

# Dynamics 365 Licensing Deck

September 2026

# 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 nonbinding 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 Product | New offer or change summary    | Slide(s) |
|----------------|----------------------|--------------------------------|----------|
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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 <sup>1</sup>            | Business Central Essentials                                | Business Central Premium                                   |
|---------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|
|                                                   | \$80<br>user/month, billed annually                        | \$110<br>user/month, billed annually                       |
| Unlimited users                                   | ●                                                          | ●                                                          |
| Customization and extensibility                   | ●                                                          | ●                                                          |
| Multiple environments                             | ●                                                          | ●                                                          |
| Multiple companies <sup>2</sup>                   | ●                                                          | ●                                                          |
| Finance management                                | ●                                                          | ●                                                          |
| Sales and marketing                               | ●                                                          | ●                                                          |
| Fulfillment and delivery                          | ●                                                          | ●                                                          |
| Purchasing and payables                           | ●                                                          | ●                                                          |
| Inventory                                         | ●                                                          | ●                                                          |
| Supply planning and availability                  | ●                                                          | ●                                                          |
| Project management                                | ●                                                          | ●                                                          |
| Warehouse management                              | ●                                                          | ●                                                          |
| Manufacturing                                     | ◇                                                          | ●                                                          |
| Service management                                | -                                                          | ●                                                          |
| Dynamics 365 Business Central Agents <sup>3</sup> | Requires Copilot Credits <sup>4</sup><br>(sold separately) | Requires Copilot Credits <sup>4</sup><br>(sold separately) |
| Business Central Database <sup>5</sup>            | 80 GB                                                      | 80 GB                                                      |
| Business Central Database: Accrued/USL            | 3 GB                                                       | 5 GB                                                       |
| Business Central Environments <sup>5,6</sup>      | 1 production / 3 non-production                            | 1 production / 3 non-production                            |

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

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

<sup>3</sup>Dynamics 365 Business Central Agents: [Sales Order Agent](#), [Payables Agent](#) and [Expense Agent](#).

<sup>4</sup>[Learn more](#) about Copilot Credits.

<sup>5</sup>Additional database capacity and environments available for purchase. Please refer to [Appendix](#) for more details.

<sup>6</sup>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.

◇ Limited ● Included

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# Dynamics 365 Commerce

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

Commerce<sup>1</sup>

- \$210  
user/month, billed annually

Includes core capabilities to manage omnichannel retail operations.

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<sup>1</sup> 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 <sup>1</sup>                         |                                                        |
|-----------------------------------------------|--------------------------------------------------------|
| Entitlements                                  |                                                        |
| \$210                                         |                                                        |
| user/month, billed annually                   |                                                        |
| Management <sup>2</sup>                       | 1K order lines per tenant/month                        |
| Electronic Invoicing <sup>2</sup>             | •                                                      |
| + Electronic Invoice transactions             | 100 per tenant/month                                   |
| + Invoice Capture transactions                | 100 per tenant/month                                   |
| Dataverse or Operations Database <sup>2</sup> | 90 GB                                                  |
| Accrued/USL                                   | 5 GB                                                   |
| Dataverse or Operations File <sup>2</sup>     | 80 GB                                                  |
| Accrued/USL                                   | 5 GB                                                   |
| Dataverse Log <sup>2</sup>                    | 2 GB                                                   |
| Environments <sup>2</sup>                     | 1 production (AOS) / 1 non-production (Sandbox Tier 2) |

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

<sup>2</sup>Additional capacity and environments available for purchase. Please refer to [Appendix](#) for details.

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

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# Dynamics 365 Commerce

## Additional applications

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### e-Commerce<sup>1</sup>

- Tier 1: \$4K
- Tier 2: \$14.5K
- Tier 3: \$31K

All pricing per tenant/month, billed annually

Enable e-Commerce B2C and B2B capabilities.<sup>3</sup>

### Commerce Scale Unit – Cloud<sup>2</sup>

- Basic (65 devices): \$5,525
- Standard (225 devices): \$19,125
- Premium (500 devices): \$42,500

All pricing per tenant/month, billed annually

Enable additional Commerce cloud environment(s) for co-location, performance, additional redundancy, or customization purposes.<sup>3</sup>

### Headless Commerce

- Headless Import: \$4,200
- Headless Orchestration: \$9,000

All pricing per tenant/month, billed annually

Enables organizations to build and deliver custom digital commerce experiences and integrations using API-based commerce services..

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<sup>1</sup> e-Commerce transactions based on Average Order Value (AOV). <sup>1</sup> Requires a Dynamics 365 Commerce deployment with at least one D365 Commerce USL.

See [Dynamics 365 Licensing Guide](#) for specific details.

<sup>2</sup> Contact your Microsoft account representative/partner for details regarding the default Commerce Scale Unit – Cloud mapping.

<sup>3</sup> Requires a Dynamics 365 Commerce deployment with minimum required D365 Commerce USLs.

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

# 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 Digital<sup>1</sup>

- \$95 user/month, billed annually

Rich customer engagement across digital messaging channels, including chat.

## Contact Center Voice<sup>1, 2</sup>

- \$95 user/month, billed annually

Add native voice capabilities as part of your customer engagement.

## RECOMMENDED OFFER Contact Center (Digital + Voice)<sup>1, 2</sup>

- \$110 user/month, billed annually

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

<sup>1</sup> 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).

<sup>2</sup> Teams phone extensibility pricing is separate and not included. [Learn more](#). Copilot credits are purchased separately; see the [Copilot Credits Guide](#) for details.

