

Dynamics 365 Licensing Deck

November 2025

About this presentation

This deck provides an overview of Microsoft Dynamics 365 product licensing and includes information on in-market offers. Users should take care to always use the latest version of the deck for the most up-to-date information.

Disclaimer

The information herein is for informational purposes only and represents the current view of Microsoft Corporation as of the date of this presentation. Because Microsoft must respond to changing market conditions, it should not be interpreted to be a commitment on the part of Microsoft. All pricing and features specified are subject to change without notice. All pricing information provided is intended solely to be a non-binding estimate as of the date this guidance is provided. It does not constitute an offer by Microsoft. The actual pricing will be reflected on the applicable price list.

Dynamics 365 Cloud Licensing Resources

Get Started: [Get Licensing Ready](#), [Dynamics 365 Licensing Deck](#)

Deep Dive: [Dynamics 365 Licensing Guide](#)

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What's new?

In this chapter we discuss updates to product licensing.

For more detailed information, please go to the [Application Licensing](#) chapter.



Dynamics 365 licensing updates

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What's new

Effective	Dynamics 365	Description	New offer or change summary
November 2025	Business Central	Pricing increase	Business Central Essentials, Premium and Device
November 2025	Business Central	Capacity increase	Business Central Essentials, Premium and Device
November 2025	AI Builder	End of Sale	End of Sale for AI Builder capacity add-on.
November 2025	AI Builder	Service credit entitlements	AI Builder service credit entitlements in Dynamics 365 Finance continue until November 1, 2026

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Application licensing

This chapter details Dynamics 365 application licensing.

For full feature descriptions and details on assigned licenses, see the [Dynamics 365 Licensing Guide](#)



Dynamics 365 Business Central

Connect finance, sales, service, and operations to work smarter, adapt faster, and perform better

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Business Central Essentials

- \$80 user/month, billed annually

Get comprehensive business management for finance, sales, and operations—with Microsoft Copilot in Dynamics 365 Business Central included.

Business Central Premium

- \$110 user/month, billed annually

Includes everything in the Essentials plan, plus enhanced capabilities for service management and manufacturing.

Business Central Team Member

- \$8 user/month, billed annually

Get limited access to read data, approve workflows, and create or update select information.

Customers may deploy Business Central Essentials and Business Central Premium in separate environments, on the same tenant. However, licensed users can only access the environment for which they are entitled. See [Microsoft Product Terms](#) for specific terms.

All pricing (USD) subject to change; see [Business Central Pricing | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Business Central

Default entitlements

Capabilities/Entitlements ¹	Business Central Essentials	Business Central Premium
	\$80	\$110
	user/month, billed annually	user/month, billed annually
Unlimited users	●	●
Customization and extensibility	●	●
Multiple environments	●	●
Multiple companies ²	●	●
Finance management	●	●
Sales and marketing	●	●
Fulfillment and delivery	●	●
Purchasing and payables	●	●
Inventory	●	●
Supply planning and availability	●	●
Project management	●	●
Warehouse management	●	●
Manufacturing	◇	●
Service management	-	●
Sales Order Agent	Requires Copilot Credits	● ³
Payables Agent	Requires Copilot Credits	● ³
Business Central Database ³	80 GB	80 GB
Business Central Database: Accrued/USL	3 GB	5 GB
Business Central Environments ^{3, 4}	1 production / 3 non-production	1 production / 3 non-production

¹ See [Business Central Pricing | Microsoft Dynamics 365](#) for additional details.

² Limited number of companies per environment. See Company limit [here](#) for more info.

³[Learn more](#) about Copilot Credits.

⁴ Additional database capacity and environments available for purchase. Please refer to [Appendix](#) for more details.

⁵ Customers may deploy Business Central Essentials and Business Central Premium in separate environments, on the same tenant. However, licensed users can only access the environment for which they are entitled. See [Microsoft Product Terms](#) for specific terms.

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◇ Limited ● Included

Dynamics 365 Commerce

Deliver unified, personalized, and seamless shopping experiences across traditional and emerging channels

Commerce¹

- \$210
user/month, billed annually

Includes core capabilities to manage omnichannel retail operations.

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¹ 20 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.
All pricing (USD) subject to change; see [Commerce Pricing | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Commerce

Default entitlements

Commerce ¹	
Entitlements	
\$210	
user/month, billed annually	
Intelligent Order Management ²	1K order lines per tenant/month
Electronic Invoicing ²	●
+ Electronic Invoice transactions	100 per tenant/month
+ Invoice Capture transactions	100 per tenant/month
Dataverse Database ²	10 GB
Accrued/USL	250 MB
Dataverse File ²	20 GB
Accrued/USL	2 GB
Dataverse Log ²	2 GB
Operations Database ²	60 GB
Accrued/USL	4 GB
Operations File ²	40 GB
Accrued/USL	4 GB
Environments ²	1 production (AOS) / 1 non-production (Sandbox Tier 2)

¹ 20 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.

² Additional capacity and environments available for purchase. Please refer to [Appendix](#) for more details.

All pricing (USD) subject to change; see [Commerce Pricing | Microsoft Dynamics 365](#) for actual pricing.

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e-Commerce²

- Tier 1: \$4K
tenant/month, billed annually
- Tier 2: \$14.5K
tenant/month, billed annually
- Tier 3: \$31K
tenant/month, billed annually

Enable e-Commerce B2C and B2B capabilities.¹

Commerce Scale Unit – Cloud³

- Basic (65 devices): \$6K
tenant/month, billed annually
- Standard (225 devices): \$17K
tenant/month, billed annually
- Premium (500 devices): \$37K
tenant/month, billed annually

Enable additional Commerce cloud environment(s) for co-location, performance, additional redundancy, or customization purposes.¹

Recommendations⁴

- \$3K
tenant/month, billed annually

Enable customers to easily and quickly find products that they want, while they have an experience that serves them well.¹

Ratings and Reviews⁵

- \$750
tenant/month, billed annually

Enable product reviews and ratings from customers. Show average ratings and review information across their e-Commerce website.¹

¹ Requires a Dynamics 365 Commerce deployment with at least one D365 Commerce USL.

² e-Commerce transactions based on Average Order Value (AOV). See [Dynamics 365 Licensing Guide](#) for specific details.

³ Contact your Microsoft account representative/partner for details regarding the default Commerce Scale Unit – Cloud mapping.

⁴ Includes 240K Commerce transactions (20K /month x 12months).

⁵ Includes up to 250K active ratings and reviews.

Dynamics 365 Contact Center

Transform the service experience with a Copilot-first contact center solution that brings intelligence, automation, and efficiency to every channel

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Contact Center Digital¹

- \$95 user/month, billed annually

Rich customer engagement across digital messaging channels, including chat.

Contact Center Voice^{1, 2}

- \$95 user/month, billed annually

Add native voice capabilities as part of your customer engagement.

RECOMMENDED OFFER Contact Center (Digital + Voice)^{1, 2}

- \$110 user/month, billed annually

All-in-one customer engagement solution across voice, digital channels, and chat.

¹ Dynamics 365 Contact Center is built to work with your existing customer relationship management solution (CRM), or with Dynamics 365 Customer Service Enterprise (see [Dynamics 365 Contact Center Add-ons](#) for more details).
² Azure Communication Services pricing is separate and not included. See [pricing scenarios](#) for details. Message capacity purchased separately via Microsoft Copilot Studio and includes 25K messages/tenant/month. See [Power Platform Licensing Guide](#) for more details.

All pricing (USD) subject to change; see [Contact Center Pricing | Microsoft Dynamics 365](#) for actual pricing.

