



Microsoft Monthly Newsletter

July 2026



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July 2026

Copilot Cowork is Here

Microsoft has officially launched Copilot Cowork worldwide, bringing agentic AI capabilities to SMB customers. Unlike Microsoft 365 Copilot, which helps users complete individual tasks, Cowork can execute multi-step workflows, create multiple deliverables, and automate business processes across systems. Available through a flexible usage-based pricing model, Cowork requires an existing Microsoft 365 Copilot license and an Azure subscription. For partners, this opens new opportunities to help customers scale AI adoption and deliver higher-value services.

Key Dates:

- **16 June:** Cowork GA and start of 14-day Frontier grace period
- **20 June:** ASPX Frontier targeting goes live (identifies Frontier tenants)
- **30 June:** Final day of grace period; all Cowork users must be set up for usage-based billing
- **1 July:** Usage-based billing required to continue using Cowork

Cowork Pricing and How to Set It Up

Copilot Cowork is billed on a usage-based pricing model, in which customers pay for the work Cowork performs rather than per seat. There are two ways to purchase and provide flexibility for customers’ needs.

	Pay-as-you-go	Prepaid Copilot Credits
Offer Name	Copilot Credits Pay-as-you-go	Copilot Credits Pre-Purchase Plan
Ideal For	Flexibility to scale up or down	Predictable usage
Cost	\$0.01*	Lowest pre-credit cost
Usage term	N/A	Annual

* Local currency pricing will be reflected in the Pax8 Marketplace once generally available.

[This Excel sheet](#) helps model pricing to choose what will work best for your customers.

Read our [full blog](#) for setup guidance, pricing details, licensing requirements, and key dates.





Copilot Promotions Microsoft Updates SMB Copilot Offers

Starting 1 July 2026, Microsoft is transitioning the promo Copilot Business bundles onto permanent SKUs at the same promo pricing:

- Microsoft 365 Business Standard with Copilot
- Microsoft 365 Business Premium with Copilot

These SKUs will remain at the same pricing level as the past promo offers.

Microsoft is also launching a new 25% promo for Microsoft 365 Business Basic with Copilot Business (available till 31 December 2026).

The current 15% off promo for Copilot Business has been extended till 31 December 2026.

Read the [Pax8 blog](#) for more information.

Updated Copilot Margin

Beginning 17 June 2026, Microsoft is enhancing partner earnings opportunities for Microsoft 365 Copilot Business and eligible bundle SKUs through an increase to the standard Modern Work partner margin. This update is designed to reward partners for driving new-to-offer sales, expanding customer deployments, and accelerating ongoing adoption.

By investing in partner success, Microsoft is helping partners grow their AI practice, deliver greater value to SMB customers, and build stronger long-term customer relationships. Eligible offerings include Microsoft 365 Copilot Business as well as Microsoft 365 Business Basic, Business Standard, and Business Premium bundles that include Microsoft 365 Copilot Business.

Microsoft Price Increase July 2026

Starting 1 July 2026, Microsoft will implement price increases across [select Microsoft 365 SKUs](#). Please note that prices may vary by country and currency.

These updates reflect the continued investment in enhanced security, management, and productivity capabilities across the Microsoft portfolio. The pricing changes will apply globally, with local market adjustments where applicable. Microsoft global pricing updates will be applied to your invoice based on your specific renewal date.

For example, partners with a renewal date of 1 July 2026, will see the new Microsoft pricing on your July invoice. Or, if the renewal date is 1 August 2026, partners will see the new pricing on your August invoice and so forth.

Partners should plan accordingly:





- New purchases and renewals on or after 1 July 2026, will be subject to the updated pricing.
- If you are currently in the middle of a subscription commitment, pricing will not change mid-term and will instead take effect at the next renewal following 1 July 2026.
- If you have any scheduled orders in the Pax8 Marketplace queue, please note that while they display in UTC, they provision in your local date and time.
- Review customer subscription terms and identify renewals occurring on or after 1 July 2026.
- Partners may utilize or opt-in to the automatic price adjustment feature in the Pax8 Marketplace, which will automatically update MSRP on Microsoft subscriptions when pricing changes.
- Partners should review any existing price overrides that are set in the Pax8 Marketplace to ensure they align with the July price increase.

If you have questions or require assistance, the best way to reach us is [by submitting a support ticket](#).

Update to Microsoft Commerce Incentives

Microsoft has announced updates to its Microsoft Commerce Incentive (MCI) program for the incentive term **1 July 2026 – 30 June 2027**. These changes reflect Microsoft's continued focus on rewarding partners who drive measurable customer outcomes across AI, security, cloud modernization, and customer growth. These updates further align partner incentives with Microsoft's strategic priorities and encourage investment in solutions that deliver measurable business value for customers.

For more information on these changes, review the [full announcement](#) in Pax8 Academy. You can also watch our on demand [Technically Unraveled](#) episode for an overview of the updates and what they mean for your business.

