



MICROSOFT Online Services Pricing Consistency Update

Effective November 1, 2025

Key Changes

- Elimination of tiered pricing (Levels A–D) for Online Services under EA (incl. OSPA in China) and MPSA
- All Online Services (Microsoft 365, Dynamics 365, Windows 365, Security, Compliance, Identity tools) move to list price
- Discounts at Levels B, C, and D no longer apply at renewal or for new purchases not already on a Customer Price Sheet
- No impact to on-premises software, Government/Education pricing, or existing Customer Price Sheet entries until renewal



What This Means for Organizations

- **6–12% cost increases** expected for many customers at renewal, with the steepest impact on Level D clients
- Large enterprise discounts are removed, creating an even playing field but higher renewal pressure
- Simpler, more transparent pricing long-term—but immediate budgeting challenges for 2025/26 renewals

Connor's Recommendations



Identify impact early.

Review entitlements and map which Online Services are exposed.



Optimize entitlements.

Shed unused or redundant services before renewal to offset costs.



Negotiate strategically.

Use this transition to secure term protections, bundled add-ons, or other concessions.



Time renewals smartly.

Explore renewing before Nov 1, where possible, to lock in pricing.



Model the delta.

Project budget impacts and prepare finance stakeholders for the shift.

Connor helps clients turn license changes into strategic advantage—with visibility, modeling, and renewal planning that prevent surprises and protect value.



Get in touch with our team to discuss your Microsoft renewal strategy and how this update will affect your budget.

Innovative Approach, Inspired Results

For more information, please visit
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