Contact Center

Default entitlements

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Capabilities	Contact Center Digital \$95 user/month, billed annually	Contact Center Voice ¹ \$95 user/month, billed annually	Contact Center \$110 user/month, billed annually
Unified Routing ²	50 record routes per user/month ³	50 record routes per user/month ³	50 record routes per user/month ³
Intelligent Voicebot minutes ²	-	2K minutes per user/month	2K minutes per user/month
Call Intelligence Minutes ²	-	6K minutes per user/month	6K minutes per user/month
Customer Intent Agent	Requires Copilot Credits ⁴	Requires Copilot Credits ⁴	Requires Copilot Credits ⁴
Customer Knowledge Management Agent	Requires Copilot Credits ⁴	Requires Copilot Credits ⁴	Requires Copilot Credits ⁴
Quality Evaluation Agent	Requires Copilot Credits ⁴	Requires Copilot Credits ⁴	Requires Copilot Credits ⁴
Dataverse Database ²	10 GB	10 GB	10 GB
Accrued/USL	250 MB	250 MB	250 MB
Dataverse File ²	20 GB	20 GB	20 GB
Accrued/USL	2 GB	35 GB	35 GB
Dataverse Log ²	2 GB	2 GB	2 GB

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¹ Azure Communication Services pricing is separate and not included. See [pricing scenarios](#) for details. Message capacity purchased separately via Microsoft Copilot Studio and includes 25K messages/tenant/month. See [Power Platform Licensing Guide](#) for more details.

² Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

³ Excluding chats, calls, and text messages. Please refer to the [Dynamics 365 Licensing Guide](#) for more details.

⁴ [Learn more](#) about Copilot Credits.

All pricing (USD) subject to change; see [Contact Center Pricing | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Customer Insights

Create engaging experiences by uniting customer data with real-time journeys

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Customer Insights

- \$1700
tenant/month, billed annually

Deliver connected customer journeys and campaigns with unified customer data.

Customer Insights Attach¹

- \$1000
tenant/month, billed annually

Add connected customer journeys and campaigns with unified customer data.

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¹ Requires a minimum of 10 users of Dynamics 365 Customer Service Professional, Dynamics 365 Customer Service Enterprise, Dynamics 365 Sales Professional, Dynamics 365 Sales Enterprise, Dynamics 365 Sales Premium, Dynamics 365 Field Service, Dynamics 365 Finance, Dynamics 365 Supply Chain Management, or Dynamics 365 Commerce. See [Microsoft Product Terms](#) for service specific terms.

All pricing (USD) subject to change; see [Customer Insights Pricing | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Customer Insights

Default entitlements

Entitlements	Customer Insights ⁵ \$1700 tenant/month, billed annually
Unified People ^{1, 3}	100K Unified People ptpm
Interacted People ^{2, 3}	10K Interacted People ptpm
Customer Voice ³	2K responses ptpm
Dataverse Database ³	25 GB
Accrued/USL	25 GB
Dataverse File ³	40 GB
Accrued/USL	40 GB
Dataverse Log ³	4 GB
Environments ³	∞ ⁴

¹ Unified People refers to a uniquely identified individual that is created through a collection of defined data source sets from multiple systems, represented by a profile. Includes Dataverse storage capacity per additional 100K Unified People. See the [Dynamics 365 Licensing Guide](#) for more details.

² Interacted People refers to any Dataverse entity (such as a contact, lead, account or an Insights profile) that is interacted with. A person is considered interacted when they are interacted with via either an outbound interaction or an inbound one such as filling out a form via a marketing website. Includes Dataverse storage capacity per additional 50K Interacted People. See the [Dynamics 365 Licensing Guide](#) for more details.

³ Additional capacity and environments available for purchase. Please refer to [Appendix](#) for more details.

⁴ Includes entitlements to install both the Customer Insights - Journeys and Customer Insights - Data applications in an unlimited number of production or sandbox environments. See the [Dynamics 365 Licensing Guide](#) for more details.

⁵ Customer Insights Attach SLs include the same default entitlements as Customer Insights Base SLs.

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Dynamics 365 Customer Service

Empower agents to resolve issues quickly using generative AI and automation

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Customer Service Professional¹

- \$50 user/month, billed annually

Core customer service capabilities with basic resources for self-service, case management, and knowledge management.

Customer Service Enterprise¹

- \$105 user/month, billed annually

Core customer service capabilities with basic resources for self-service, case management, and knowledge management.

RECOMMENDED OFFER Customer Service Premium¹

- \$195 user/month, billed annually

Bundles Customer Service Enterprise and Contact Center (Digital + Voice).

¹ Customers may deploy Customer Service Professional and Customer Service Enterprise in separate environments, on the same tenant. However, licensed users can only access the environment for which they are entitled. See [Microsoft Product Terms](#) for specific terms.

All pricing (USD) subject to change; see [Customer Service Pricing | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Customer Service

Default entitlements

Capabilities/Entitlements ¹	Customer Service Professional	Customer Service Enterprise	Customer Service Premium
	\$50	\$105	\$195
	user/month, billed annually	user/month, billed annually	user/month, billed annually
Unlimited named users	●	●	●
Case management	●	●	●
Knowledge management	●	●	●
Mobile	●	●	●
Leads (creation only)	●	●	●
Microsoft Power BI ²	●	●	●
Microsoft 365 interoperation (Outlook, Exchange, Excel, OneDrive/SharePoint, OneNote)	●	●	●
Customization and extensibility	◇ ¹	●	●
Unified service desk	-	●	●
Embedded intelligence	-	●	●
Context-driven suggestions	-	●	●
Analytics and KPI reporting	-	●	●
Multisession support	-	●	●
Portals	-	●	●
Copilot in Dynamics 365 Customer Service	-	●	●
Dynamics 365 Contact Center (Digital + Voice)	-	-	●
Case Management Agent	Requires Copilot Credits ³	Requires Copilot Credits ³	Requires Copilot Credits ³
Customer Intent Agent	Requires Copilot Credits ³	Requires Copilot Credits ³	Requires Copilot Credits ³
Customer Knowledge Management Agent	Requires Copilot Credits ³	Requires Copilot Credits ³	Requires Copilot Credits ³
Quality Evaluation Agent	Requires Copilot Credits ³	Requires Copilot Credits ³	Requires Copilot Credits ³
Customer Voice ⁴	-	2K responses per tenant/month	-
Unified Routing ^{4,5}	-	50 records per user/month ⁶	50 records per user/month ⁶
Dataverse Database ⁴	10 GB	10 GB	10 GB
Accrued/USL	-	250 MB	250 MB
Dataverse File ⁴	20 GB	20 GB	20 GB
Accrued/USL	-	2 GB	2 GB
Dataverse Log ⁴	2 GB	2 GB	2 GB

¹ See [Customer Service Pricing | Microsoft Dynamics 365](#) for additional details.

² A separate Power BI license may be required to configure access to the content. For more information, see [Power Platform Licensing Guide](#)

³ [Learn more](#) about Copilot Credits.

⁴ Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

⁵ See [Overview of unified routing | Microsoft Learn](#) for more information.

⁶ Excludes Chat and Digital Messaging conversation records. Please refer to the [Dynamics 365 Licensing Guide](#) for more details.

◇ Limited ● Included

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Contact Center Digital Add-on^{1, 2}

- \$75 user/month, billed annually
 - Unlimited routing for incoming conversation records within an organization (chat, call, text message)
 - 50 Unified Routing record routes/user/month⁴

Rich customer engagement across digital messaging channels, including chat.

Contact Center Voice Add-on^{1, 5}

- \$75 user/month, billed annually
 - 50 Unified Routing record routes/user/month⁴
 - 2K Intelligent Voicebot minutes/user/month⁴
 - 6K Call Intelligence minutes/user/month⁴
 - 35 GB Dataverse File for call recording/user⁴

Add native voice capabilities as part of your customer engagement.

Contact Center Add-on^{1, 2, 5} (Digital + Voice)

- \$90 user/month, billed annually
 - Contact Center Digital
 - Contact Center Voice

All-in-one customer engagement solution across voice, digital channels, and chat.

Microsoft 365 Copilot for Service

- \$50 user/month, billed annually³

Modernize your existing contact center with generative AI.

¹ Requires a Dynamics 365 Customer Service Enterprise deployment with at least one D365 Customer Service Enterprise USL.