New Agent 365 Licensing Requirements – What SMB Partners Need to Know

Microsoft has introduced new licensing requirements for Agent 365, effective 1 June, to ensure customers can fully take advantage of AI-powered capabilities. For SMB customers, this means Business Premium is now required to unlock Agent 365 functionality.

Why this matters: Agent 365 relies on built-in security, compliance, and identity features. Without the right licensing foundation, key AI capabilities may not be available or fully functional.

What this means for Pax8 partners:

- Now is a great time to review your SMB customers' licensing
- Ensure Business Premium is in place before positioning Agent 365
- Use this moment to drive security-led conversations that support AI adoption

Bottom line: Getting the licensing right helps your SMB customers deploy AI confidently, securely, and with maximum value.





Read more on the [Microsoft Blog](#).

MCAPS Start for Partners

Microsoft is hosting a no-cost digital event on 22 July 2026, designed to give partners an early look at Microsoft's FY27 strategy and priorities. Attendees will hear directly from Microsoft leaders Judson Althoff, Nicole Dezen, and Stephen Boyle on where Microsoft is making key investments and how those priorities translate into partner opportunities.

The event will cover FY27 priorities and investments, Frontier Transformation and the shift from AI pilots to scalable business outcomes, as well as practical growth opportunities across co-sell, Microsoft Marketplace, incentives, and skilling. Microsoft encourages partners to join as a team, including sales, technical, marketplace, and incentives stakeholders, to ensure they are positioned to align their FY27 plans and take advantage of new opportunities from the start of the fiscal year.

[Register today](#).

Microsoft Partner Agreement Update Effective 1 December 2026

Microsoft has published an updated Microsoft Partner Agreement (MPA) and CSP Program Guide, with changes focused on privacy, security, compliance, and evolving business practices. For most CSP partners, the updated agreement will automatically take effect on 1 December 2026, with no action required, although partners may choose to accept it earlier in Partner Center.

Read the full update and review the [new terms in Partner Center](#).

Microsoft Partner Code of Conduct Effective 1 August 2026

The updated Microsoft Partner Code of Conduct takes effect on 1 August 2026 and introduces clarifications around partner compliance expectations and governance requirements. Under the updated policy, partners may be required to participate in assigned anti-corruption or remediation programs, which are separate from standard compliance training and may include additional controls, training, and corrective actions. While no immediate action is required for most partners, the changes are designed to strengthen trust, transparency, and accountability across the Microsoft partner ecosystem.

Partners are encouraged to review the [updated terms](#) ahead of the 1 August effective date to understand any potential impacts to their organization.





Move Fast with AI Powered Insights, a new Partner Upsell and Proposal Planning Platform

New from Pax8! Use the Partner Upsell and Proposal Planning platform to get personalized AI-powered sales recommendations, proactive proposals, customer bill of materials and self-service guidance to help spot opportunities, move faster and grow your business.

[Start using the tool and unlock insights today.](#)

Certification Changes Impacting Specializations and Solution Partner Designations

Microsoft is updating several certifications tied to Specializations and Solution Partner Designations, with changes rolling out at the end of June and July 2026. Key updates include new AI-focused certifications such as Azure AI Apps and Agents Developer Associate, Machine Learning Operations Engineer Associate, Agentic AI Business Solutions Architect, and Cloud and AI Security Engineer Associate replacing several retiring certifications across Data & AI, Business Applications, Digital & App Innovation, and Security tracks.

Existing certifications earned before retirement will remain valid for one year, helping partners maintain designation requirements during the transition. Review the full list of changes to understand how your organization's skilling strategy and Solution Partner status may be impacted.

Promotions and Offers

Offer	Details	FAQ	Readiness
Microsoft 365 E3 & E5 – 3-year 10% off net price (exp. Sept 30, 2026)	3-year Term Upfront Bill & Annual Bill For first-time purchase only Min 100 seats, Max 9,999 seats	https://aka.ms/M365PromdoFAQ3YR	Attend the CSP Level Up Bootcamp series aka.ms/LevelUpCSPBootcamp
Microsoft 365 E7 – 3-year 15% off net price (exp. Dec 31, 2026)	3-year Term Upfront Bill & Annual Bill Min 300 seats, Max 9,999 seats		Drive new pipeline with customers who want to be AI Ready Threat Protection and Data Security engagements
Microsoft 365 E7 10-15% off 1-year term (exp. Dec 31, 2026)	Annual Term Annual Bill & Monthly Bill For first-time purchase only Min 10-100 seats, Max 9,999 seats	https://aka.ms/ME5_Promo_FAQ	Target customers with M365 Lighthouse and CLAS insights: https://aka.ms/m365lighthouse
Microsoft 365 E5 15% off 1-year term (exp. Sept 30, 2026)	Annual Term Annual Bill & Monthly Bill For first-time purchase only Max 9,999 seats		New Global Promo Readiness Guide available September 31! https://aka.ms/PromoReadinessGuide
Purview Suite for Business Premium 50% off 1-year term (exp. Dec 31, 2026)	Annual Term Annual Bill & Monthly Bill With purchase of a Microsoft 365 Copilot annual subscription Min 10 seats, Max 300 seats	https://partner.microsoft.com/en-us/resources/detail/operations-promo-guide-pdf	
Microsoft Copilot Business 15% off 1-year term (exp. Dec 31, 2026)	Annual Term Annual Bill & Monthly Bill Max 300 seats	https://aka.ms/M365CopilotBizFAQ	- Get started with Copilot offers aka.ms/CopilotGettingStarted - Target existing high propensity customers with Sales Advisor AI driven insights https://aka.ms/m365lighthouse
Business Basic & Copilot Business 25% off 1-year term (exp. Dec 31, 2026)			