# Contact Center

Default entitlements

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| Capabilities                                    | Contact Center Digital<br>\$95<br>user/month, billed annually | Contact Center Voice <sup>1</sup><br>\$95<br>user/month, billed annually | Contact Center<br>\$110<br>user/month, billed annually     |
|-------------------------------------------------|---------------------------------------------------------------|--------------------------------------------------------------------------|------------------------------------------------------------|
| Unified Routing <sup>2</sup>                    | 50 record routes per user/month <sup>3</sup>                  | 50 record routes per user/month <sup>3</sup>                             | 50 record routes per user/month <sup>3</sup>               |
| Intelligent Voicebot minutes <sup>2</sup>       | -                                                             | 2K minutes per user/month                                                | 2K minutes per user/month                                  |
| Call Intelligence Minutes <sup>2</sup>          | -                                                             | 6K minutes per user/month                                                | 6K minutes per user/month                                  |
| Dynamics 365 Contact Center Agents <sup>4</sup> | Requires Copilot Credits <sup>5</sup><br>(sold separately)    | Requires Copilot Credits <sup>5</sup><br>(sold separately)               | Requires Copilot Credits <sup>5</sup><br>(sold separately) |
| Dataverse Database <sup>2</sup>                 | 30 GB                                                         | 30 GB                                                                    | 30 GB                                                      |
| Accrued/USL                                     | 250 MB                                                        | 250 MB                                                                   | 250 MB                                                     |
| Dataverse File <sup>2</sup>                     | 40 GB                                                         | 40 GB                                                                    | 40 GB                                                      |
| Accrued/USL                                     | 2 GB                                                          | 35 GB                                                                    | 35 GB                                                      |
| Dataverse Log <sup>2</sup>                      | 2 GB                                                          | 2 GB                                                                     | 2 GB                                                       |

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<sup>1</sup> Teams Phone extensibility pricing is separate and not included. [Learn more](#). Copilot credits are purchased separately; see the [Copilot Credits Guide](#).  
<sup>2</sup> Additional capacity available for purchase. Please refer to [Appendix](#) for more details.  
<sup>3</sup> Excluding chats, calls, and text messages. Please refer to the [Dynamics 365 Licensing Guide](#) for more details.  
<sup>4</sup> Dynamics 365 Contact Center Agents: [Customer Assist Agent](#), [Customer Intent Agent](#), [Knowledge Management Agent](#), [Quality Assurance Agent](#)  
<sup>5</sup> [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

Customer Insights

- \$1700  
tenant/month, billed annually

Deliver connected customer journeys and campaigns with unified customer data.

Customer Insights Attach<sup>1</sup>

- \$1000  
tenant/month, billed annually

Add connected customer journeys and campaigns with unified customer data.

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<sup>1</sup> 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 <sup>1</sup>          |
|----------------------------------|-----------------------------------------|
|                                  | \$1700<br>tenant/month, billed annually |
| Unified People <sup>2,3</sup>    | 100K Unified People ptpm                |
| Interacted People <sup>3,4</sup> | 10K Interacted People ptpm              |
| Customer Voice <sup>3</sup>      | 2K responses ptpm                       |
| Dataverse Database <sup>3</sup>  | 45 GB                                   |
| Accrued/USL                      | -                                       |
| Dataverse File <sup>3</sup>      | 60 GB                                   |
| Accrued/USL                      | -                                       |
| Dataverse Log <sup>3</sup>       | 4 GB                                    |
| Environments <sup>3</sup>        | Unlimited <sup>5</sup>                  |

<sup>1</sup> Customer Insights Attach SLs include the same default entitlements as Customer Insights Base SLs.

<sup>2</sup> 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.

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

<sup>4</sup> 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.

<sup>5</sup> 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.

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

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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 Professional<sup>1</sup>

- \$50 user/month, billed annually

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

## Customer Service Enterprise<sup>1</sup>

- \$105 user/month, billed annually

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

## RECOMMENDED OFFER Customer Service Premium<sup>1</sup>

- \$195 user/month, billed annually

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

<sup>1</sup> 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 <sup>1</sup>                                                | 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 <sup>2</sup>                                                       | ●                                                          | ●                                                          | ●                                              |
| Microsoft 365 interoperation (Outlook, Exchange, Excel, OneDrive/SharePoint, OneNote) | ●                                                          | ●                                                          | ●                                              |
| Customization and extensibility                                                       | ◇ <sup>1</sup>                                             | ●                                                          | ●                                              |
| 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)                                         | -                                                          | -                                                          | ●                                              |
| Dynamics 365 Customer Service Agents <sup>3</sup>                                     | Requires Copilot Credits <sup>4</sup><br>(sold separately) | Requires Copilot Credits <sup>4</sup><br>(sold separately) | 1K Copilot Credits per user/month <sup>4</sup> |
| Customer Voice <sup>5</sup>                                                           | -                                                          | 2K responses per tenant/month                              | -                                              |
| Unified Routing <sup>5,6</sup>                                                        | -                                                          | 50 records per user/month <sup>7</sup>                     | 50 records per user/month <sup>7</sup>         |
| Dataverse Database <sup>5</sup>                                                       | 30 GB                                                      | 30 GB                                                      | 30 GB                                          |
| Accrued/USL                                                                           | -                                                          | 250 MB                                                     | 250 MB                                         |
| Dataverse File <sup>5</sup>                                                           | 40 GB                                                      | 40 GB                                                      | 40 GB                                          |
| Accrued/USL                                                                           | -                                                          | 2 GB                                                       | 35 GB                                          |
| Dataverse Log <sup>5</sup>                                                            | 2 GB                                                       | 2 GB                                                       | 2 GB                                           |

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

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

<sup>3</sup> Dynamics 365 Customer Service Agents: [Case Management Agent](#), [Customer Intent Agent](#), [Knowledge Management Agent](#), [Quality Evaluation Agent](#)

<sup>4</sup> [Learn more](#) about Copilot Credits.

<sup>5</sup> Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

<sup>6</sup> See [Overview of unified routing | Microsoft Learn](#) for more information.

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

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## Contact Center Digital Add-on<sup>1, 2</sup>

- \$75 user/month, billed annually
  - Unlimited routing for incoming conversation records within an organization (chat, call, text message)
  - 50 Unified Routing record routes/user/month<sup>3</sup>

Rich customer engagement across digital messaging channels, including chat.