² Azure Communication Services pricing is separate and not included. See [pricing scenarios](#) for details. Chatbot message capacity purchased separately via Microsoft Copilot Studio and includes 25K messages/tenant/month. See [Power Platform Licensing Guide](#) for more details.

³ Microsoft 365 Copilot licensed users are eligible to purchase Step-up license to Copilot for Service for \$20 per user/month, billed annually

⁴ Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

⁵ Azure Communication Services pricing is separate and not included. See [pricing scenarios](#) for details. Includes entitlement for conversational IVR bot authored using Microsoft Copilot Studio (Any generative AI capabilities require capacity purchased separately via Microsoft Copilot Studio).

Dynamics 365 Field Service

Transform your service operations, deliver exceptional service, and improve customer experiences

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Field Service^{1, 2, 3}

- \$105 user/month, billed annually

Complete field service management, including step-by-step guides and remote expert assistance.

Field Service Contractor³

- \$50 user/month, billed annually

Seamlessly assign and manage external frontline technicians.

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¹ Dynamics 365 Guides and Remote Assist included with Field Service. Does not include additional Dataverse capacity.
² Bing Maps Developer License included with limitations (billable transactions) as described [here](#). The [Bing Maps Notices](#) apply. See [Microsoft Product Terms](#) for service specific terms.
³ Field Service includes the latest version of Field Service Mobile and no longer has a limit on the number of custom tables if application is being used in the context of Field Service.

Dynamics 365 Field Service

Default entitlements

Entitlements	Field Service	Field Service Contractor ²
	\$105 user/month, billed annually	\$50 user/month, billed annually
App access from the web, on mobile, and through Microsoft 365	●	●
Access to Dynamics 365 Guides and Remoter Assist	●	◇ ¹
Vendor and contractor management	●	◇
Scheduling and resource dispatching	●	◇
AI assistance from Copilot in Dynamics 365 Field Service for work order creation and updates, scheduling, and summarization	●	-
Technician performance analysis	●	-
Planned maintenance agreements	●	-
Returns processing	●	-
Customer Voice ³	2K responses per tenant/month	-
Dataverse Database ³	10 GB	-
Accrued/USL	250 GB	-
Dataverse File ³	20 GB	-
Accrued/USL	2 GB	-
Dataverse Log ³	2 GB	-

¹ Dynamics 365 Guides is in the Field Service mobile app for Dynamics 365 Field Service Contractor. See [Field Service Software Pricing | Microsoft Dynamics 365](#).

² Field Service Contractor SL does not include any Dataverse capacity entitlements.

³ Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

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Dynamics 365 Field Service

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Resource Scheduling Optimization¹

- \$30 per scheduled resource/month²

Automatically create optimized scheduling for resources.³

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¹ Additional applications may be added to qualifying Base or Attach licenses (e.g., a user with Field Service Attach may purchase Resource Scheduling Optimization).

² Pricing assumes Resource Scheduling Optimization on a single tenant.

³ Resource can be a person or a non-human asset.

Dynamics 365 Finance

Finance drives automation and predictive analytics capabilities, paving the way for deep proactive management.

Finance¹

- \$210
user/month, billed annually

An intelligent, automated, and trusted core financial management solution.

Finance Premium²

- \$300
user/month, billed annually

Enhance decision making with advanced business performance management capabilities.

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¹ 20 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.
² 10 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms
All pricing (USD) subject to change; please see [Finance Management Software Pricing | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Finance

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Capabilities/Entitlements ¹	Finance	Finance Premium
	\$210	\$300
	user/month, billed annually	user/month, billed annually
Core financials	●	●
Business performance planning	◇ (read only)	● (Admin/creator access/inputs)
Business performance analytics (core reporting and insights)	●	●
AI and machine learning (AI capabilities within Dynamics 365 Finance)	●	●
Electronic Invoicing ²	●	●
+ Electronic Invoice transactions	100 per tenant/month	200 per tenant/month
+ Invoice Capture transactions	100 per tenant/month	200 per tenant/month
AI Builder ²	20K credits per tenant/month	50K credits per tenant/month
Dataverse Database ²	10 GB	15 GB
Accrued/USL	250 GB	500 GB
Dataverse File ²	20 GB	30 GB
Accrued/USL	2 GB	3 GB
Dataverse Log ²	2 GB	3 GB
Operations Database ²	60 GB	90 GB
Accrued/USL	4 GB	6 GB
Operations File ²	40 GB	60 GB
Accrued/USL	4 GB	6 GB
Environments ²	1 production (AOS) / 1 non-production (Sandbox Tier 2)	1 production (AOS) / 1 non-production (Sandbox Tier 2)

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¹ See [Finance Management Software Pricing | Microsoft Dynamics 365](#) for additional details.

² Additional capacity and environments available for purchase. Please refer to [Appendix](#) for more details.

Dynamics 365 Human Resources

HR solution that optimizes workforce costs and empowers people with self-service

Human Resources¹

- \$135 user/month, billed annually

Includes full application capabilities to manage.

Human Resources Self-Service

- \$4 user/month, billed annually

Employee and manager self-service capabilities.

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¹ 5 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.
All pricing (USD) subject to change; please see [Human Resources Pricing | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Human Resources

Default entitlements

Entitlements	Human Resources
	\$135 user/month, billed annually
Customer Voice ²	2K responses per/tenant/month
Dataverse Database ²	10 GB
Dataverse Database: Accrued/USL	250 MB
Dataverse File ²	20 GB
Dataverse File: Accrued/USL	2 GB
Dataverse Log ²	2 GB
Operations Database ²	60 GB
Accrued/USL	-
Operations File ²	40 GB
Accrued/USL	-
Environments ²	2 Dataverse + 2 AOS ¹

¹ At any given time, only one of the environments may be in production, but both environments may be in nonproduction.

² Additional capacity and environments available for purchase. Please refer to [Appendix](#) for more details.

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Dynamics 365 Mixed Reality

Empower employees with step-by-step holographic instructions right where the work happens.

Guides¹

- \$65 user/month, billed annually

Help reduce errors, increase safety, and learn new standardized processes quickly.

Remote Assist²

- \$65 user/month, billed annually

Empower first-line workers to solve problems in real time.

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¹ Requires a Microsoft Windows PC and Microsoft HoloLens 2. See [Overview of Dynamics 365 Guides](#) for more information.
² Requires a Microsoft HoloLens 2 or an AR capable iOS or Android device (phone or tablet). See [Overview of Dynamics 365 Remote Assist](#) for more information.
All pricing (USD) subject to change; please see [Dynamics 365 Guides | Microsoft Dynamics 365](#) and [Remote Assist | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Mixed Reality

Default entitlements

Entitlements	Guides	Remote Assist
	\$65 user/month, billed annually	\$65 user/month, billed annually
Dataverse Database ¹	10 GB	10 GB
Accrued/USL	-	-
Dataverse File ¹	20 GB	20 GB
Accrued/USL	-	-
Dataverse Log ¹	2 GB	2 GB

¹ Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

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Dynamics 365 Project Operations

Connect sales, resourcing, project management, and finance teams within a single application to win more deals, accelerate project delivery, and maximize profitability

Project Operations¹

- \$135
user/month, billed annually

Get the visibility, collaboration, and agility needed to drive success across your project-centric business.

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¹ 20 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.

Dynamics 365 Project Operations

Default entitlements

Entitlements	Project Operations ¹
	\$135 user/month, billed annually
Electronic Invoicing ²	●
+ Electronic Invoice transactions	100 per tenant/month
+ Invoice Capture transactions	100 per tenant/month
Dataverse Database ²	10 GB
Accrued/USL	250 MB
Dataverse File ²	20 GB
Accrued/USL	2 GB
Dataverse Log ²	2 GB
Operations Database ²	60 GB
Accrued/USL	4 GB
Operations File ²	40 GB
Accrued/USL	4 GB
Environments ²	1 production (AOS) / 1 non-production (Sandbox Tier 2)

¹ 20-seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.
² Additional capacity and environments available for purchase. Please refer to [Appendix](#) for more details.