Microsoft Skilling

Microsoft Live Certification Prep Courses

Pax8, in partnership with Microsoft, offers live certification prep courses designed to help you confidently prepare for and pass Microsoft certification exams. Available across a variety of Microsoft Solution Areas, these instructor-led sessions provide expert guidance, exam-focused content, and interactive learning experiences to support your certification journey. August offerings include the Microsoft AI Agent Builder Associate, Microsoft Azure Administrator Associate (AZ-104), and Designing Microsoft Azure Infrastructure Solutions (AZ-305) certification prep courses. Whether you're looking to build AI expertise, strengthen your Azure administration skills, or advance your cloud architecture knowledge, these courses can help you achieve your goals.

[Sign up today through Pax8 Academy](#) and take the next step in your Microsoft skilling journey.

MSP to MIP with Microsoft & Agent365 Pax8 Academy Program

This new program launched at Pax8 Beyond is designed to help you build the skills and confidence needed to evolve from a managed service provider into a managed intelligence provider. Throughout the journey, you'll gain hands-on experience with Microsoft tools and solutions across key areas such as Security, Microsoft 365 Copilot, and Agent365.

[Start Learning now!](#)

Free Microsoft Certification Training Now Available in Pax8 Academy

Pax8 partners can now access 46 free Microsoft training courses in Pax8 Academy, designed to help you build skills, earn certifications, and grow your Microsoft practice.

What's Included:

- Free, on-demand Microsoft courses exclusively for Pax8 partners
- Certification-aligned training that fully prepares you for Microsoft exams
- Learning paths across Azure, Microsoft 365, Security, Power Platform, AI, Copilot, Power BI, and SMB sales
- Popular certifications include AZ-900, AZ-104, AZ-305, AZ-500, MS-700, SC-900, AI-900, PL-300, PL-900, and more.

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Free Microsoft Certification Vouchers!

Stay ahead and keep your credentials active with Microsoft's. Pax8 is offering free Certification Vouchers to our partners. Terms and Conditions apply.

Request a voucher here: [Pax8 Microsoft Certification Voucher Request – Fill out form.](#)

From Microsoft: Level Up with Copilot Skilling on Demand in Pax8 Academy

This Pax8-curated learning journey is designed to guide partners through the transformation from MSP to MIP—helping you confidently adopt, monetize, and scale Microsoft Copilot. Built specifically for the Pax8 ecosystem, this path combines sales readiness, technical fundamentals, and security best practices so you can deploy Copilot responsibly, demonstrate real business value to customers, and create repeatable, profitable AI-driven services. From landing the Copilot conversation to securing and scaling it across SMB customers, this journey gives you the practical skills needed to lead in the age of agentic AI.

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Copilot Partner and End Customer Training offer

Pax8 is hosting Copilot partner and end-customer training sessions designed to help partners drive real adoption and long-term value for their customers. As Microsoft continues to emphasize readiness and responsible AI use, these sessions focus on practical, role-based Copilot scenarios across Microsoft 365, helping customers build confidence from day one. Partner-led training reduces adoption risk, increases usage, and strengthens your position as a trusted AI advisor—beyond just selling licenses.

To learn how to leverage Pax8-hosted Copilot training in your customer conversations, talk to your Pax8 sales representative.

Retirement of Standalone SharePoint Online and OneDrive for Business Plans

Microsoft is evolving its cloud storage and collaboration portfolio and has announced the retirement of standalone SharePoint Online (SPO) plan 1 and plan 2 and OneDrive for Business (ODB) plan 1 and plan 2 offerings.

Partners should begin identifying impacted customers and preparing transition plans early. Microsoft is expanding storage options and providing an extended runway to support smooth customer migrations. Cloud Ascent will be updated by the end of February to help partners pinpoint affected tenants.

Key Dates to Know

- Retirement announcement: Late January 2026
- End of sale: June 2026 (no new tenants after 31 May; renewals only)





- End of life: January 2027 (no renewals).
 - Partners will need to cancel their subscriptions after this date.
- End of service: December 2029 (all standalone plans fully retired)

Please reach out to your Pax8 Account Manager to discuss customer migration options and help assess storage, migration, and data optimization needs to ensure continuity and a smooth transition.