## Contact Center Voice Add-on<sup>1</sup>

- \$75 user/month, billed annually
  - 50 Unified Routing record routes/user/month<sup>3</sup>
  - 2K Intelligent Voicebot minutes/user/month<sup>3</sup>
  - 6K Call Intelligence minutes/user/month<sup>3</sup>
  - 35 GB Dataverse File for call recording/user<sup>3</sup>

Add native voice capabilities as part of your customer engagement.

## Contact Center Add-on<sup>1, 2</sup> (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.

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

<sup>2</sup> Extensibility pricing is separate and not included. [Learn more](#). Copilot credits are purchased separately; see the [Copilot Credits Guide](#) for details.

<sup>3</sup> Additional capacity available for purchase. Please refer to [Appendix](#) for details. Extensibility pricing is separate and not included. [Learn more](#). Includes entitlement for conversational IVR bot authored using Microsoft Copilot Studio (Any generative AI capabilities require Copilot Credits purchased separately. [Learn more](#).)

# Dynamics 365 Field Service

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

Field Service<sup>1,2</sup>

- \$105 user/month, billed annually

Complete field service management

Field Service Contractor<sup>2</sup>

- \$50 user/month, billed annually

Seamlessly assign and manage external frontline technicians.

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<sup>1</sup> 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.  
<sup>2</sup> 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.

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

# Dynamics 365 Field Service

## Default entitlements

| Entitlements                                                                                                                | Field Service                        | Field Service Contractor <sup>1</sup> |
|-----------------------------------------------------------------------------------------------------------------------------|--------------------------------------|---------------------------------------|
|                                                                                                                             | \$105<br>user/month, billed annually | \$50<br>user/month, billed annually   |
| App access from the web, on mobile, and through Microsoft 365                                                               | ●                                    | ●                                     |
| 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 <sup>2</sup>                                                                                                 | 2K responses per tenant/month        | -                                     |
| Dataverse Database <sup>2</sup>                                                                                             | 30 GB                                | -                                     |
| Accrued/USL                                                                                                                 | 250 MB                               | -                                     |
| Dataverse File <sup>2</sup>                                                                                                 | 40 GB                                | -                                     |
| Accrued/USL                                                                                                                 | 2 GB                                 | -                                     |
| Dataverse Log <sup>2</sup>                                                                                                  | 2 GB                                 | -                                     |

<sup>1</sup> Field Service Contractor SL does not include any Dataverse capacity entitlements.  
<sup>2</sup> Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

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

◇ Limited ● Included

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# Dynamics 365 Field Service

## Additional applications

### Resource Scheduling Optimization<sup>1</sup>

- \$30 per scheduled resource/month<sup>2</sup>

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Automatically create optimized scheduling for resources.<sup>3</sup>

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

<sup>2</sup> Pricing assumes Resource Scheduling Optimization on a single tenant.

<sup>3</sup> 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.

Finance<sup>1</sup>

- \$210  
user/month, billed annually

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

Finance Premium<sup>2</sup>

- \$300  
user/month, billed annually

Enhance decision making with advanced business performance management capabilities.

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

# Dynamics 365 Finance

## Default entitlements

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| Capabilities/Entitlements <sup>1</sup>                                | Finance                                                   | Finance Premium                                           |
|-----------------------------------------------------------------------|-----------------------------------------------------------|-----------------------------------------------------------|
|                                                                       | \$210                                                     | \$300                                                     |
|                                                                       | user/month, billed annually                               | user/month, billed annually                               |
| Core financials                                                       | ●                                                         | ●                                                         |
| Business performance planning                                         | ◇<br>(read only)                                          | ●<br>(Admin/creator access/inputs)                        |
| Business performance analytics (core reporting and insights)          | ●                                                         | ●                                                         |
| AI and machine learning (AI capabilities within Dynamics 365 Finance) | ●                                                         | ●                                                         |
| Electronic Invoicing <sup>2</sup>                                     | ●                                                         | ●                                                         |
| + Electronic Invoice transactions                                     | 100 per tenant/month                                      | 200 per tenant/month                                      |
| + Invoice Capture transactions                                        | 100 per tenant/month                                      | 200 per tenant/month                                      |
| Copilot Credits                                                       | -                                                         | 1K Copilot Credits per user/month <sup>3</sup>            |
| Dataverse or Operations Database <sup>2</sup>                         | 90 GB                                                     | 125 GB                                                    |
| Accrued/USL                                                           | 5 GB                                                      | 10 GB                                                     |
| Dataverse or Operations File <sup>2</sup>                             | 80 GB                                                     | 110 GB                                                    |
| Accrued/USL                                                           | 5 GB                                                      | 10 GB                                                     |
| Dataverse Log <sup>2</sup>                                            | 2 GB                                                      | 3 GB                                                      |
| Environments <sup>2</sup>                                             | 1 production (AOS) / 1 non-production<br>(Sandbox Tier 2) | 1 production (AOS) / 1 non-production<br>(Sandbox Tier 2) |

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

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

<sup>3</sup> [Learn more](#) about Copilot Credits.

# Dynamics 365 Human Resources

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

| Human Resources <sup>1</sup>                                                                                                                     | Human Resources Self-Service                                                                                                                 |
|--------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>\$135 user/month, billed annually</li></ul> <hr/> <p>Includes full application capabilities to manage.</p> | <ul style="list-style-type: none"><li>\$4 user/month, billed annually</li></ul> <hr/> <p>Employee and manager self-service capabilities.</p> |

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

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# Dynamics 365 Human Resources

## Default entitlements

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| Entitlements                                  | Human Resources                      |
|-----------------------------------------------|--------------------------------------|
|                                               | \$135<br>user/month, billed annually |
| Customer Voice <sup>1</sup>                   | 2K responses per/tenant/month        |
| Dataverse or Operations Database <sup>1</sup> | 90 GB                                |
| Accrued/USL                                   | 1 GB                                 |
| Dataverse or Operations File <sup>1</sup>     | 80 GB                                |
| Accrued/USL                                   | 2 GB                                 |
| Dataverse Log <sup>1</sup>                    | 2 GB                                 |
| Environments <sup>1</sup>                     | 2 Dataverse + 2 AOS <sup>2</sup>     |

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

<sup>2</sup> At any given time, only one of the environments may be in production, but both environments may be in nonproduction.

