



## A new approach to business application licensing

Microsoft Dynamics 365 is the next generation of intelligent business applications that enable organizations to grow, evolve, and transform. These applications unify CRM and ERP capabilities by delivering new purpose-built applications that work together seamlessly to help manage specific business functions.



### Options for one, or many, products

**Plans**—Packaged apps for organizations whose people need to access multiple apps and want big savings

**Applications**—Individual apps for organizations whose people need access to one Dynamics 365 app



### Choices for any type of user of user

**Full use**—For those whose work requires them to use much of the functionality in the applications

**Light use**—For those who consume information and complete small tasks in the apps



### Editions for organizations of any size

**Enterprise edition**—Plans and applications for organizations with hundreds to thousands of users

**Business edition**—Applications for small and medium-sized organizations with up to a few hundred users

## How is Dynamics 365 licensed?

Dynamics 365 simplifies the licensing of business applications. The primary licensing method is by named user subscription. The Dynamics 365 user subscriptions classify users into two types. One user type is a “light user” and the other is a “full user.”

### Light user offering: Team Members

Team Members is a new offering within the Dynamics 365 portfolio. This single offer works in conjunction with all apps and plans, and it can be sold on a stand-alone basis.

#### Using any Dynamics 365 application:

- Share knowledge across the organization
- Provide all people with valuable insights
- Execute basic customer and business processes



## Full user subscription offerings

Full users are those whose work requires use of the feature-rich business app’s functionality. In the Dynamics 365 license model, full users are licensed with either a **Dynamics 365 Plan** or **Dynamics 365 Application** subscription.

**Plan subscriptions** are new with Dynamics 365. With one single-user subscription, a Plan subscription is the most cost-effective option to provide ultimate flexibility, giving the user access to any Dynamics 365 functionality they need to get their job done. Plan subscriptions grant users the rights to use functionality across any of the respective Plan apps as well as the rights to use Microsoft PowerApps, the mobile application platform service.

**Application subscriptions** are named user subscriptions that license a user for only one individual application. This is largely how business apps have traditionally been licensed. Application subscriptions also include use rights to PowerApps for mobile app creation and use against Dynamics 365 data.

# Dynamics 365 Editions



**Enterprise Edition:** Optimized for 250+ employees

- Includes the CRMOL and AX products you know today
- Online/On-premises dual use rights—customers won't need to move online to use Dynamics 365
- Contains a 20-user minimum on offers that include AX; there is no CRM seat minimum with this offering



**Business Edition:** Optimized for 10 to 250 employees, particularly the 10 to 100 employee segment

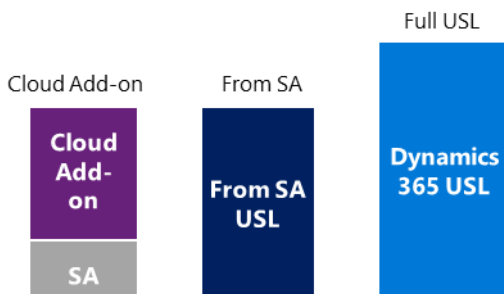
- Contains Dynamics 365 for Financials
- Cloud only (available via CSP only)
- Contains a 300-seat maximum, which aligns to Office 365
- Sales and Marketing applications coming in the future

## On-premises deployments

Microsoft Dynamics 365 On-premises is the newest version of Microsoft's CRM on-premises solution, with new purpose-built packaging to help manage specific business functions.

For software deployments, Microsoft Dynamics 365 On-premises is licensed under the Server + CAL model. Here is how we've added even more value to Dynamics 365 On-premises:

- Server Licenses/unlimited server installs (on private or public cloud, Azure included) now included with purchase of CALs
- Sales and Customer Service CALs available for on-premises full users
- Team Members enables on-premises light users
- Continue to use the familiar on-premises solutions while benefitting from a simplified transition to the cloud with *Cloud Add-on* or *From Software Assurance (SA)* licensing:



## Dual Use Rights

One of the advantages of Microsoft Dynamics 365 is the option to deploy either in Microsoft's cloud or in a private on-premises or partner-hosted cloud.

With Dual Use Rights:



- Server Licenses/unlimited server installs are included with the User Subscription License (USL) for on-premises/cloud deployments (Azure included)
- Existing CALs are eligible to access Dual Use Rights server deployments
- Access on-premises servers with cloud USLs
- Users can enjoy a hybrid environment and move to the cloud at their own pace

## Next steps

1. Learn more: <https://www.microsoft.com/en-us/dynamics365/home>
  - [Enterprise Edition Licensing Guide](#)
  - [Business Edition Licensing Guide](#)
  - [On-Premises Licensing Guide](#)
2. Participate in an evaluation to understand your current licensing position and future needs. [Find](#) your preferred Microsoft Authorized Enterprise Software Advisor (ESA) or Microsoft Licensing Solution Provider (LSP) or contact your Microsoft Account Representative.
3. Ready to get started? [Try it!](#)

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