All pricing (USD) subject to change; please see [Project Operations Pricing | Microsoft Dynamics 365](#) for actual pricing.

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Dynamics 365 Sales

Empower sales teams with automation, contextual insights, and next-generation AI

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Sales Professional ¹	Sales Enterprise ¹	RECOMMENDED OFFER Sales Premium	Microsoft Relationship Sales
• \$65 user/month, billed annually	• \$105 user/month, billed annually	• \$150 user/month, billed annually	• <i>Variable</i>³
Core sales force automation and Microsoft 365 integration.	Sales force automation with contextual insights, next-generation AI, and advanced customization. ²	Sales Enterprise plus prebuilt customizable intelligence solutions for sellers and managers. ²	Sales Enterprise plus LinkedIn Sales Navigator Enterprise.

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¹ Customers may deploy Sales Professional and Sales Enterprise in separate environments, on the same tenant. However, licensed users can only access the environment for which they are entitled. See [Microsoft Product Terms](#) for specific terms.

² Includes Copilot capabilities like natural language insights, record updates, email and meeting assistance, and opportunity summaries.

³ 10 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms. Contact a Dynamics 365 sales specialist for pricing information.

Dynamics 365 Sales

Compare capabilities/entitlements included in each core application

Tip: Click the tabs below to jump to that section...

Capabilities/Entitlements ¹	Sales Professional ¹	Sales Enterprise ^{1,2}	RECOMMENDED OFFER	
	\$65	\$105	Sales Premium ²	Microsoft Relationship Sales ³
	user/month, billed annually	user/month, billed annually	\$150 user/month, billed annually	(Variable)
Sales force automation ⁴	●	●	●	●
Mobile app	●	●	●	●
Microsoft 365 interoperation	●	●	●	●
Reporting and dashboards ⁴	●	●	●	●
Customization and automation ⁴	◇ ⁴	●	●	●
Custom apps	-	●	●	●
Advanced sales force automation ⁴	-	●	●	●
Conversation intelligence ^{4,6}	-	●	●	●
Copilot capabilities in Dynamics 365 Sales ⁴	-	●	●	●
Sales Qualification Agent	Requires Copilot Credits ⁵	Requires Copilot Credits ⁵	Requires Copilot Credits ⁵	-
Copilot capabilities in Outlook ⁴	-	●	●	●
Copilot capabilities in Microsoft Teams ⁴	-	●	●	●
Sales engagement ⁴	-	●	●	●
Advanced sales engagement ⁴	-	-	●	-
LinkedIn Sales Navigator Advanced Plus	-	-	-	●
Customer Voice ⁶	-	2K responses per tenant/month	2K responses per tenant/month	2K responses per tenant/month
Unified Routing ⁶	-	50 records per user/month ⁷	50 records per user/month ⁷	50 records per user/month ⁷
Dataverse Database ⁶	10 GB	10 GB	10 GB	10 GB
Accrued/USL	-	250 MB	250 MB	250 MB
Dataverse File ⁶	20 GB	20 GB	20 GB	20 GB
Accrued/USL	-	2 GB	2 GB	2 GB
Dataverse Log ⁶	2 GB	2 GB	2 GB	2 GB

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¹ Customers may deploy Sales Professional and Sales Enterprise in separate environments, on the same tenant. However, licensed users can only access the environment for which they are entitled. See [Microsoft Product Terms](#) for specific terms.

² Includes Copilot capabilities like natural language insights, record updates, email and meeting assistance, and opportunity summaries.

³ 10 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms. Contact a Dynamics 365 sales specialist for pricing information.

⁴ See [Sales Pricing | Microsoft Dynamics 365](#) for additional details.

⁵ [Learn more](#) about Copilot Credits.

⁶ Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

⁷ Excludes Chat and Digital Messaging conversation records. Please refer to the [Dynamics 365 Licensing Guide](#) for more details.

◇ Limited ● Included

Dynamics 365 Sales

Additional applications

Microsoft 365 Copilot for Sales¹

- \$50 user/month, billed annually³

An AI assistant in Microsoft 365 for sellers. Connects to Dynamics 365 Sales and other CRM systems.²

Sales Insights¹

- \$50 user/month, billed annually

Help sellers build stronger relationships with customers, save time, and stay on top of deals with real-time AI-based insights.⁴

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¹ Requires a Dynamics 365 Sales Enterprise deployment with at least one D365 Sales Enterprise USL (base or attach).

² Includes Microsoft 365 Copilot. See the [Dynamics 365 Licensing Guide](#) for more details.

³ Microsoft 365 Copilot licensed users are eligible to purchase Step-up license to Copilot for Sales for \$20 per user/month, billed annually

⁴ Sales Premium licensed users can add Sales Insights capacity to their tenant by purchasing additional Sales Premium licenses.

Dynamics 365 Supply Chain Management

Modernize your supply chain to enhance visibility, improve planning, streamline procurement, and optimize fulfilment

Tip: Click the tabs below to jump to that section...

Supply Chain Management¹

- \$210 user/month, billed annually

Scalable, composable, secure, and streamlined solution for an intelligent supply chain.

Supply Chain Management Premium¹

- \$300 user/month, billed annually

Adapt quickly to demand shifts with new demand-planning capabilities powered by Microsoft 365 Copilot.

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¹ Supply Chain Management has a 20-seat minimum purchase requirement. Supply Chain Management Premium has a 10-seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.

All pricing (USD) subject to change; please see [Supply Chain Management Pricing | Microsoft Dynamics 365](#) for actual pricing.

Dynamics 365 Supply Chain Management

Default entitlements

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Entitlements	Supply Chain Management ³	Supply Chain Management Premium ³
	\$210	\$300
	user/month, billed annually	user/month, billed annually
Core supply chain	●	●
Demand planning	◇ (read only)	●
Asset Management ^{1, 2}	100 Assets per tenant/month	100 Assets per tenant/month
Electronic Invoicing ¹	●	●
+ Electronic Invoice transactions	100 per tenant/month	200 per tenant/month
+ Invoice Capture transactions	100 per tenant/month	200 per tenant/month
Intelligent Order Management ¹	1K order lines per tenant/month	1K order lines per tenant/month
Dataverse Database ¹	10 GB	15 GB
Dataverse Database: Accrued/USL	250 MB	500 MB
Dataverse File ¹	20 GB	30 GB
Accrued/USL	2 GB	3 GB
Dataverse Log ¹	2 GB	3 GB
Operations Database ¹	60 GB	90 GB
Accrued/USL	4 GB	6 GB
Operations File ¹	40 GB	60 GB
Accrued/USL	4 GB	6 GB
Environments ¹	1 production (AOS) / 1 non-production (Sandbox Tier 2)	1 production (AOS) / 1 non-production (Sandbox Tier 2)

◇ Limited ● Included

¹ Additional capacity and environments available for purchase. Please refer to [Appendix](#) for more details.

² After quantity 50 x Asset Management Additional Assets (5K Additional Assets) have been purchased, customers may manage unlimited assets with no additional purchase necessary. Active and inactive assets carry historical data and count against the capacity limits.

³ Supply Chain Management has a 20-seat minimum purchase requirement. Supply Chain Management Premium has a 10-seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.

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3

Cross Application Licensing

This chapter describes cross application and Order Lines licensing options.

For more information refer to the [Dynamics 365 Licensing Guide](#).



Dynamics 365 Cross-Application Licensing

For users who provide basic cross-functional support, and requires read-only access to all data and basic Dynamics 365

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Operations Activity

- \$50 user/month, billed annually

Provides a named user limited access to Commerce, Finance, Human Resources, Project Operations, and Supply Chain Management.