# 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 Operations<sup>1</sup>

- \$135  
user/month, billed annually

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

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

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

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# Dynamics 365 Project Operations

## Default entitlements

| Entitlements                                  | Project Operations <sup>1</sup>                        |
|-----------------------------------------------|--------------------------------------------------------|
|                                               | \$135<br>user/month, billed annually                   |
| Electronic Invoicing <sup>2</sup>             | ●                                                      |
| + Electronic Invoice transactions             | 100 per tenant/month                                   |
| + Invoice Capture transactions                | 100 per tenant/month                                   |
| Dataverse or Operations Database <sup>2</sup> | 90 GB                                                  |
| Accrued/USL                                   | 5 GB                                                   |
| Dataverse or Operations File <sup>2</sup>     | 80 GB                                                  |
| Accrued/USL                                   | 5 GB                                                   |
| Dataverse Log <sup>2</sup>                    | 2 GB                                                   |
| Environments <sup>2</sup>                     | 1 production (AOS) / 1 non-production (Sandbox Tier 2) |

<sup>1</sup> 20-seat minimum purchase requirement. See [Microsoft Product Terms](#) for service specific terms.  
<sup>2</sup> Additional capacity and environments available for purchase. Please refer to [Appendix](#) for more details.  
All pricing (USD) subject to change; 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 <sup>1</sup>                                                    | Sales Enterprise <sup>1</sup>                                                                                 | RECOMMENDED OFFER<br>Sales Premium                                                                        | Microsoft Relationship Sales                                                  |
|------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• \$65 user/month, billed annually</li></ul> | <ul style="list-style-type: none"><li>• \$105 user/month, billed annually</li></ul>                           | <ul style="list-style-type: none"><li>• \$150 user/month, billed annually</li></ul>                       | <ul style="list-style-type: none"><li>• <i>Variable</i><sup>3</sup></li></ul> |
| Core sales force automation and Microsoft 365 integration.                         | Sales force automation with contextual insights, next-generation AI, and advanced customization. <sup>2</sup> | Sales Enterprise plus prebuilt customizable intelligence solutions for sellers and managers. <sup>2</sup> | Sales Enterprise plus LinkedIn Sales Navigator Enterprise.                    |

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<sup>1</sup> 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.

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

<sup>3</sup> 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

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| Capabilities/Entitlements <sup>1</sup>                  | Sales Professional <sup>1</sup>                            | Sales Enterprise <sup>1,2</sup>                            | RECOMMENDED OFFER<br>Sales Premium <sup>2</sup> | Microsoft Relationship Sales <sup>3</sup> |
|---------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|-------------------------------------------------|-------------------------------------------|
|                                                         | \$65<br>user/month, billed annually                        | \$105<br>user/month, billed annually                       | \$150<br>user/month, billed annually            | (Variable)                                |
| Sales force automation <sup>4</sup>                     | ●                                                          | ●                                                          | ●                                               | ●                                         |
| Mobile app                                              | ●                                                          | ●                                                          | ●                                               | ●                                         |
| Microsoft 365 interoperation                            | ●                                                          | ●                                                          | ●                                               | ●                                         |
| Reporting and dashboards <sup>4</sup>                   | ●                                                          | ●                                                          | ●                                               | ●                                         |
| Customization and automation <sup>4</sup>               | ◇ <sup>4</sup>                                             | ●                                                          | ●                                               | ●                                         |
| Custom apps                                             | -                                                          | ●                                                          | ●                                               | ●                                         |
| Advanced sales force automation <sup>4</sup>            | -                                                          | ●                                                          | ●                                               | ●                                         |
| Conversation intelligence <sup>4,6</sup>                | -                                                          | ●                                                          | ●                                               | ●                                         |
| Copilot capabilities in Dynamics 365 Sales <sup>4</sup> | -                                                          | ●                                                          | ●                                               | ●                                         |
| Dynamics 365 Sales Agent <sup>5</sup>                   | Requires Copilot Credits <sup>6</sup><br>(sold separately) | Requires Copilot Credits <sup>6</sup><br>(sold separately) | 1K Copilot Credits per user/month <sup>6</sup>  | -                                         |
| AI-Powered Data Enrichment <sup>7</sup>                 | -                                                          | -                                                          | ●                                               | -                                         |
| Copilot capabilities in Outlook <sup>4</sup>            | -                                                          | ●                                                          | ●                                               | ●                                         |
| Copilot capabilities in Microsoft Teams <sup>4</sup>    | -                                                          | ●                                                          | ●                                               | ●                                         |
| Sales engagement <sup>4</sup>                           | -                                                          | ●                                                          | ●                                               | ●                                         |
| Advanced sales engagement <sup>4</sup>                  | -                                                          | -                                                          | ●                                               | -                                         |
| LinkedIn Sales Navigator Advanced Plus                  | -                                                          | -                                                          | -                                               | ●                                         |
| Customer Voice <sup>8</sup>                             | -                                                          | 2K responses per tenant/month                              | 2K responses per tenant/month                   | 2K responses per tenant/month             |
| Unified Routing <sup>8</sup>                            | -                                                          | 50 records per user/month <sup>9</sup>                     | 50 records per user/month <sup>9</sup>          | 50 records per user/month <sup>9</sup>    |
| Dataverse Database <sup>8</sup>                         | 30 GB                                                      | 30 GB                                                      | 45 GB                                           | 10 GB                                     |
| Accrued/USL                                             | -                                                          | 250 MB                                                     | 500 MB                                          | 250 MB                                    |
| Dataverse File <sup>8</sup>                             | 40 GB                                                      | 40 GB                                                      | 60 GB                                           | 20 GB                                     |
| Accrued/USL                                             | -                                                          | 2 GB                                                       | 2 GB                                            | 2 GB                                      |
| Dataverse Log <sup>8</sup>                              | 2 GB                                                       | 2 GB                                                       | 2 GB                                            | 2 GB                                      |

<sup>1</sup> 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.