DLP in Defender for Cloud Apps Depreciation

Microsoft has announced that Data Loss Prevention (DLP) file policies in Microsoft Defender for Cloud Apps will be retired on 6 January 2027. As part of this transition, Microsoft Purview will become the centralized platform for data security and compliance, providing a unified experience for labeling and DLP across Microsoft 365 and supported third-party applications. Partners should begin identifying customers currently using Defender for Cloud Apps DLP policies and start planning migrations to Purview, as existing policies will not automatically migrate. This change presents an opportunity for partners to expand Purview adoption, support customer modernization efforts, and take advantage of available Microsoft Purview licensing options and migration resources.

For more information read the [Partner Center announcement](#).

Events and Enablement

Microsoft Monthly Update Webinar

Pax8 and Microsoft are teaming up again in 2026 to help you drive meaningful wins by simplifying Microsoft. Each month, we'll cover critical updates, highlight what matters most, and outline the actions you should take to succeed in 2026. Think of this as your all-in-one Microsoft explainer:

Here's What You'll Learn:

- Essential global Microsoft program updates
- The latest on AI, Microsoft Copilot, and Agent 365
- Key Microsoft dates and deadlines you need to know
- Solution area updates across Azure, Dynamics, and Modern Workplace
- Clear Pax8 and Microsoft partner action items to drive results

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TECHnically Unraveled

Microsoft expert Kristen Fehrenbach demystifies and simplifies complex features and functionality of Microsoft cloud products to help businesses and individuals better utilize these powerful tools to improve





productivity and streamline operations. With rotating co-hosts, they discuss Modern Workplace, Azure, Power Platform, and more in this weekly show.

To view previous episodes and to watch live every Thursday at 2:00 p.m. U.S. Mountain Time, click [here](#).

Pax8 Copilot Chronicles – New Video Series

Introducing Pax8 Copilot Chronicles, a new YouTube playlist delivering consistent, bite-sized content to help you sell and support Microsoft Copilot Business and Copilot Chat.

This series includes:

- Practical tips and tricks
- Clear overviews of Copilot Business and Copilot Chat
- Guidance on bringing Copilot to market with customers

Perfect for sharing with your partners or customers to build confidence, spark conversations, and accelerate adoption.

[Watch the Pax8 Copilot Chronicles](#)

North America Events

Bootcamps

July 29-30

[Azure Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

August 5-6

[Virtual Copilot Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

August 12-13

[Modern Workplace Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

August 19-20

[AI Bootcamp](#)

9:00 am - 2:00 pm





U.S. | Virtual

September 16-17

[Azure Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual





June 2026

Microsoft Price Increase July 2026

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[Start Learning Today!](#)

Microsoft New Beta Certifications

[AI-200 / Azure AI Cloud Developer Associate \(beta\)](#): Develop and deploy AI-powered cloud solutions on Azure using modern AI services, with a focus on scalability, performance, and real-world application development.

[SC-730 / Cybersecurity Business Professional \(beta\)](#): Align cybersecurity strategy with business priorities, helping organizations manage risk while driving secure, business-focused outcomes.

[AB-210 / Dynamics 365 Sales AI Consultant Associate \(beta\)](#): Accelerate sales pipelines using AI in Dynamics 365 by leveraging insights, automation, and intelligent selling strategies to drive revenue growth.

Microsoft Partner University Retiring

Partner University will be retired on 15 June 2026. Assessments completed prior to this date will remain valid and will continue to count towards skilling scores for Solutions Partner Designations (SPD) and Specializations until 15 June 2027. For more details, see [What is happening with Partner University \(PU\)?](#)

Copilot Partner and End Customer Training offer

Pax8 is hosting Copilot partner and end-customer training sessions designed to help partners drive real adoption and long-term value for their customers. As Microsoft continues to emphasize readiness and responsible AI use, these sessions focus on practical, role-based Copilot scenarios across Microsoft 365, helping customers build confidence from day one. Partner-led training reduces adoption risk, increases usage, and strengthens your position as a trusted AI advisor—beyond just selling licenses.





To learn how to leverage Pax8-hosted Copilot training in your customer conversations, talk to your Pax8 account team.

Microsoft AOS-G/GCC-High Update

For Microsoft GCC High/AOS-G Licensing, Microsoft now requires a valid Work or School Account (WSA) ID. A Work or School Account (WSA) is an organizational account managed in Microsoft Entra ID (formerly Azure Active Directory).

Under Microsoft's Secure Future Initiative (SFI), Microsoft requires Work or School Accounts (WSAs) — organization-managed identities in Microsoft Entra ID (formerly Azure AD) — for key Volume Licensing roles. Personal Microsoft accounts (MSA / Live IDs) are no longer accepted.

