Microsoft’s Countdown to Fiscal Year End

2020 – The Year of Procurement as a Service

April
Friendly audit to determine installed base. Microsoft is looking for a true-up PO in May. This will affect renewal in June.

May
Microsoft will push to get a customer price sheet reviewed. Wants PO in the 1st week of June.

June
Fiscal Year End. Microsoft operations is swamped. They will push for a PO in the first week. No later than the 20th.

What to Expect from Microsoft
- 90 days left in MS’s fiscal year.
- Make progress on your audit and growth forecast.
- Determine License Counts
- Track all pricing and MS offer changes. Know your numbers!
- New Renewal paperwork possible

Actions to Be Proactive
- Work on true-up counts
- Customer Price Sheet (CPS) review
- Use the CPS as documentation for a PO.
- Obtain final internal approvals
- PO Approvals
- Attach all documents to your PO in your ERP - Track licensing (don’t skip this step. Budget for true-ups carefully. The cost starts to snowball!}

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