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

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

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

<sup>5</sup> Dynamics 365 Sales Agent: [Sales Qualification Agent](#), [Sales Opportunity Agent](#), [Sales Research Agent](#)

<sup>6</sup> [Learn more](#) about Copilot Credits.

<sup>7</sup> When [AI-Powered Data Enrichment](#) performs both: opportunity matching (conversations are mapped to opportunities) and opportunity enrichment (field extraction and CRM update suggestions), Copilot Credits are consumed.

<sup>8</sup> Additional capacity available for purchase. Please refer to [Appendix](#) for more details.

<sup>9</sup> Excludes Chat and Digital Messaging conversation records. Please refer to the [Dynamics 365 Licensing Guide](#) for more details.

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

◇ Limited ● Included

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# Dynamics 365 Sales

Additional applications

### Sales Insights<sup>1</sup>

- \$50  
user/month, billed annually

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Help sellers build stronger relationships with customers, save time, and stay on top of deals with real-time AI-based insights.<sup>2</sup>

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

<sup>3</sup> All pricing (USD) subject to change; see [Sales Pricing | Microsoft Dynamics 365](#) for actual pricing.

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# Dynamics 365 Supply Chain Management

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

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Supply Chain Management<sup>1</sup>

- \$210 user/month, billed annually

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

Supply Chain Management Premium<sup>1</sup>

- \$300 user/month, billed annually

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

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<sup>1</sup> 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; see [Supply Chain Management Pricing | Microsoft Dynamics 365](#) for actual pricing.

# Dynamics 365 Supply Chain Management

## Default entitlements

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

| Entitlements                                  | Supply Chain Management <sup>1</sup>                      | Supply Chain Management Premium <sup>1</sup>              |
|-----------------------------------------------|-----------------------------------------------------------|-----------------------------------------------------------|
|                                               | \$210                                                     | \$300                                                     |
|                                               | user/month, billed annually                               | user/month, billed annually                               |
| Core supply chain                             | ●                                                         | ●                                                         |
| Demand planning                               | ◇<br>(read only)                                          | ●                                                         |
| Asset Management <sup>2,3</sup>               | 100 Assets per tenant/month                               | 100 Assets per tenant/month                               |
| Electronic Invoicing <sup>2</sup>             | ●                                                         | ●                                                         |
| + Electronic Invoice transactions             | 100 per tenant/month                                      | 200 per tenant/month                                      |
| + Invoice Capture transactions                | 100 per tenant/month                                      | 200 per tenant/month                                      |
| Management <sup>2</sup>                       | 1K order lines per tenant/month                           | 1K order lines per tenant/month                           |
| Copilot Credits                               | -                                                         | 1K Copilot Credits per user/month <sup>4</sup>            |
| Dataverse or Operations Database <sup>2</sup> | 90 GB                                                     | 125 GB                                                    |
| Accrued/USL                                   | 5 GB                                                      | 10 GB                                                     |
| Dataverse or Operations File <sup>2</sup>     | 80 GB                                                     | 110 GB                                                    |
| Accrued/USL                                   | 5 GB                                                      | 10 GB                                                     |
| Dataverse Log <sup>2</sup>                    | 2 GB                                                      | 3 GB                                                      |
| Environments <sup>2</sup>                     | 1 production (AOS) / 1 non-production<br>(Sandbox Tier 2) | 1 production (AOS) / 1 non-production<br>(Sandbox Tier 2) |

<sup>1</sup> 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.

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

<sup>3</sup> 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.

<sup>4</sup> [Learn more](#) about Copilot Credits.

◇ Limited ● Included

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

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## 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 Agents

Dynamics 365 agents are intelligent AI powered capabilities designed to enhance customer service efficiency and effectiveness. These agents are designed to help every Business Central, Contact Center, Customer Service, Finance, Sales and Supply Chain Management team drive business value.

| Dynamics 365 Apps             | Agents <sup>1</sup>                |
|-------------------------------|------------------------------------|
| Dynamics 365 Business Central | Sales Order Agent                  |
|                               | Payables Agent                     |
| Dynamics 365 Contact Center   | Customer Intent Agent              |
|                               | Knowledge Management Agent         |
|                               | Quality Assurance Agent            |
|                               | Customer Assist Agent              |
| Dynamics 365 Customer Service | Case Management Agent <sup>2</sup> |
|                               | Customer Intent Agent              |
|                               | Knowledge Management Agent         |
|                               | Quality Evaluation Agent           |
| Dynamics 365 Sales            | Sales Qualification Agent          |
|                               | Sales Opportunity Agent            |
|                               | Sales Research Agent               |

<sup>1</sup> Copilot Credits are required to use Dynamics 365 Agents. Dynamics 365 Contact Center Premium, Customer Service Premium, Finance Premium Sales Premium and Supply Chain Management Premium licenses receive 1K Copilot Credits per user/month. [Learn more](#) about Copilot Credits.

<sup>2</sup>Case Management Agent is only for Dynamics 365 Customer Service.

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# 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.<sup>1, 2</sup>

## 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.

<sup>1</sup> 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.  
<sup>2</sup> 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<sup>1, 2</sup>

- \$500  
tenant/month, billed annually

---

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

<sup>1</sup> 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.

<sup>2</sup> 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**.<sup>1</sup>
- **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.

<sup>1</sup>Customer Insights Attach SLs include the same default capacity entitlements as Customer Insights Base SLs.

# Dynamics 365 Base+Attach Matrix

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| Attach USLs user/month, billed annually   |       |                             |          |                      |                      |                   |         |                 |                    |                   |           |      |
|-------------------------------------------|-------|-----------------------------|----------|----------------------|----------------------|-------------------|---------|-----------------|--------------------|-------------------|-----------|------|
| Base USLs (user/month, billed annually)   |       | Business Central Essentials | Commerce | Customer Service Ent | Customer Service Pro | Field Service     | Finance | Human Resources | Project Operations | Sales Ent         | Sales Pro | SCM  |
| Business Central Essentials               | \$80  | -                           | -        | -                    | \$20                 | -                 | -       | -               | -                  | -                 | \$20      | -    |
| Business Central Premium                  | \$110 | -                           | -        | \$20 <sup>1</sup>    | \$20                 | \$20 <sup>1</sup> | -       | -               | -                  | \$20 <sup>1</sup> | \$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      | -    |
| 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 <sup>2</sup> | \$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      | -    |

<sup>1</sup> 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 (\$110 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.