To learn more about the WSA ID requirement, and how you can locate one, or create one, please visit our resource guide found here: <https://pax8.highspot.com/items/6a2b0da0cf4fa4180ea96f#1>

Note: The resource guide can also be found in the checkout flow when purchasing GCC High/AOS-G licenses at Pax8.

Dynamics 365 Contact Center Promo

A 40% discount is available for Dynamics 365 Contact Center through 30 June 2026.

Key details:

- This is a Commercial CSP promotion.
- There are no seat minimums.
- Government (GOV) and Education (EDU) tenants are excluded.
- This offer cannot be combined with other promotions.

For additional information or clarification, please contact your Pax8 account team.

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July Agent 365 Special Feature:

This session will include a dedicated 45-minute live demo of Agent 365, giving you a hands-on look at how to apply agentic AI in real-world scenarios.

Here's What You'll Learn:

- Essential global Microsoft program updates
- The latest on AI, Microsoft Copilot, and Agent 365
- Key Microsoft dates and deadlines you need to know
- Solution area updates across Azure, Dynamics, and Modern Workplace
- Clear Pax8 and Microsoft partner action items to drive results

[Register today!](#)

TECHnically Unraveled

Microsoft expert Kristen Fehrenbach demystifies and simplifies complex features and functionality of Microsoft cloud products to help businesses and individuals better utilize these powerful tools to improve productivity and streamline operations. With rotating co-hosts, they discuss Modern Workplace, Azure, Power Platform, and more in this weekly show.

To view previous episodes and to watch live every Thursday at 2:00 p.m. U.S. Mountain Time, click [here](#).





Pax8 Copilot Chronicles – New Video Series

Introducing Pax8 Copilot Chronicles, a new YouTube playlist delivering consistent, bite-sized content to help you sell and support Microsoft Copilot Business and Copilot Chat.

This series includes:

- Practical tips and tricks
- Clear overviews of Copilot Business and Copilot Chat
- Guidance on bringing Copilot to market with customers

Perfect for sharing with your partners or customers to build confidence, spark conversations, and accelerate adoption.

[Watch the Pax8 Copilot Chronicles](#)

North America Events

Bootcamps

29-30 July

[Azure Bootcamp](#)

9:00am - 2:00pm

U.S. | Virtual





May 2026

Microsoft Agent 365 and Microsoft 365 E7 the new Frontier Worker Suite

On 9 March 2026 Microsoft announced **Microsoft 365 E7: The Frontier Suite, including Agent 365**, generally available on 1 May 2026. Partners that will win in today's era equip their employees with AI embedded in the flow of work, custom agents, and full control with definable governance, security, and compliance solutions. The new M365 E7 suite delivers AI, security and identity in a single platform, empowering partners to build monetizable practices for Frontier Firm enablement.

Microsoft Agent 365

- Positioned as the control plane for agents
- Core capabilities include the ability to observe, govern, and secure AI agents at scale
- Designed for agents that act on behalf of users, offering premium observability, security, and governance for agents when users are licensed and interacting with them.
- Pricing: \$15 per user/month
- General Availability: 1 May 2026

Microsoft 365 E7 – The Frontier Worker Suite

- New enterprise SKU combining:
 - Microsoft 365 E5
 - Entra Suite
 - Microsoft 365 Copilot Enterprise
 - Agent 365
- Designed as a single platform for AI, security, and identity
- Microsoft 365 E7 bundle price: \$99 per month
 - \$18 savings (15% discount) compared to the component costs
- General Availability: 1 May 2026

Introductory Promotions

- Microsoft 365 E7
 - 10% off for 10+ seats
 - 15% off for 100+ seats

* Local currency pricing will be reflected in the Pax8 Marketplace once generally available.

[For more information, read Microsoft's Announcement Blog](#)

Copilot Cowork

On 9 March 2026, Microsoft announced Copilot Cowork, a new execution-first capability in Microsoft 365 that helps turn intent into action. Copilot Cowork allows users to delegate real work—like calendar cleanup,





meeting preparation, research, and multi-step project coordination—and have Copilot carry it forward across Outlook, Teams, Excel, and files. Powered by Work IQ, Cowork stays grounded in a customer’s real work context while providing checkpoints and approvals, so partners and customers remain fully in control. This marks a shift from AI that responds to prompts to AI that actively helps get work done

Copilot Cowork is **available now through the Microsoft 365 [Frontier program](#)**, but there’s **no public GA date yet** for all partners with M365 Copilot licenses.

[For more information, read Microsoft’s Announcement Blog](#)

Become a Microsoft Copilot Frontier Partner

The **Copilot Frontier Program** is for partners ready to lead with AI. Frontier Partners get early access to new Copilot and agent capabilities, allowing them to experiment, build solutions, and guide customers before features reach general availability.

Frontier Partners position themselves as AI leaders—co-innovating with Microsoft and helping customers work faster and smarter.