Team Members

- \$8 user/month, billed annually

Provides users with limited access to data and basic level capabilities, including self-service scenarios, across all workloads.^{1, 2}

Business Central Team Member

- \$8 user/month, billed annually

Grants a named user restricted access to perform general tasks for their own use only and not activities for, or on behalf of, other people.

¹ Limited use rights are for the licensed user's own use and not activities for, or on behalf of, other people. See [Dynamics 365 Licensing Guide](#) for more information.
² Create and modify up to 15 tables (custom tables or standard Dataverse tables) per Team Members application module. See [Dynamics 365 Licensing Guide](#) for more information.

Dynamics 365 Operations - Order Lines

Licensing option for indirect access to D365 Commerce, Finance, Project Operations, or SCM applications

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Operations – Order Lines^{1, 2}

- \$500
tenant/month, billed annually

For qualifying transaction types, license indirect access by automated systems, IoT devices, and bots on an 'order line' basis.

¹ To qualify for Operations – Order Lines licensing, a transaction must be indirect access (direct access of the Dynamics application do not qualify) and only update data within the qualifying designated tables. Access to any other tables or user actions requires an appropriate D365 license. See [Dynamics 365 Licensing Guide](#) for full details.

² Includes 100K order line transactions per tenant/month; enforced annually and can be consumed at any point in the year. Annual subscription license required.

4

How to buy

This chapter explains the license availability, Base + Attach licensing, device license options, and Step-up options.

For information on product availability, licensing prerequisites, and minimum purchase requirements, refer to the Microsoft [Product Terms](#).



Dynamics 365 Base+ Attach Definitions

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Base license: When purchasing multiple Dynamics 365 applications for a single user, the first application license must be the highest priced license (a.k.a. base license) for the named user. Every full-access user must have a base license.

Attach license: Dynamics 365 attach license pricing is available for users who require multiple Dynamics 365 applications. Attach licenses may only be assigned to users with an appropriate qualifying base license. A named user may have more than one attach license.

Note:

- Base and attach licenses are **identical in their core capabilities** and are only differentiated in price.
- Attach licenses **do not include additional capacity entitlements**.¹
- **Exception** - Business Premium base licensed users (\$100 user/month, billed annually) are eligible to add Customer Service Enterprise, Field Service, or Sales Enterprise at the \$20 user/month, billed annually attach pricing.

¹Customer Insights Attach SLs include the same default capacity entitlements as Customer Insights Base SLs.

Dynamics 365 Base+Attach Matrix

Tip: Click the tabs below to jump to that section...

Attach USLs user/month, billed annually													
Base USLs (user/month, billed annually)		Business Central Essentials	Commerce	Commerce	Customer Service Pro	Field Service	Finance	Human Resources	Project Operations	Remote Assist	Sales Ent	Sales Pro	SCM
Business Central Essentials	\$70	-	-	-	\$20	-	-	-	-	-	-	\$20	-
Business Central Premium	\$100	-	-	\$20 ¹	\$20	\$20 ¹	-	-	-	-	\$20 ¹	\$20	-
Commerce	\$210	-	-	\$20	\$20	\$20	\$30	\$30	\$30	-	\$20	\$20	\$30
Customer Service Enterprise	\$105	\$20	-	-	-	\$20	-	-	-	-	\$20	\$20	-
Customer Service Premium	\$195	\$20	-	-	-	\$20	-	-	-	-	\$20	\$20	-
Field Service	\$105	\$20	-	\$20	\$20	-	-	-	-	\$20	\$20	\$20	-
Finance	\$210	-	\$30	\$20	\$20	\$20	-	\$30	\$30	-	\$20	\$20	\$30
Finance Premium	\$300	-	\$30	\$20	\$20	\$20	-	\$30	\$30	-	\$20	\$20	\$30
Human Resources (HR)	\$135	-	-	\$20	\$20	\$20	-	-	\$30	-	\$20	\$20	-
Microsoft Relationship Sales ²	\$177	-	-	\$20	\$20	\$20	-	\$30	\$30	-	-	-	-
Project Operations	\$135	-	-	\$20	\$20	\$20	-	\$30	-	-	\$20	\$20	-
Sales Enterprise	\$105	\$20	-	\$20	\$20	\$20	-	-	-	-	-	-	-
Sales Premium	\$150	-	-	\$20	\$20	\$20	-	\$30	\$30	-	-	-	-
Sales Professional	\$65	-	-	-	\$20	-	-	-	-	-	-	-	-
Supply Chain Management	\$210	-	\$30	\$20	\$20	\$20	\$30	\$30	\$30	-	\$20	\$20	-
Supply Chain Management Premium	\$300	-	\$30	\$20	\$20	\$20	\$30	\$30	\$30	-	\$20	\$20	-

¹ Note: When purchasing multiple Dynamics 365 applications for a single user, the first application license must be the highest priced license (a.k.a. base license) for the named user. As an exception, users who license Business Premium as their base license (\$100 user/month, billed annually) are eligible to add Customer Service Enterprise, Field Service or Sales Enterprise at the \$20 user/month, billed annually attach price.

² Pricing variable. Please contact a Dynamics 365 sales specialist for pricing information. 10 seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.

* See [Microsoft Product Terms](#) for full details on license availability, pre-requisites, and purchase minimums.

** System administrator will not be able to assign an attach license to a user who does not have the required base license.

All pricing (USD) subject to change, please see [Pricing | Microsoft Dynamics 365](#) for actual pricing.

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Dynamics 365 Device License Options

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D365 device license ¹	\$ per device/month	Specific device scenario
Business Central Device SL ²	\$45 device/month, billed annually \$30/device/month billed annually (100 seat min)- CSP partner led only	Point of Sale device
		Store Manager device
		Shop Floor device
		Warehouse device
Customer Service Device SL ³	\$160 device/month, billed annually	Call Center device
Field Service Device SL ³	\$160 device/month, billed annually	Mobile service vehicle device
Guides Device SL ⁴	\$650 device/month, billed annually	HoloLens 2 device
		Microsoft Windows PC
Operations - Device SL ⁵	\$85 device/month, billed annually	Point of Sale device
		Store Manager device
		Shop Floor device
		Warehouse device
Remote Assist Device SL ⁶	\$650 device/month, billed annually	HoloLens 2 device
		AR capable iOS or Android device (phone or tablet)
Sales Device SL ³	\$160 device/month, billed annually	Retail Store device

¹ Device licenses may use shared logins and a shared password or individual logins (each user's personal credentials), depending on the application and license. See [Dynamics 365 Licensing Guide](#) for more information.

² The Business Central device license is a limited license with a subset of Business Central capabilities.

³ Customer Service, Field Service, and Sales device licenses have full application functionality.

⁴ Guides device license enables a shared user experience and only one username and password is provided with each device license. Device licenses cannot author a guide. See [Overview of Dynamics 365 Guides](#) for more details.

⁵ Operations - Device license is a limited license with a subset of Finance, Supply Chain Management, Commerce, and Project Operations capabilities.

⁶ Remote Assist device license enables a shared user experience and only one username and password is provided with each device license. Individual usage cannot be tracked for shared logins. See [Overview of Dynamics 365 Remote Assist](#) for more details.

All pricing (USD) subject to change, please see [Pricing | Microsoft Dynamics 365](#) for actual pricing.