<sup>2</sup> 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, see [Pricing | Microsoft Dynamics 365](#) for actual pricing.

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# Dynamics 365 Device License Options

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

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<sup>1</sup> 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.

<sup>2</sup> The Business Central device license is a limited license with a subset of Business Central capabilities.

<sup>3</sup> Customer Service, Field Service, and Sales device licenses have full application functionality.

<sup>4</sup> Operations - Device license is a limited license with a subset of Finance, Supply Chain Management, Commerce, and Project Operations capabilities.

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

# Dynamics 365 Step-up Options

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

| Step-up from...                      | Step-up to...                             | Step-up from...                          | Step-up to...                            |
|--------------------------------------|-------------------------------------------|------------------------------------------|------------------------------------------|
| Customer Service Professional USL    | Customer Service Enterprise USL \$55      | Finance USL                              | Finance Premium USL \$90                 |
| Customer Service Enterprise USL      | Customer Service Premium USL \$90         | Human Resources Self Service USL         | Team Members USL \$4                     |
| Contact Center (Digital + Voice) USL | Customer Service Premium USL \$85         | Supply Chain Management                  | Supply Chain Management Premium USL \$90 |
| Contact Center Digital USL           | Contact Center (Digital + Voice) USL \$15 | Field Service Attach USL                 | Field Service USL \$85                   |
| Contact Center Voice USL             | Contact Center (Digital + Voice) USL \$15 | Customer Service Enterprise Attach USL   | Customer Service Enterprise USL \$85     |
| Team Members USL                     | Field Service Enterprise USL \$97         | Customer Service Professional Attach USL | Customer Service Professional USL \$30   |
|                                      | Customer Service Enterprise USL \$97      | Sales Enterprise Attach USL              | Sales Enterprise USL \$85                |
|                                      | Customer Service Professional USL \$42    | Sales Professional Attach USL            | Sales Professional USL \$45              |
|                                      | Sales Enterprise USL \$97                 | Commerce Attach USL                      | Commerce USL \$180                       |
|                                      | Sales Professional USL \$57               | Finance Attach USL                       | Finance USL \$180                        |
|                                      | Commerce USL \$202                        | Human Resources Attach USL               | Human Resources USL \$105                |
|                                      | Finance USL \$202                         | Operations – Activity USL                | Finance USL \$160                        |
|                                      | Finance Premium USL \$292                 |                                          | Finance Premium USL \$250                |
|                                      | Human Resources USL \$127                 |                                          | Human Resources USL \$85                 |
|                                      | Operations – Activity USL \$42            |                                          | Project Operations USL \$85              |
|                                      | Supply Chain Management USL \$202         |                                          | Supply Chain Management USL \$160        |
| Sales Professional USL               | Sales Enterprise USL \$40                 | Project Operations Attach USL            | Project Operations USL \$105             |
| Sales Enterprise USL                 | Sales Premium USL \$45                    | Supply Chain Management Attach USL       | Supply Chain Management USL \$180        |

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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.

5

# Resources

Provides licensing and support resources.

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



# Dynamics 365 Licensing Resources

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

## 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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# Appendix

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 capacity<sup>1</sup>

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

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

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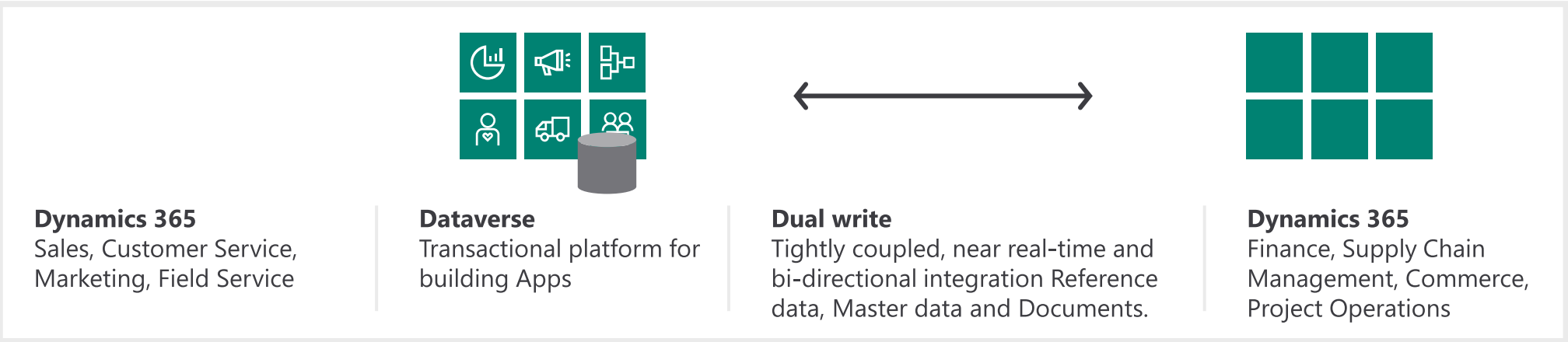
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# Dynamics 365 Dual Write

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

Dual write provides bidirectional integration between Dataverse 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