[Learn more about Frontier](#)

Microsoft Price Increase July 2026

Microsoft Announced on 4 December 2025, the following list price changes that will go into effect on 1 July 2026. Please note the changes will apply globally with local market adjustments for our commercial products and nonprofit pricing will be adjusted in line with commercial pricing. Nonprofit pricing will be adjusted in line with commercial pricing, as it is tied to commercial rates through a fixed percentage discount.

Category	SKU	Old price	% Increase	\$ Increase	New price
Microsoft 365 Enterprise	ME3	\$36	8%	\$3	\$39
	ME5	\$57	5%	\$3	\$60
Microsoft 365 E3 components	OE3	\$23	13%	\$3	\$26
	EMS E3	\$10.60	13%	\$1.40	\$12
	Windows E3	\$6.63	15%	\$1	\$7.63
	Entra P1	\$6	16%	\$1	\$7
	M365 Apps	\$12	20%	\$2	\$14
Microsoft 365 E5 components	OE5	\$38	8%	\$3	\$41
	Defender Suite	\$12	-	-	\$12
	Purview Suite	\$12	-	-	\$12
	EMS E5	\$16.40	10%	\$1.60	\$18





	Windows E5	\$11.80	9%	\$1	\$12.80
	Entra P2	\$9	11%	\$1	\$10
Per device SKUs	Windows Enterprise	\$5.84	31%	\$1.79	\$7.63
	M365 Apps	\$36	17%	\$6	\$42
SMB	Business Basic	\$6	16%	\$1	\$7
	Business Standard	\$12.50	12%	\$1.50	\$14
	Business Premium	\$22	-	-	\$22
	Apps for Business	\$8.25	21%	\$1.75	\$10
FLW	MF1	\$2.25	33%	\$0.75	\$3
	MF3	\$8	25%	\$2	\$10
US Gov	Various	Various	Maintain uplift	Maintain uplift	Various

For more information read the Microsoft Blog [here](#).

Microsoft 365 Copilot Updates

Microsoft has introduced new promotions, extended offers, and added billing flexibility for Microsoft 365 Copilot, making it easier for partners to sell Copilot across SMB and mid-market customers.

Key Updates This

- New Copilot promotions
- Copilot Business promotional offers extended through 30 June 2026
- Removal of the “new-to-offer” restriction for Copilot Business promotions
- Month-to-Month billing option now available for Copilot Business and bundles beginning 1 March 2026

Microsoft 365 Copilot Business

Designed for small and medium sized businesses with up to 300 users and no seat minimum, Microsoft 365 Copilot Business delivers the same AI-powered experience as Enterprise Copilot at an SMB-friendly price.

Pricing

- Annual Annual: \$21 per user per month
- Annual Annual Promotional: \$18 per user per month available through 30 June 2026
- Annual Monthly: \$22.05 per user per month
- Monthly Monthly: \$25.20 per user per month available 1 March 2026

* Local currency pricing will be reflected in the Marketplace.

Partners who lock in annual commitments can save up to 20 percent compared to monthly billing. Customers who purchase before 30 June 2026, can take advantage of the promotional rate of \$18 per user per month.





Microsoft 365 Business plus Copilot Bundles

These bundles combine Microsoft 365 Business plans with Copilot into a single purchase, making AI adoption seamless for SMB customers. Promotional pricing is available for customers committing to 10 to 300 seats.

Business Basic plus Copilot

- Annual Annual: \$27 per user per month
- Annual Monthly: \$29.10 per user per month
- Monthly Monthly: \$32.40 per user per month available 1 March 2026

Business Standard plus Copilot

- Annual Annual: \$33.50 per user per month
- Annual Annual Promotional: \$22 per user per month available through 30 June 2026
- Annual Monthly: \$36.10 per user per month
- Monthly Monthly: \$40.20 per user per month available 1 March 2026

Business Premium plus Copilot

- Annual Annual: \$43 per user per month
- Annual Annual Promotional: \$32 per user per month available through 30 June 2026
- Annual Monthly: \$46.30 per user per month
- Monthly Monthly: \$51.60 per user per month available 1 March 2026

* Local currency pricing will be reflected in the Marketplace.

Annual commitments offer up to 20 percent savings. Promotional pricing for Business Standard and Business Premium requires a minimum of 10 seats.

Purview Suite for Business Premium Promotion

- \$5 per user per month reduced from \$10
- Promotion runs 1 December 2025, through 30 June 2026
- Discounted pricing locks in for a full year

* Local currency pricing will be reflected in the Marketplace.

Copilot Promotions Available Now

[Copilot for All 30 Percent Promotion](#)

- This promotion applies to Copilot deals with 300 to 1,499 seats. Customers must reach at least 80 percent Information Worker coverage, with remaining users covered via Copilot Chat.
- Promotion runs 19 February through 30 June 2026.

