STRATEGIC INTELLIGENCE DIVISION

The last expansion you can buy has 363 days of life

Atlassian sells existing customers Data Center expansions only until 30 March 2028. On 28 March 2029 impacted subscriptions and Marketplace apps expire, the software turns read-only, and a renewal crossing that date is prorated back to it. Anything bought that day has 363 days of life. Commvault shows the case with no notice: perpetual licence revenue down 40% in the quarter to 30 September 2026.

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In brief

- Every impacted Data Center subscription and every associated Marketplace app expires on 28 March 2029 and turns read-only, and a renewal that runs past that date is prorated back to it, so the term on the paper is longer than the term the buyer keeps.
- The purchase window shuts on 30 March 2028, which gives anything an existing customer adds on that final day 363 days of life.
- Security bug-fixes for critical vulnerabilities run only through 28 March 2029, and Atlassian advises against keeping the read-only product connected to the internet after that.
- Atlassian's fiscal 2026 Data Center revenue of $1,830.9m, 28% of the total, is guided down approximately 17.0% in fiscal 2027 while Cloud is guided up approximately 25.5%, which moves about $311m out of the retiring line and about $1.12bn into Cloud.
- Commvault's perpetual licence revenue fell 40% and perpetual support 23% in the quarter to 30 September 2026, with no retirement language anywhere in the release, so a licence can decay without a calendar being published.

The clause that ends the term

Atlassian's answer to what happens to a customer who renews past the deadline: “You are welcome to continue renewing your existing Data Center subscription after March 30, 2026. However, renewals cannot extend beyond March 28, 2029, and will be prorated to that date if a 12-month renewal goes past that date.” Source: Atlassian, Data Center End of Life policy page.

Three dates do the work and the buyer sets none of them. New customers have not been able to buy a Data Center subscription since 30 March 2026. Existing customers lose the right to add a subscription, a Marketplace app or an expansion on 30 March 2028. Every impacted subscription expires, and the software turns read-only, on 28 March 2029. The gap between the last purchase date and the expiry date is 363 days (Mosaic Singularity analysis, November 2026), which is the entire working life of anything a buyer adds in the final window. The decision sits with the CIO, the write-off with the CFO, and the unpatched remnant with the CISO.

Date	What Atlassian does	What the buyer loses
30 March 2026, 23:59 PST	Stops selling new Data Center subscriptions and new Marketplace Data Center apps to new customers	The right to buy in as a new customer
30 March 2028, 23:59 PST	Last day an existing customer may buy a new Data Center subscription, a Marketplace app or a subscription expansion	The right to add seats, apps or capacity, leaving only renewals of what already exists
28 March 2029, 23:59 PST	Impacted subscriptions and associated Marketplace apps expire and the products become read-only; technical support, critical vulnerability fixes and Cloud connectors stop, apart from extended maintenance offered by exception	The right to change the data. Writes stop, patches stop, and the system becomes a record

Source: Atlassian, Data Center End of Life policy page; Atlassian Form 10-K for the fiscal year ended 30 June 2026, filed 14 August 2026

The supplier holds the only route past its own date

The proration clause is the one that changes what a licence is. A 12-month renewal that lands after 28 March 2029 is cut back to that date, so the term on the paper is longer than the term the buyer keeps, and no contract length survives it. Past it, every route is discretionary. Atlassian says in its 10-K that “we will offer an approximately three-year extended maintenance period for certain customers”, says on its policy page that “we will allow some customers to purchase multi-year Data Center extensions beyond March 28, 2029 by exception only”, and offers extended maintenance “for certain Data Center customers by exception after March 28, 2029”. Certain, some, by exception: the extension is a supplier decision, not a buyer's right.

The lever the buyer still holds is named in the company's own risk factors. Atlassian warns that the Ascend initiative may create fluctuations in its quarterly results and its guidance, “including decisions regarding sizes of Data Center product renewals, expansions, timing of Cloud upgrades or decisions not to renew or upgrade.” Renewal size is the customer's call. That is why the final expansion before 30 March 2028 is the last point at which the buyer has something to trade.

What the buyer owns after the date is a record, not a system

The data stays and the right to change it does not. Atlassian states that after expiry “your data will continue to be available in a read-only state” and that “product updates and support will no longer be available”. Its guidance on running the remnant is blunter than the risk register entry most buyers will write.

