



Microsoft Extends OEM Agreement with InsideView

Customers will continue to get InsideView Insights free until end of Dynamics 365 contract

July 17, 2019 (Updated July 31, 2019)

What is the news?

We have great news to share! Microsoft is extending its OEM agreement with InsideView, which means that eligible customers can continue receiving InsideView Insights — with the cost fully subsidized by Microsoft — at least until January 31, 2020 or through the end of your current Dynamics 365 contract, **whichever is longer**.

All you have to do is [opt in](#)! You provide information about your deployment and agree to InsideView's terms of service. It's that simple.

Who's eligible?

All current Microsoft Dynamics 365 customers in the U.S. or Canada, who originally purchased Dynamics 365 for Sales, Dynamics 365 Customer Engagement, or a Dynamics 365 plan prior to January 15, 2019 are eligible for the full subsidy through January 31, 2020. *(Team licenses are not included.)*

In addition, if your current Dynamics contract began (or will begin) before August 15, 2019, **you are eligible for a full subsidy through the end of your current Dynamics contract**.

Examples:

- You purchased Dynamics on October 15, 2018 with a 3-year contract. You are eligible and your subsidy will go through October 14, 2021.
- You purchased Dynamics on October 15, 2018 with a 1-year contract. You are eligible and your subsidy will go through January 31, 2020.
- You originally purchased Dynamics in 2013 and your most current contract renewed February 1, 2019 for three years. You are eligible and your subsidy will go through January 31, 2022.
- You purchased Dynamics on January 20, 2019. You are not eligible for a subsidy from Microsoft, but you can [purchase InsideView Insights](#) directly from InsideView.

When is this change happening?

This change is effective immediately. Customers need to complete the [opt in process](#) as soon as possible to ensure there is no interruption in service.



What happens at the end of my Dynamics 365 contract?

At the end of your Dynamics 365 contract¹, you can renew your Insights licenses directly with InsideView. Once you've opted in, we will be in direct communication with you as that time approaches and ensure you're renewed to avoid any disruption in service.

Where do I go for support?

InsideView will provide all support for InsideView Insights through our highly-rated customer support team.

In addition, you can take advantage of [free training](#) courses and [Quick Tip videos](#). A customer success manager will be assigned to large deployments.

Will we need to install a new package when we extend our license?

You don't need to do anything! InsideView will simply flip a switch on the backend. Your user experience, data, watchlists, and customizations will remain unchanged.

What if we already signed an agreement to purchase Insights directly from InsideView?

If you [opt in](#) to the subsidized extension program, you have three options:

1. You can push the InsideView contract start date to the end date of your D365 contract when your Insights subsidy will expire.
2. You can request a credit equal to the purchase price on the agreement you signed, which you can apply toward other InsideView products.
3. You can cancel your InsideView agreement.

The advantage of options 1 and 2 is that you have already received funding approval and been through the contract process, which you will not need to repeat if you choose to purchase other InsideView solutions or extend your Insights license later.

We realize some situations may be unique and we are available to help you decide on the best option.

What if we uninstalled Insights?

You can use InsideView Insights by [opting in](#) to the extension program, downloading it from AppSource, and reinstalling it. The same terms apply as in the other examples.

If my company isn't eligible, can we still get InsideView Insights?

Yes, you can [purchase InsideView Insights directly](#) from InsideView. Typical scenarios are If you purchased Dynamics 365 after January 15, 2019 or are located outside the U.S. and Canada.

¹Microsoft will subsidize your Insights license until the end of your Dynamics 365 contract or June 30, 2023, whichever comes first. If your Dynamics 365 contract renewal date is after June 30, 2023, you'll need to renew Insights directly with InsideView before that date.



How does InsideView Insights work with LinkedIn Sales Navigator?

Insights complements Sales Navigator to give you a more complete view of your prospects. Most simply, Insights is optimized for account information and LinkedIn for information on individual people. Insights allows you to:

- Conduct deeper account research and has broader account coverage
- Access a broader connections network that includes LinkedIn, email contacts, alumni, work colleagues, and other social networks, all in one place
- Find direct email addresses
- Find and research executives who are not on LinkedIn
- Add (sync) company and contact data to Dynamics 365
- Update your CRM accounts and contacts for higher data quality
- Keeps users in CRM to boost usage
- Minimizes extra training - it's fully integrated into Dynamics with an intuitive user experience

Check out this [datasheet](#) for more detail or attend one of our webinars on “[Insights and LinkedIn Demystified](#).”

Who can I contact if I have more questions?

Please contact microsoft@insideview.com.