Scale Up 20% Promotion Expanded

- All customers purchasing 100 or more Microsoft 365 Copilot seats via CSP are now eligible.
- Promotion dates: 19 February - 30 June 2026

[Copilot Business and Copilot Business Bundle Offer Extension](#)

- Promotional pricing for Microsoft 365 Copilot Business and Copilot Business bundles has been extended through 30 June 2026. Customers can upgrade now and renew at the same promotional price. As of February 5th, the redemption limit of once per customer tenant has been removed. A





customer may now use the promotion more than once so long as it occurs during the active promotional period.

Month-to-Month Billing Option

Beginning 1 March 2026, Copilot Business and Copilot Business bundles offer a Month-to-Month billing option with a 20% price uplift.

Monthly billing is not available for Microsoft 365 Copilot and does not qualify for promotional pricing.

For more information, read the [Pax8 blog](#)!

Copilot Customer Enablement Zensai Promotion

Pax8 is offering a limited-time promotion to support customer enablement with Copilot. Partners who purchase 10 or more licenses on a net new subscription of *Copilot Business*, *M365 Copilot Nonprofit*, or the *Copilot Business + Business Premium Bundle* will receive an equal number of Zensai licenses at no cost. Zensai is an annual commitment billed monthly, and the benefit will appear as a credit memo on the partner invoice. The promotion runs until June 30 or while funds last.

Eligibility Process

To qualify for the promotion, partners must complete these steps in order:

1. Purchase a net new subscription of eligible Microsoft licenses (Copilot Business, M365 Copilot Nonprofit, or Copilot Business + Business Premium Bundle).
2. Enroll in the promotion by submitting the enrollment form.
3. Match the Microsoft license count by purchasing the same number of Zensai licenses within 30 days of the initial Microsoft purchase.

Review the [FAQ](#) or [Enroll Today!](#)

Microsoft Extended Service Terms

Announced on 1 November 2025, in [Partner Center](#), Microsoft will remove the free grace period for non-renewed subscriptions starting 4 May 2026. Please note that this timeline has been pushed back from 1 April 2026 to 4 May 2026. Through this change, Microsoft will launch the Extended Service Term (EST) and supporting features, which will apply to license-based services across all channels

*Eligible subscriptions are defined as:

- Purchased or renewed on or after 1 April 2025, AND
- With an expiration date on or after 4 May 2026, AND
- Are set to Auto renew off





Pax8 will not be offering EST at this time. As a reminder, by default, Pax8 has auto renew set to *on* for every purchase. If Pax8 partners do not want to renew they can schedule a cancellation for time of renewal or cancel in the 7-day window post renewal.

Microsoft Skilling

Free Microsoft Certification Training Now Available in Pax8 Academy

Pax8 partners can now access 46 free Microsoft training courses in Pax8 Academy, designed to help you build skills, earn certifications, and grow your Microsoft practice.

What's Included:

- Free, on-demand Microsoft courses exclusively for Pax8 partners
- Certification-aligned training that fully prepares you for Microsoft exams
- Learning paths across Azure, Microsoft 365, Security, Power Platform, AI, Copilot, Power BI, and SMB sales
- Popular certifications include AZ-900, AZ-104, AZ-305, AZ-500, MS-700, SC-900, AI-900, PL-300, PL-900, and more.

Get Started! [Log in to Pax8 Academy](#) to begin your training today and explore available certification opportunities.

Free Microsoft Certification Vouchers!

Stay ahead and keep your credentials active with Microsoft's. Pax8 is offering free Certification Vouchers to our partners. Terms and Conditions apply. Request a voucher here: [Pax8 Microsoft Certification Voucher Request – Fill out form](#)

Free Instructor Led Microsoft AI New Certification Courses

We're excited to offer Pax8 partners a new series of **Microsoft AI certification courses**, delivered live in an interactive group format and supported by Pax8 and Microsoft.

These courses help partners accelerate their journey from **MSP to MIP**, building practical, business-ready AI expertise backed by Microsoft certifications. Each course includes **two live, three-hour sessions**. **Attendance on both days is required** to receive an exam voucher.

AB-731: Microsoft AI Transformation Leader

Focus: Driving AI transformation across organizations

Course Dates (both days required):

- **EDT:** 12 May & 14 May | 11:00 AM – 2:00 PM
- **CET:** 12 May & 14 May | 2:00 PM – 5:00 PM





[Register: Microsoft AI Transformation Leader \(AB-731\)](#)

From Microsoft: Level Up with Copilot Skilling On Demand in Pax8 Academy

This Pax8-curated learning journey is designed to guide partners through the transformation from MSP to MIP—helping you confidently adopt, monetize, and scale Microsoft Copilot. Built specifically for the Pax8 ecosystem, this path combines sales readiness, technical fundamentals, and security best practices so you can deploy Copilot responsibly, demonstrate real business value to customers, and create repeatable, profitable AI-driven services. From landing the Copilot conversation to securing and scaling it across SMB customers, this journey gives you the practical skills needed to lead in the age of agentic AI.

[Start Learning Today!](#)

Microsoft New Beta Certifications

◆ [AI-901 \(beta\)](#): Learn how to implement AI solutions using Microsoft Foundry across common workloads like generative AI, speech, vision, and information extraction.