## Dynamics 365 Applications

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

| Capacity                                                                                           | Dataverse Database Default Per Tenant | Dataverse Database Accrued Per USL | Dataverse File Default Per Tenant | Dataverse File Accrued Per USL | Dataverse Log Default Per Tenant | Dataverse Log Accrued Per USL | Dataverse or Operations Database Default Per Tenant | Dataverse or Operations Database Accrued Per USL | Dataverse or Operations File Default Per Tenant | Dataverse or Operations File Accrued Per USL |
|----------------------------------------------------------------------------------------------------|---------------------------------------|------------------------------------|-----------------------------------|--------------------------------|----------------------------------|-------------------------------|-----------------------------------------------------|--------------------------------------------------|-------------------------------------------------|----------------------------------------------|
| Contact Center, Contact Center Voice, Customer Service Premium                                     | 30 GB                                 | 250 MB                             | 40 GB                             | 35 GB                          | 2 GB                             |                               |                                                     |                                                  |                                                 |                                              |
| Contact Center Digital, Customer Service Enterprise, Field Service <sup>1</sup> , Sales Enterprise | 30 GB                                 | 250 MB                             | 40 GB                             | 2 GB                           | 2 GB                             |                               |                                                     |                                                  |                                                 |                                              |
| Sales Premium                                                                                      | 45 GB                                 | 500 MB                             | 60 GB                             | 2 GB                           | 2 GB                             |                               |                                                     |                                                  |                                                 |                                              |
| Customer Service Professional, Sales Professional                                                  | 30 GB                                 |                                    | 40 GB                             |                                | 2 GB                             |                               |                                                     |                                                  |                                                 |                                              |
| Intelligent Order Management                                                                       | 30 GB                                 |                                    | 40 GB                             |                                | 2 GB                             |                               |                                                     |                                                  |                                                 |                                              |
| Customer Insights <sup>2</sup> (CI)                                                                | 45 GB                                 |                                    | 60 GB                             |                                | 4 GB                             |                               |                                                     |                                                  |                                                 |                                              |
| CI - Interacted People <sup>3</sup>                                                                |                                       | 1 GB                               |                                   | 2 GB                           |                                  |                               |                                                     |                                                  |                                                 |                                              |
| CI - Unified People <sup>3</sup>                                                                   |                                       | 15 GB                              |                                   | 20 GB                          |                                  |                               |                                                     |                                                  |                                                 |                                              |
| Commerce, Finance, Project Operations, Supply Chain Management                                     |                                       |                                    |                                   |                                | 2 GB                             |                               | 90 GB                                               | 5 GB                                             | 80 GB                                           | 5 GB                                         |
| Finance Premium, Supply Chain Management Premium                                                   |                                       |                                    |                                   |                                | 3 GB                             |                               | 125 GB                                              | 10 GB                                            | 110 GB                                          | 10 GB                                        |
| Human Resources                                                                                    |                                       |                                    |                                   |                                | 2 GB                             |                               | 90 GB                                               | 1 GB                                             | 80 GB                                           | 2 GB                                         |
| Operations – Activity                                                                              |                                       |                                    |                                   |                                |                                  |                               |                                                     | 1 GB                                             |                                                 | 2 GB                                         |
| Operations – Device                                                                                |                                       |                                    |                                   |                                |                                  |                               |                                                     | 2 GB                                             |                                                 | 3 GB                                         |
| Commerce Scale Unit Cloud - Basic                                                                  |                                       |                                    |                                   |                                |                                  |                               |                                                     | 130 GB                                           |                                                 | 195 GB                                       |
| Commerce Scale Unit Cloud - Standard                                                               |                                       |                                    |                                   |                                |                                  |                               |                                                     | 450 GB                                           |                                                 | 675 GB                                       |
| Commerce Scale Unit Cloud - Premium                                                                |                                       |                                    |                                   |                                |                                  |                               |                                                     | 1000 GB                                          |                                                 | 1500 GB                                      |

<sup>1</sup> Field Service Contractor SLs do not include any Dataverse capacity entitlements.  
<sup>2</sup> Customer 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 \$0 user licenses do not accrue additional Dataverse entitlements.  
<sup>3</sup> Per additional 100K Unified People or 50K Interacted People add-on pack.

## Dynamics 365 Business Central

| Capacity Included/Accrued                                                       | Business Central Database: Included/AAD Tenant | Business Central Database: Accrued/USL | Production: Environment/Tenant | Nonproduction: Environment/Tenant |
|---------------------------------------------------------------------------------|------------------------------------------------|----------------------------------------|--------------------------------|-----------------------------------|
| Business Central Essentials                                                     | 80 GB                                          | 3 GB                                   | 1 BC                           | 3                                 |
| Business Central Premium                                                        | 80 GB                                          | 5 GB                                   | 1 BC                           | 3                                 |
| Business Central Device                                                         |                                                | 1.5 GB per Device                      |                                |                                   |
| Commerce, Finance, Project Operations, Supply Chain Management                  |                                                |                                        | 1 AOS                          | 1 Sandbox Tier 2                  |
| Customer Insights                                                               |                                                |                                        | Unlimited <sup>1</sup>         |                                   |
| Finance Premium, Human Resources <sup>2</sup> , Supply Chain Management Premium |                                                |                                        | 1 AOS                          | 1 Sandbox Tier 2                  |

<sup>1</sup> Includes entitlements to install both the Customer Insights - Journeys and Customer Insights - Data applications in an unlimited number of production or sandbox environments.  
<sup>2</sup> Before May 1, 2025 – For Human Resources, at any given time, only one of the environments may be in production, but both environments may be in nonproduction.

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# Additional capacity - Business Central

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

## Business Central

| SKU name                                                      | Description                 | Price/<br>month | License | Business<br>Central | Commerce | Cust Insights | Customer Svc | Field Svc | Finance,<br>Finance Prem | HR | Project Ops | Sales | SCM, SCM<br>Premium |
|---------------------------------------------------------------|-----------------------------|-----------------|---------|---------------------|----------|---------------|--------------|-----------|--------------------------|----|-------------|-------|---------------------|
| 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) <sup>1</sup> | Additional database storage | \$5             | Tenant  | ✓                   |          |               |              |           |                          |    |             |       |                     |
| Business Central Additional Environment (4GB) <sup>2</sup>    | Additional Environment      | \$300           | Tenant  | ✓                   |          |               |              |           |                          |    |             |       |                     |

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<sup>1</sup> Business Central Database Capacity Overage purchase requirement: Business Central Database Capacity 100GB.

