

Beginning **1 October 2026**, based on the indicative pricing we have received from Microsoft, Ingram Micro expects to increase the buy prices for selected NCE subscriptions as follows:

Product Family	Current standard partner price Sept 2026	Indicative standard partner price Oct 1 2026
Exchange Online (Plan 1)	\$61.20	\$63.36
Exchange Online (Plan 2)	\$113.22	\$117.22
Exchange Online Archiving for Exchange Online	\$45.90	\$47.52
Exchange Online Kiosk	\$30.60	\$31.68
Microsoft 365 Apps for Business	\$161.16	\$166.85
Microsoft 365 Apps for Enterprise	\$225.42	\$233.38
Office 365 E1	\$141.78	\$146.78
Office 365 E1 (No Teams)	\$96.90	\$100.32
Office 365 E3	\$396.78	\$410.78
Office 365 E3 (No Teams)	\$266.22	\$278.62
OneDrive Extra Storage (All plans and capacities) Example: OneDrive Extra Storage 500GB	\$1,526.94	\$1,580.83
SharePoint (Plan 1)	\$76.50	\$79.20
SharePoint (Plan 2)	\$153.00	\$158.40

* The above indicative pricing is based on information provided by Microsoft and is correct as of the 16th September 2026. Any further information provided by Microsoft may affect the products and pricing in this announcement.

Pricing is based on a per seat Annual Upfront Billing and Annual Commitment subscription option. Pricing for other billing and commitment options will change in line with the above pricing change percentages.

When Do These Changes Take Effect?

The revised pricing will take effect from **1 October 2026** for the affected NCE subscription offers. Ingram Micro will publish final pricing on Xvantage.

Scenario	Impact
New subscriptions purchased on or after 1 October 2026	The revised partner margin will apply.
Existing subscriptions currently in term	No change until the next renewal event.
Subscription renewals occurring on or after 1 October 2026	The revised margin applies to the renewed subscription term.
Additional licenses added to an existing subscription after 1 October 2026	Partners should review quoting and profitability impacts before transacting.

Recommended Partner Actions

- Review upcoming customer renewals.
- Assess the impact of the revised Microsoft margin structure on profitability.
- Consider whether customer pricing adjustments are required.
- Ensure sales and renewal teams understand the changes prior to October renewals.