will transition to the Microsoft 365 Copilot SKU at renewal.

Read the full partner alert for more details: [Microsoft Power Platform Partner Hub](#)

## Retirement of AI Builder Credits

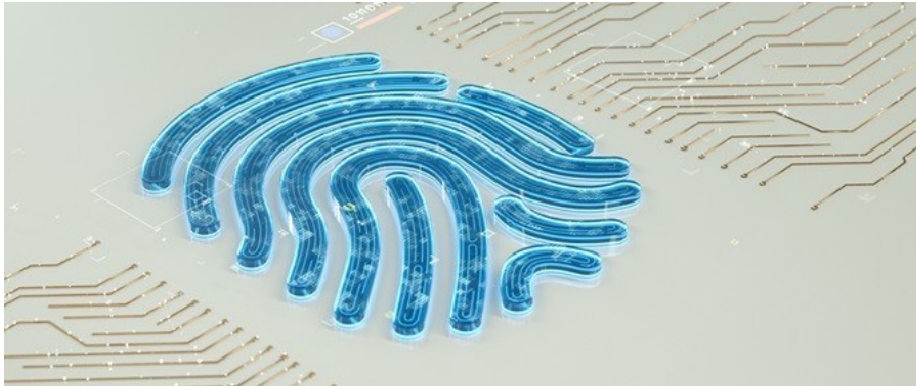
Starting **1st November 2025**, customers will no longer be able to purchase AI Builder credits for AI tools.

Instead, all AI tools and capabilities that were previously purchased with AI Builder credits will require Copilot Studio credits, available via the Copilot Studio meter or credit packs.

Existing AI Builder credits—whether purchased directly or included in Power Apps, Power Automate, or Dynamics 365 Finance—can still be used, but customers must switch to Copilot Studio credits at renewal.

Read the full alert here: [Dynamics 365 Partner Hub](#)

# Product updates



## Agents in Business Central

Exciting new BC Agents functionality is now available in Public Preview. View available and upcoming skills below:

### **Sales Order Agent skills in current preview:**

- Analyse customer requests via email
- Advanced inventory search
- Items availability calculation
- Create multi-line sales quotes and sales orders
- Support multi-turn conversations
- Generate email with quote/order details
- Natural language instructions
- Handle multiple shipping addresses
- Opt-out from reviewing all inbound messages
- Multi-language support

### **Sales Order Agent skills coming in November:**

- Capture requests from email attachments
- Calculate "Capable to Promise" for the requested items
- Create sales orders directly, skipping sending quote
- Include custom signature with the agent replies
- Set daily consumption limit

### **Payable Agent skills in current preview:**

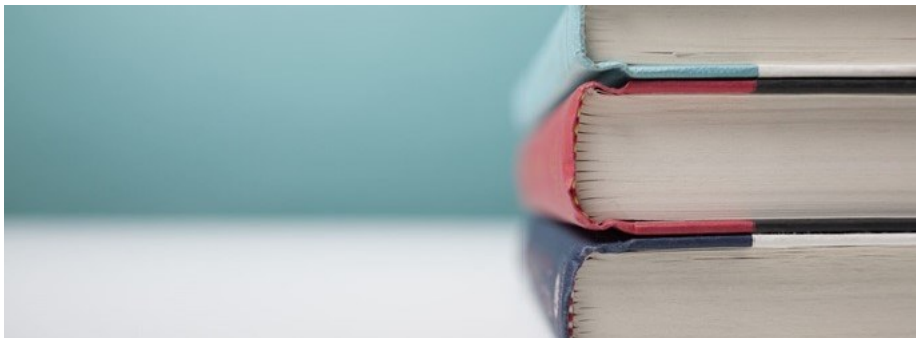
- Imports PDF invoices from M365 mailbox
- Auto-capture invoice information
- Auto-create new vendors
- Historic pattern matching
- Deferral scenario detection
- Supports localised and custom line fields

- User can see agent "reasoning"
- Optional email review before processing

More information is available on the following resources:

- [Getting started with Agents – YouTube](#)
- [Resources for partners -Business Central | Microsoft Learn](#)

## Training and events



As with last year, **TD SYNnex** is proud to be a **Platinum Sponsor of Directions for Partners** – the go-to conference for all things **Business Central**.

As part of our sponsorship package, we're pleased to offer **Early Bird ticket pricing** to our partners. If you're planning to attend and haven't yet secured your ticket, let us know – we'll be happy to provide a discount code.

We'll also be hosting a **VIP event** on the evening of **Tuesday, 4th November**. If you'd like to join us and haven't already confirmed your attendance, please reach out to the team to reserve your place as soon as possible.

## Contact us

Want to discuss the content or have any further questions?

### The Microsoft Biz Apps Team



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