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

# Additional capacity – Customer Insights

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

## Customer Insights

| SKU name                                                    | Description                                                      | Price/<br>month | License | Central | Business | Commerce | Cust Insights | Cust Svc | Field Svc | Finance,<br>Finance Prem | HR | Project Ops | Sales | SCM, SCM<br>Premium |
|-------------------------------------------------------------|------------------------------------------------------------------|-----------------|---------|---------|----------|----------|---------------|----------|-----------|--------------------------|----|-------------|-------|---------------------|
| Customer Insights Additional Interacted People Tier 1 (5K)  | Customer Insights Additional Interacted People Tier1 min 1 pack  | \$250           | Tenant  |         |          |          | ✓             |          |           |                          |    |             |       |                     |
| Customer Insights Additional Interacted People Tier 2 (10K) | Customer Insights Additional Interacted People Tier2 min 4 packs | \$300           | Tenant  |         |          |          | ✓             |          |           |                          |    |             |       |                     |
| Customer Insights Additional Interacted People Tier 3 (50K) | Customer Insights Additional Interacted People Tier3 min 5 packs | \$500           | Tenant  |         |          |          | ✓             |          |           |                          |    |             |       |                     |
| Customer Insights Additional Unified People Tier 1 (100K)   | Customer Insights Additional Unified People Tier1 min 1 pack     | \$2,000         | Tenant  |         |          |          | ✓             |          |           |                          |    |             |       |                     |
| Customer Insights Additional Unified People Tier 2 (100K)   | Customer Insights Additional Unified People Tier2 min 4 packs    | \$1,500         | Tenant  |         |          |          | ✓             |          |           |                          |    |             |       |                     |
| Customer Insights Additional Unified People Tier 3 (100K)   | Customer Insights Additional Unified People Tier3 min 19 packs   | \$1,000         | Tenant  |         |          |          | ✓             |          |           |                          |    |             |       |                     |

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# Additional applications - Commerce

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# Additional applications – Chat, Contact Center

## Chat – Contact Center

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

|                                     |                                                                                            |             |         |  |  | Business Central | Commerce | Cust Insights | Cust Svc | Field Svc | Finance, Finance Prem | HR | Project 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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All pricing (USD) subject to change; see [Pricing | Microsoft Dynamics 365](#) for actual pricing.

# Additional capacity - Dataverse

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

## Dataverse

| SKU name                                 | Description                                                                                    | Price/<br>month | License | Business<br>Central | Commerce | Cust Insights | Cust Svc | Field Svc | Finance,<br>Finance Prem | HR | Project Ops | Sales | SCM,<br>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<br>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  | ✓                   | ✓        | ✓             | ✓        | ✓         | ✓                        | ✓  | ✓           | ✓     | ✓                |

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# Additional capacity

| SKU name                                      | Description                                      | Price/<br>month | License | Central | Business | Commerce | Cust Insights | Cust Svc | Field Svc | Finance, Prem | HR | Project Ops | Sales | SCM, SCM Prem |
|-----------------------------------------------|--------------------------------------------------|-----------------|---------|---------|----------|----------|---------------|----------|-----------|---------------|----|-------------|-------|---------------|
| 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 <sup>1</sup>   | Increases daily Power Platform requests limit    | \$50            | Tenant  |         | ✓        | ✓        | ✓             | ✓        | ✓         | ✓             | ✓  | ✓           | ✓     | ✓             |
| Human Resources Sandbox (10GB)                | Non-production (AOS) instance                    | \$1,400         | Tenant  |         |          |          |               |          |           |               | ✓  |             |       |               |
| Additional Asset Management                   | Additional Assets per month                      | \$100           | Tenant  |         |          |          |               |          |           |               |    |             |       | ✓             |
| 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      |           |               |    |             |       |               |
| Electronic Invoicing                          | Additional E-Invoicing capacity                  | \$300           | Tenant  |         | ✓        |          |               |          |           | ✓             |    | ✓           |       | ✓             |
| Management                                    | Additional Order Lines capacity                  | \$300           | Tenant  |         | ✓        |          |               |          |           |               |    |             |       | ✓             |

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<sup>1</sup>Monthly limits increased in late 2021. Please see [Requests limits and allocations - Power Platform | Microsoft Docs](#) for more details. All pricing (USD) subject to change; see [Pricing | Microsoft Dynamics 365](#) for actual pricing.

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| SKU name                       | Description                                                                                                                             | Price/<br>month | License |                  |          |               |          |           |                       |    |             |
|--------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|-----------------|---------|------------------|----------|---------------|----------|-----------|-----------------------|----|-------------|
|                                |                                                                                                                                         |                 |         | Business Central | Commerce | Cust Insights | Cust Svc | Field Svc | Finance, Finance Prem | HR | Project Ops |
| 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         |

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

# Dynamics 365 Customer Insights additional capacity

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

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## Additional Interacted People capacity

|                                     |                                                 |
|-------------------------------------|-------------------------------------------------|
| Additional Interacted People Tier 1 | <b>\$250</b><br>per tenant/month<br>min 1 pack  |
| Additional Interacted People Tier 2 | <b>\$300</b><br>per tenant/month<br>min 4 packs |
| Additional Interacted People Tier 3 | <b>\$500</b><br>per tenant/month<br>min 5 packs |

## Additional Unified People capacity

|                                  |                                                    |
|----------------------------------|----------------------------------------------------|
| Additional Unified People Tier 1 | <b>\$2,000</b><br>per tenant/month<br>min 1 pack   |
| Additional Unified People Tier 2 | <b>\$1,500</b><br>per tenant/month<br>min 4 packs  |
| Additional Unified People Tier 3 | <b>\$1,000</b><br>per tenant/month<br>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<br>AOV <\$50               | BAND 2<br>AOV \$50-\$150 | BAND 3<br>AOV \$150-\$500 | BAND 4<br>AOV \$500-\$2K | BAND 5<br>AOV \$2K-\$5K | BAND 6<br>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.

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

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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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