> *We strongly advise against keeping your product running in a read-only mode while connected to the internet, since no new security bug fixes will be provided after the end of life date for Data Center.*

Atlassian, Data Center End of Life policy page

The vendor has banked the migration the buyer has not funded

Data Center revenue reached $1,830.9m in fiscal 2026, 28% of the company's $6,572.3m, and the quarter to 30 June 2026 grew 21% year on year, “primarily driven by greater upfront term license revenue recognition on Data Center subscriptions and pricing”. The same letter says why. The retirement “resulted in greater upfront term license revenue recognition and pull-forward of customer purchasing from future periods that significantly benefited FY26 Data Center revenue”. The growth is the buyer buying early, and

the company says so.

Data Center revenue, fiscal 2026	**$1,830.9m**
Share of Atlassian's fiscal 2026 revenue	**28%**
Data Center revenue, fiscal 2027 target	**down approx. 17.0%**
Cloud revenue, fiscal 2027 target	**up approx. 25.5%**

Source: Atlassian Form 10-K for the fiscal year ended 30 June 2026, filed 14 August 2026; Atlassian Form 8-K, Exhibit 99.1, filed 6 August 2026. The 28% share is Mosaic Singularity analysis, November 2026: $1,830.9m of $6,572.3m.

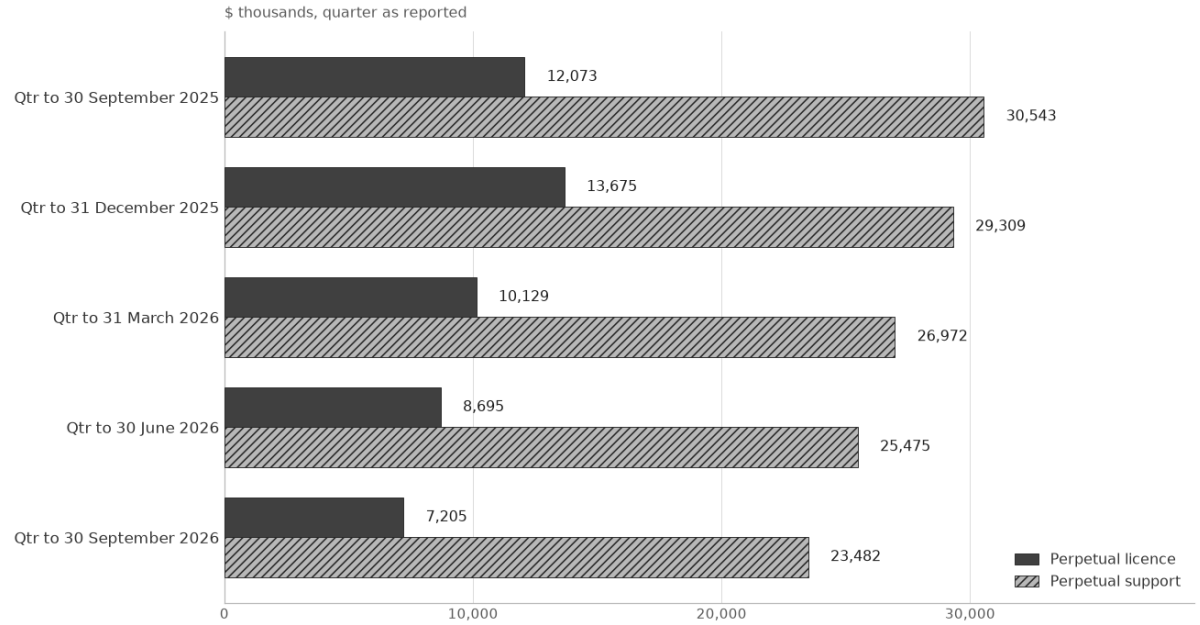
Applied to those reported figures, the company's own fiscal 2027 targets move about $311m out of Data Center revenue and about $1.12bn into Cloud revenue (Mosaic Singularity analysis, November 2026). That is the transfer priced, in the seller's arithmetic, for a move the buyer has yet to fund.