◆ [AI-103 \(beta\)](#): Build and deploy scalable AI apps and agents on Azure using generative AI, multimodal development, and responsible AI practices.

◆ [AB-620 \(beta\)](#): Design and manage secure, enterprise-ready agents in Microsoft Copilot Studio that automate tasks and integrate with real business systems.

From MSP to MIP — Microsoft Agent Build Lab (Beyond Pre-Day)

7 June 2026 | 12:00–4:00 PM MT

Join this exclusive, free, instructor-led, hands-on lab designed for partner practitioners building and operating AI solutions. Learn how agents work with Microsoft Copilot to automate tasks, orchestrate processes, and scale real service delivery—moving beyond demos to production-ready implementations. Attendees gain applied agent skills, a clear AI skilling roadmap, and eligibility for Microsoft certification exam vouchers.

Register through [Beyond registration](#)

Microsoft Partner University Retiring

Partner University will be retired on 15 June 2026. Assessments completed prior to this date will remain valid and will continue to count towards skilling scores for Solutions Partner Designations (SPD) and Specializations until 15 June 2027. For more details, see [What is happening with Partner University \(PU\)?](#)





Move Fast with AI Powered Insights, a new Partner Upsell and Proposal Planning Platform

New from Pax8! Use the Partner Upsell and Proposal Planning platform to get personalized AI-powered sales recommendations, proactive proposals, customer bill of materials and self-service guidance to help spot opportunities, move faster and grow your business.

[Start using the tool and unlock insights today](#)

Copilot Partner and End Customer Training offer

Pax8 is hosting Copilot partner and end-customer training sessions designed to help partners drive real adoption and long-term value for their customers. As Microsoft continues to emphasize readiness and responsible AI use, these sessions focus on practical, role-based Copilot scenarios across Microsoft 365, helping customers build confidence from day one. Partner-led training reduces adoption risk, increases usage, and strengthens your position as a trusted AI advisor—beyond just selling licenses.

To learn how to leverage Pax8-hosted Copilot training in your customer conversations, talk to your Pax8 sales representative.

Microsoft AOS-G/GCC-High Update

Microsoft is now requiring a Work or School Account ID (WSA ID) for order processing. A WSA ID is an organizational account managed in Microsoft Entra ID. It is in the form of user@company.com or user@company.onmicrosoft.com.

WSA ID enforcement ensures that only verified credentials are used to access Volume Licensing assets and admin roles and reduces risk of unauthorized access from accounts.

The roles that require WSA are – Notices Contact (NTC) and Online Services Manager (OSM).

If a valid WSA ID is not provided in the Pax8 Marketplace during order checkout for AOS-G/GCC-High licensing, order delays are possible.

For more information, please review the [Microsoft documentation](#).

Dynamics 365 Contact Center Promo

A 40% discount is available for Dynamics 365 Contact Center through 30 June 2026.

Key details:

- This is a Commercial CSP promotion.
- There are no seat minimums.





- Government (GOV) and Education (EDU) tenants are excluded.
- This offer cannot be combined with other promotions.

For additional information or clarification, please contact your Pax8 account team.

Retirement of Standalone SharePoint Online and OneDrive for Business Plans

Microsoft is evolving its cloud storage and collaboration portfolio and has announced the retirement of standalone SharePoint Online (SPO) plan 1 and plan 2 and OneDrive for Business (ODB) plan 1 and plan 2 offerings.

Partners should begin identifying impacted customers and preparing transition plans early. Microsoft is expanding storage options and providing an extended runway to support smooth customer migrations. Cloud Ascent will be updated by the end of February to help partners pinpoint affected tenants.

Key Dates to Know

- Retirement announcement: Late January 2026
- End of sale: June 2026 (no new tenants after 31 May; renewals only)
- End of life: January 2027 (no renewals).
- Partners will need to cancel their subscriptions after this date.
- End of service: December 2029 (all standalone plans fully retired)

Please reach out to your Pax8 Account Manager to discuss customer migration options and help assess storage, migration, and data optimization needs to ensure continuity and a smooth transition.

Events and Enablement

Microsoft Monthly Update Webinar

Pax8 and Microsoft are teaming up again in 2026 to help you gain big wins throughout the year by simplifying Microsoft. Each month, we'll review critical updates, share key details, and go over actions you should take to generate success in 2026. Think of this as your all-in-one Microsoft explainer.

Here's What You'll Learn:

- Essential global Microsoft Program updates
- Stay up to date with AI and Microsoft Copilot
- Global Microsoft need-to-know dates and deadlines
- Microsoft solution area updates (Azure, Dynamics, and Modern Workplace)
- Pax8 and Microsoft partner action items (key takeaways)

[Register today!](#)



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Internal



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North America Events

Bootcamps

20-21 May

[Business Applications Bootcamp](#)

9:00 am - 2:00 pm

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July 29-30



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[Azure Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual



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