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Dynamics 365 Step-up Options

Step-up from...	Step-up to...	Step-up from...	Step-up to...
Customer Service Professional USL	Customer Service Enterprise USL \$55	Field Service Attach USL	Field Service USL \$85
Contact Center (Digital + Voice) USL	Customer Service Premium USL \$85	Customer Service Enterprise Attach USL	Customer Service Enterprise USL \$85
Contact Center Digital USL	Contact Center (Digital + Voice)USL \$15	Customer Service Professional Attach USL	Customer Service Professional USL \$30
Contact Center Voice USL			
Team Members USL	Field Service Enterprise USL \$97	Sales Enterprise Attach USL	Sales Enterprise USL \$85
	Customer Service Enterprise USL \$97	Sales Professional Attach USL	Sales Professional USL \$45
	Customer Service Professional USL \$42	Commerce Attach USL	Commerce USL \$180
	Sales Enterprise USL \$97	Finance Attach USL	Finance USL \$180
	Sales Professional USL \$57	Human Resources Attach USL	Human Resources USL \$105
	Commerce USL \$202	Operations – Activity USL	Finance USL \$130
	Finance USL \$202		Finance Premium USL \$120
	Finance Premium USL \$292		Human Resources USL \$85
	Human Resources USL \$127		Project Operations USL \$85
	Operations – Activity USL \$42		Supply Chain Management USL \$160
	Supply Chain Management USL \$202	Project Operations Attach USL	Project Operations USL \$105
Sales Professional USL	Sales Enterprise USL \$40	Supply Chain Management Attach USL	Supply Chain Management USL \$180
Sales Enterprise USL	Sales Premium USL \$45	Microsoft 365 Copilot	Microsoft 365 Copilot for Sales USL \$20
Finance USL	Finance Premium USL \$120		Microsoft 365 Copilot for Service \$20
Human Resources Self Service USL	Team Members USL \$4		
Supply Chain Management	Supply Chain Management Premium \$120		

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No Step-ups in CSP.
All (USD) pricing shown is user/month, billed annually and-is subject to change, please see [Pricing | Microsoft Dynamics 365](#) for actual pricing.

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Resources

Provides licensing and support resources.

For more information refer to the [Dynamics 365 Licensing Guide](#).



Dynamics 365 Licensing Resources

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Awareness

- [Dynamics.com](#)
- [Dynamics 365 Pricing](#)
- [Multiplexing – Licensing Overview](#)

Learning

- [Get Licensing Ready](#)
- [Dynamics 365 Licensing Deck](#)
- [Dynamics 365 Licensing Guide](#)
- [Dynamics 365 Product Terms](#)

Support

- [Find a Dynamics 365 Partner](#)
- [Dynamics 365 Documentation](#)
- [Dynamics 365 Support](#)
- [FastTrack – Dynamics 365 Implementation](#)

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Supplemental information on default capacity, additional capacity, and additional applications.

For more information refer to the [Dynamics 365 Licensing Guide](#).



Dataverse for apps data storage

Optimizing data management for relational data, attachments, and audit logs.

Storage capacity management



Database capacity¹

Store and manage table definitions and data

File capacity

Manage attachments, files, photos and videos

Log capacity

Record data changes over time for analysis and reporting purposes

¹See [here](#) for information on the finance and operations storage capacity report

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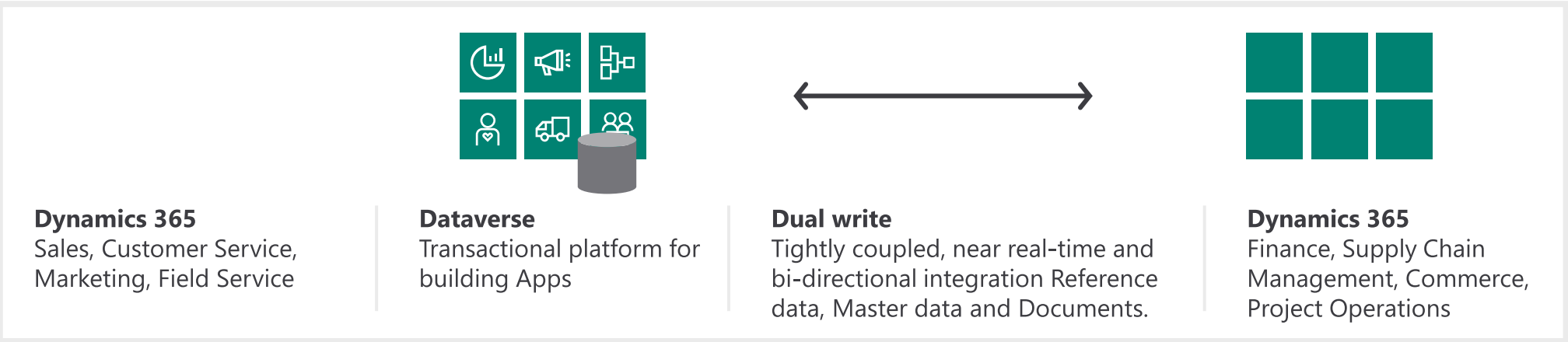
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Dynamics 365 Dual Write

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Dual write provides bidirectional integration between the Dataverse (formerly Common Data Service) and the Finance, Supply Chain Management, Commerce, and Project Operations applications.



Licensing policies for dual write:

A specific license is not required to enable dual write and when configuring dual write against unrestricted tables no additional licensing is required. However, when dual write is configured against a restricted table, users making updates in the application that result in updates to those restricted tables must be appropriately licensed. More details, see [Dynamics 365 Licensing Guide](#).

For technical details, please visit [Dual Write home page](#)

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Dynamics 365 subscription capacity

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Capacity Included/Accrued	Dataverse Database:	Dataverse Database:	Dataverse File:	Dataverse File:	Dataverse Log:	Dataverse Log:	Operations Database:	Operations Database:	Operations File:	Operations File:	Business Central Database Included/Accrued	Business Central Database: Accrued/USL	Production Environment/ Tenant	Nonproduction: Environment/ Tenant
	Included/ Tenant Max	Accrued/ USL	Included/ Tenant	Accrued/ USL	Included/ Tenant	Accrued/ USL	Included/ Tenant ⁶	Accrued/ USL ⁶	Included/ Tenant	Accrued/ USL				
BC Essentials	-	-	-	-	-	-	-	-	-	-	80 GB	3 GB	1 BC	3
BC Premium	-	-	-	-	-	-	-	-	-	-	80 GB	5 GB	1 BC	3
BC Device	-	-	-	-	-	-	-	-	-	-	-	1.5 GB/device	-	-
Commerce, Finance, Project Ops, SCM	10 GB	250 MB	20 GB	2 GB	2 GB	-	60 GB	4 GB	40 GB	4 GB	3	3	1 AOS	1 Sandbox Tier 2
Contact Center, Contact Center Voice, Cust Svc Premium	10 GB	250 MB	20 GB	35 GB	2 GB	-	-	-	-	-	-	-	-	-
Contact Center Digital Cust Svc Ent, Field Svc ¹ , Sales Ent, Sales Prem	10 GB	250 MB	20 GB	2 GB	2 GB	-	-	-	-	-	-	-	-	-
Customer Insights ² (CI)	25 GB	-	40 GB	-	4 GB	-	-	-	-	-	-	-	∞ ⁵	∞ ⁵
CI – Interacted People ³	-	1 GB	-	2 GB	-	-	-	-	-	-	-	-	-	-
CI - Unified People ³	-	15 GB	-	20 GB	-	-	-	-	-	-	-	-	-	-
Cust Svc Pro., Sales Pro	10 GB	-	20 GB	-	2 GB	-	-	-	-	-	-	-	-	-
Finance Prem,SCM Prem	15 GB	500 MB	30 GB	3 GB	3 GB	-	90 GB	6 GB	60 GB	6 GB	-	-	1 AOS	1 Sandbox Tier 2
Guides, Intelligent Order Mgmt., Remote Assist	10 GB	-	20 GB	-	2 GB	-	-	-	-	-	-	-	-	-
Human Resources	10 GB	250 MB	20 GB	2 GB	2 GB	-	60 GB	-	40 GB	-	-	-	1 - AOS ⁴	-
Operations – Activity	-	64 MB	-	512 MB	-	-	-	375 MB	-	1 GB	-	-	-	-
Operations – Device	-	102 MB	-	819 MB	-	-	-	600 MB	-	1.6 GB	-	-	-	-

¹Field Service Contractor SLs do not include any Dataverse capacity entitlements.

²Customer Insights Attach SLs include the same default capacity entitlements as Customer Insights Base SLs. Dataverse entitlements are only granted once per tenant, for the first Customer Insights Base or Attach SL. Customer Insights

³Per additional 100K Unified People or 50K Interacted People add-on pack.