The quarterly target shows the shape. Atlassian guided Data Center revenue to decline approximately (4.0)% in the quarter to 30 September 2026 and approximately (17.0)% for the year to 30 June 2027, so most of the fall is scheduled after September. The precedent is already in the revenue table: Server, the deployment Atlassian retired before this one, booked $177.6m in fiscal 2024 and a dash in fiscal 2025 and fiscal 2026.

The second vendor shows what no calendar costs

Commvault reported perpetual licence revenue of $7,205k in the quarter to 30 September 2026, down 40% year on year, and perpetual support of $23,482k, down 23%. Subscription revenue rose 21% to $268,512k and total revenue 13% to $312,389k, so the perpetual block fell from $42.6m to $30.7m, a 28% decline, and from 15.4% of revenue to 9.8%. The release attributes none of that to a retirement, because the release announces none: no end of life, end of sale, sunset, retirement or discontinuation appears in it. Whether Commvault is retiring the product is not stated. What is stated is the fall.

Commvault perpetual licence and perpetual support revenue, $ thousands



Source: Commvault Form 8-K, Exhibit 99.1, filed 27 October 2026, five-quarter revenue table, $ thousands.

Three products stay, and a budget built on seat count overfunds the move

- Inside the retirement: Jira Software Data Center, Jira Service Management Data Center, Confluence Data Center, Crowd Data Center, Data Center mobile apps, Atlassian Data Center apps, and Atlassian Marketplace (third-party) apps for those products.
- Outside it: Bitbucket Data Center and Bamboo Data Center, which continue under a Bitbucket Hybrid License, and Jira Align Data Center, which Atlassian states “is not included in Data Center end of life”.
- The third-party apps are the exposure the CIO does not control. Atlassian puts “Atlassian Marketplace (third-party) apps for affected Data Center products” inside the retirement, so those products expire on 28 March 2029 on a date their own vendors did not set, and the buyer's renewal is with Atlassian.

What each seat owes, and by when

- CFO: set the useful life of the capitalised Data Center licences to 28 March 2029 and report the unamortised balance at that date in the fiscal 2028 plan. The proration clause makes the remaining life a date the supplier publishes rather than a judgment finance makes, and the date is the boundary. Do it before 30 March 2028, while an expansion can still be bought.
- CIO: count which products sit inside the retirement before the migration budget is built. Bitbucket Data Center, Bamboo Data Center and Jira Align Data Center are outside it, so a budget scoped on total Atlassian seat count pays for a move that is partly not happening. Finish before the fiscal 2028 capital request is signed and no later than 30 March 2028.
- CISO: enter the read-only remnant on the risk register with 28 March 2029 as the last date a critical vulnerability is fixed, and decide by 30 March 2028 whether any instance stays reachable from the internet. Atlassian's own advice is not to keep the product running read-only and connected.

- Procurement: ask for the Ascend incentive in writing before signing the final expansion, not after. The 10-K gives the precedent and no number, promising “similar incentives in connection with Atlassian Ascend”, and after 30 March 2028 the only purchase left is a renewal that is prorated to the vendor's date.

The questions the board puts to management

- Which of our Atlassian products are inside the retirement, and what does the migration cost in the fiscal 2028 plan?
- What is the unamortised value of the Data Center licences at 28 March 2029, and who set that useful life?
- Which self-managed instances will still be reachable from the internet after the vulnerability fixes stop, and who has accepted that?

What to watch, and when

- 30 June 2027. Atlassian's fiscal 2027 ends on the guided decline of approximately (17.0)% in Data Center revenue. If the line falls materially less, the pull-forward reading fails and the compression described here is milder than the record implies.
- The policy page, before each Atlassian fiscal filing. If 30 March 2028 moves, or the proration clause is withdrawn, the reading fails: the purchase deadline and the proration are the two facts the buyer's decision rests on.
- Commvault's next two quarterly releases. If a retirement calendar appears, the second leg becomes a published date like the first and the silence argument collapses into timing.

Sources

- Atlassian, Data Center End of Life policy page; Atlassian Form 10-K for the fiscal year ended 30 June 2026, filed 14 August 2026
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- Atlassian Form 10-K for the fiscal year ended 30 June 2026, filed 14 August 2026; Atlassian Form 8-K, Exhibit 99.1, filed 6 August 2026. The 28% share is Mosaic Singularity analysis, November 2026: $1,830.9m of $6,572.3m.
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