Biz Apps Newsletter

September 2025

Incentives, Benefits & Pricing

FX Rate Adjustments

Following Microsoft's semi-annual FX rate pricing evaluation, Microsoft has confirmed that there will be **no price adjustments** in September 2025. Learn more here: July 2025 announcements - Partner Centre announcements

FY26 Incentives Eligibility Reminder

Reminder that starting **1st October 2025**, partners will be able to qualify for incentives by either attaining a Solutions Partner Designation or by achieving a minimum of 25 points against one. Please make sure you are familiarised with the calculations and recalculations processes of the new incentives.

For more information, please download the FY26 CSP Incentive Eligibility Overview.

FY26 Funded Engagements

This year, the bar has been raised even further—partners must now hold a Specialisation to qualify for this type of funding. Customer eligibility criteria have also tightened, making it increasingly difficult for partners focused on the SMB segment to benefit from funded engagements.

You would have received an email from Sarah Churchard requesting your thoughts on these changes. Your feedback is essential for us to be able to present partner concerns effectively to Microsoft.

If you haven't yet explored the current Funded Engagements available, take a moment to browse them in Partner Center.

Announcements and Opportunities

Microsoft Online Services: Pricing Consistency Update

Microsoft is further standardising its pricing approach for Online Services purchased through volume licensing, in line with existing pricing for Azure services.

The change will take effect from your next agreement renewal or when purchasing a new Online Service (not already listed on your Customer Price Sheet), **starting November 1st, 2025**.

What's changing?

From November 1st, Microsoft will expand the set of products that have a single consistent price across Levels A-D* to include all online services for **the following agreements**:

- Enterprise Agreement (EA), including Online Services Premium Agreement (OSPA), unique to China
- Microsoft Products and Services Agreement (MPSA)

**Pricing will align with information published on the official Microsoft website.*

What's staying the same?

- There **are no changes to on-premises software pricing**.
- U.S. Government and **worldwide Education price lists are excluded**.

Contact us

Want to discuss the content or have any further questions?