⁴Before May 1, 2025 - At any given time, only one of the environments may be in production but alternatively both environments may be in non-production.

⁵Includes entitlements to install both the Customer Insights - Journeys and Customer Insights - Data applications in in an unlimited number of production or sandbox environments.

⁶See [here](#) for information on the finance and operations storage capacity report. (Incl. dev/test and production environments)

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Additional capacity

AI Builder - Commerce

SKU name	Description	Price/ month	License											
				Business Central	Commerce	Cust Insights	Customer Svc	Field Svc	Finance, Finance Prem	Guides	HR	Project Ops	Remote Assist	Sales Premium
Additional Asset Management	Additional Assets per month	\$100	Tenant											✓
Business Central Database Capacity (1GB)	Additional database storage	\$10	Tenant	✓										
Business Central Database Capacity 100GB (100GB)	Additional database storage	\$500	Tenant	✓										
Business Central Database Capacity Overage (1GB) ¹	Additional database storage	\$5	Tenant	✓										
Business Central Additional Environment (4GB) ²	Additional Environment	\$300	Tenant	✓										
Commerce Ratings and Reviews	Additional Ratings and Reviews	\$750	Tenant		✓									
Commerce Recommendations	Additional Recommendations	\$3,000	Tenant		✓									

¹ Business Central Database Capacity Overage purchase requirement: Business Central Database Capacity 100GB.

² Includes 1 production environment, 3 nonproduction environments, and 4GB of Dataverse database capacity.

All pricing (USD) subject to change please consult price list for actual pricing.

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Customer Insights

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Additional capacity

Dataverse – Intelligent Order Management

SKU name	Description	Price/ month	License												
				Business Central	Commerce	Cust Insights	Cust Svc	Field Svc	Finance, Finance Prem	Guides	HR	Proj Ops	Remote Assist	Sales	SCM, SCM Prem
Dataverse Database Capacity (1GB)	Allows organizations to add relational data for data management	\$40	Tenant	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Dataverse Database Capacity Tier 2 (1GB)	Allows organizations to add relational data for data management min. purchase req. = 1000GB	\$30	Tenant	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Dataverse File Capacity (1GB)	Add capacity to manage attachment of files, photos, and video storage	\$2	Tenant	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Dataverse Log Capacity (1GB)	Additional capacity for audit logs	\$10	Tenant	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
e-Commerce Overage Tier 1	Additional transactions/ tenant/month for e-Commerce Tier 1	\$500	Tenant		✓										
e-Commerce Overage Tier 2	Additional transactions /tenant/month for e-Commerce Tier 2	\$500	Tenant		✓										
e-Commerce Overage Tier 3	Additional transactions/ tenant/month for e-Commerce Tier 3	\$500	Tenant		✓										
Electronic Invoicing	Additional E-Invoicing capacity	\$300	Tenant		✓				✓			✓			✓
Human Resources Sandbox (10GB)	Non-production (AOS) instance	\$1,400	Tenant								✓				
Intelligent Order Management	Additional Order Lines capacity	\$300	Tenant		✓										✓

All pricing (USD) subject to change please consult price list for actual pricing

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Additional capacity

Operations – Power Platform Requests

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SKU name	Description	Price/ month	License	Central	Business	Commerce	Cust Insights	Cust Svc	Field Svc	Finance, Finance Prem	Guides	HR	Proj Ops	Remote Assist	Sales	SCM, SCM Prem
Operations Add'l Database Capacity (1GB)	Additional database storage	\$40	Tenant			✓				✓		✓	✓			✓
Operations Add'l Database Capacity Tier 2 (1GB)	Additional database storage min. purchase req. = 1000GB	\$30	Tenant			✓				✓		✓	✓			✓
Operations Add'l File Capacity (1GB)	Additional file storage	\$2	Tenant			✓				✓		✓	✓			✓
Operations - Order Lines (100K)	Additional indirect access order line capacity	\$500	Tenant			✓				✓		✓	✓			✓
Operations Sandbox Tier 2 (10GB)	Multi-box standard acceptance test instance	\$1,350	Tenant			✓				✓			✓			✓
Operations Sandbox Tier 3 (10GB)	Multi-box premium acceptance test instance	\$4,050	Tenant			✓				✓			✓			✓
Operations Sandbox Tier 4 (10GB + 128 MB/USL)	Multi-box standard performance test instance	\$7,900	Tenant			✓				✓			✓			✓
Operations Sandbox Tier 5 (10GB + 128 MB/USL)	Multi-box premium performance test instance	\$12,000	Tenant			✓				✓			✓			✓
Power Platform Requests Add-on ¹	Increase the daily Power Platform requests limit for customer who need more usage than then their allocation	\$50	Tenant			✓	✓	✓	✓	✓		✓	✓		✓	✓

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¹Monthly limits increased in late 2021. Please see [Requests limits and allocations - Power Platform | Microsoft Docs](#) for more details.

Additional capacity

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				SCM, SCM Prem	Sales	Remote Assist	Proj Ops	HR	Guides	Finance, Finance Prem	Field Svc	Cust Svc	Cust Insights	Commerce	Business Central
SKU name	Description	Price/month	License												
Unified Routing add-on	10K records/tenant/month, pooled at tenant level	\$800	Tenant									✓			
Intelligent Voicebot minutes	500 additional minutes/tenant/month	\$125	Tenant									Ent			
Call Intelligence minutes	500 additional minutes/tenant/month	\$15	Tenant									Ent			

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				Business Central	Commerce	Cust Insights	Cust Svc	Field Svc	Finance, Finance Prem	HR	Proj Ops	Sales	SCM, SCM Prem
SKU name	Description	Price/ month	License										
Commerce Ratings and Reviews	Up to 250K active ratings and reviews	\$750	Tenant		✓								
Commerce Recommendations	240K Commerce transactions (20K x 12 months)	\$3,000	Tenant		✓								
Commerce Scale Unit Basic – Cloud	Includes 65 Ops – Devices	\$6,000	Tenant		✓								
Commerce Scale Unit Standard – Cloud	Includes 25 Ops – Devices	\$17,000	Tenant		✓								
Commerce Scale Unit Premium – Cloud	Includes 500 Ops – Devices	\$37,000	Tenant		✓								
e-Commerce Tier 1	e-Commerce transactions based on Average Order Value (AOV)	\$4,000	Tenant		✓								
e-Commerce Tier 2	e-Commerce transactions based on Average Order Value (AOV)	\$14,000	Tenant		✓								
e-Commerce Tier 3	e-Commerce transactions based on Average Order Value (AOV)	\$31,000	Tenant		✓								

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Chat – Contact Center

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						Business Central	Commerce	Cust Insights	Cust Svc	Field Svc	Finance, Finance Prem	HR	Proj Ops	Sales	SCM, SCM Prem
SKU name	Description	Price/month	License												
Chat for Customer Service	Empowers agents to interact seamlessly with customers in real time	\$60	User						Ent						
Digital Messaging and Voice Channel	Includes 1st party chat and telephony, 3rd party SMS and future social messaging channels	\$90	User						Ent						
Digital Messaging	Includes 1st party chat, 3rd party SMS and future social messaging channels	\$75	User						Ent						
Voice Channel	Includes 1st party telephony with speech-AI	\$75	User						Ent						
Contact Center Add-on	Provides customer engagement across digital and voice channels for an all-in-one solution.	\$90	User						Ent						
Contact Center Digital Add-on	Provides customer engagement across digital messaging and chat channels.	\$75	User						Ent						
Contact Center Voice Add-on	Provides native voice capabilities as part of your customer engagement.	\$75	User						Ent						
Contact Center	Provides customer engagement across digital and voice channels for an all-in-one solution.	\$110	User						Ent						
Contact Center Digital	provides customer engagement across digital messaging and chat channels.	\$95	User						Ent						
Contact Center Voice	Provides native voice capabilities as part of your customer engagement.	\$95	User						Ent						

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		SCM, SCM Prem	Sales	Proj Ops	HR	Finance, Finance Prem	Field Svc	Cust Svc	Cust Insights	Commerce	Business Central
SKU name	Description	Price/month	License								
Field Service Contractor	provides essential work order management functionality to scale service operations to meet demand	\$50	User				✓				
Resource Schedule Optimization	Automatically schedule user or device work orders to appropriate resources while optimizing travel time, mileage, etc. (per 1 resource)	\$30	User				✓	✓			
Sales Insights	Provides actionable insights to drive personalized engagement and proactive decision-making	\$50	User								Ent

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Dynamics 365 Customer Insights additional capacity

Total Capacity = Customer Insights Base SKU Capacity (10K interacted people & 100K unified people) + Additional Capacity (below)

Tip: Click the tabs below to jump to that section...

Additional Interacted People capacity

Additional Interacted People Tier 1	\$250 per tenant/month min 1 pack
Additional Interacted People Tier 2	\$300 per tenant/month min 4 packs
Additional Interacted People Tier 3	\$500 per tenant/month min 5 packs

Additional Unified People capacity

Additional Unified People Tier 1	\$2,000 per tenant/month min 1 pack
Additional Unified People Tier 2	\$1,500 per tenant/month min 4 packs
Additional Unified People Tier 3	\$1,000 per tenant/month min 19 packs

Capacity Entitlements

Tiers	Capacity Threshold*	Min – Max of packages	Pack Size	Price per pack	Price per unit
T1	10K – 50K	1 - 8 packs	5K	\$250	\$0.05
T2	50K – 250K	4 - 24 packs	10K	\$300	\$0.03
T3	250K +	5 - unlimited	50K	\$500	\$0.01

Capacity Entitlements

Tiers	Capacity Threshold*	Min – Max of packages	Pack Size	Price per pack	Price per unit
T1	100K – 500K	1 - 4 packs	100K	\$2,000	\$0.020
T2	500K – 2M	4 - 19 packs	100K	\$1,500	\$0.015
T3	2M +	19 - unlimited	100K	\$1,000	\$0.010

* Additional capacity will be added to 10K Interacted People and 100K Unified People capacity included with Base or Attach license.

Definitions:

Interacted People - Interacted People refers to any Dataverse table (such as a contact, lead, account or an insights profile) which is interacted with via an inbound or outbound channel such as email, SMS, form submission, etc. in a twelve-month period. Each interacted person is entitled to 10x interactions. A person is no longer counted towards the quota limits, if they have not been interacted within the past twelve months. The interaction can be sent through out-of-box channels available in Journeys (e.g., emails, SMS, push notifications) integrated with other Microsoft channels (e.g., ACS), or third-party systems integrated with Journeys (e.g., other SMS providers). People stored in Dataverse but not interacted with do not count towards quota. Interacted status remains for 12 months post-interaction.

Unified People - refers to a uniquely identified individual that is created through a collection of defined data source sets from multiple systems.

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Dynamics 365 e-Commerce additional application overview

Entitlements for Dynamics 365 e-Commerce Tiers and overage SKUs

Average Order Value (AOV) is the total annual e-Commerce Gross Merchandise Value (GMV) across B2B and B2C through Dynamics 365, divided by the total number of e-Commerce transactions through Dynamics 365 across B2B and B2C.

Average Order Value (AOV) = Gross Merchandise Value (GMV)

Number of Orders

Gross Merchandise Value (GMV) is the total value of all transactions processed (including returns), excluding (a) any shipping, handling, and customs fees charged to end users; (b) any taxes customer collects from end users as part of any transaction; and (c) any financing charges and interest for installments charged to end users.

Transaction means any check out order processed by the Dynamics 365 e-Commerce. Any refund, return or chargeback, or any other reversal will not be counted as an additional transaction.

Tier		# of monthly transactions per SKU					
		BAND 1 AOV <\$50	BAND 2 AOV \$50-\$150	BAND 3 AOV \$150-\$500	BAND 4 AOV \$500-\$2K	BAND 5 AOV \$2K-\$5K	BAND 6 AOV \$5K+
Tier 1	\$4,000	4,700	2,400	1,100	480	275	200
Tier 1 overage	\$500	780	365	170	80	45	30
Tier 2	\$14,500	29,000	12,000	5,500	2,900	1,700	1,160
Tier 2 overage	\$500	1,250	540	230	125	75	50
Tier 3	\$31,000	86,000	38,750	15,500	8,600	5,065	3,400
Tier 3 overage	\$500	1,400	625	250	140	85	55

Scenario:

If a customer expects 9K transactions (B2B and B2C) per month (on average during the year) and \$400 average order value (based on annual e-Commerce revenue) they would purchase e-Commerce Tier 2 (Band 3) and 16 e-Commerce Tier 2 (Band 3) overage SKUs.

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Dynamics 365 Commerce Scale Unit – Cloud Mapping Overview

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The below mapping explains the default Commerce Scale Unit – Cloud (CSU) entitlements based on number of device use rights. The mapping helps to predict how to buy Commerce Scale Unit – Clouds.

- Customers are entitled to default Commerce Scale Unit – Cloud (CSU) when buying licenses with device use rights.
- Default CSU can only be used to support device transactions.
- Default CSU entitlements are based on the total number of device use rights a customer has purchased.
- Commerce attach licenses do not count towards indicative device use rights.

Follow the two steps below to determine a customer's default Commerce Scale Unit – Cloud entitlements:

- **Step 1:** The number of device use rights are calculated based on license types and the number of these licenses that will be used with devices:
 - Operations - Device license = 1 indicative device use right
 - Operations - Activity license = 2/3 indicative device use right (Only count Operation – Activity licenses that will be used with devices)
 - Commerce base license = 2.5 indicative device use rights (Only count Commerce base licenses that will be used with devices)
 - NOTE: Commerce attach licenses do not count towards indicative device use rights
- **Step 2:** Default Commerce Scale Unit - cloud entitlements are based on below mapping:
 - If ≤ 65 indicative device use rights: 1 Basic CSU (a minimum of 50 device use rights is required for a default CSU)
 - If > 65 indicative device use rights: may stack default CSU entitlements based on the below mapping, but total CSU entitlements cannot exceed total use rights one has purchased
 - 1 Basic CSU per every 65 indicative device use rights
 - 1 Standard CSU per every 225 indicative device use rights
 - 1 Premium CSU per every 500 indicative device use rights

Example: If one has 1K indicative device use rights, they may choose to deploy 1 premium (500), 1 standard (225), and 4 basic CSUs (65×4), which maps to 985 device use rights (not exceed 1K). Alternatively, one may choose to deploy 2 premium CSUs (500×2).

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Additional services and support

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These additional services and software are included with our licensing offers:

- **Customer Service Hub** provides a modern and intuitive end user experience for Customer Service and knowledge management roles through an online user experience (UX) design and interactive interface.
- **Dynamics 365 Mobile Offline** capabilities enable offline entities, provides autoreply for offline actions, a strong security model and offline views and offline search.
- **Microsoft Power Platform** - Dynamics 365 applications are built on the Microsoft Power platform, a high productivity platform that includes the ability for customers to integrate products:
 - **Power Apps:** Extend and customize applications
 - **Power Automate:** Automate business processes and workflow
 - **Power BI:** Deliver business intelligence
- **Unified Service Desk** for Microsoft Dynamics 365 (USD) consolidates numerous communication channels (such as phone, chat, email, and social media) and relevant services into a single interface to enable greater efficiency and productivity. Included for Dynamics 365 Customer Service.

Support

Benefits included in Subscription Support are applicable for customers who license Dynamics 365 or Power Platform via, EA, EAS, and EES, MOSP, MPSA. Learn more about support options [here](#). The Microsoft Cloud Solution Provider program (CSP) enables partners to manage their customer's success. Support for Business Central is solely through the Microsoft Cloud Solution Provider partners.

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