Introducing

Microsoft 365 Education

Office 365

Windows 10

Enterprise Mobility + Security

Minecraft: Education Edition

Microsoft

Enrollment for Education Solutions – EES
Modern Licensing: M365A3 & M365A5
OETC – August 23 & September 12, 2019

Todays Agenda

10:00   Overview of Microsoft Licensing Changes

OETC/Microsoft Contract Changes

10:20   Overview M365 EDU A3/A5

11:00   Insight Services & Support

11:15   Q&A

WAYS WE'RE MODERNIZING EES TO SUPPORT CLOUD FIRST OFFERS:

- ✓ Shifting qualifying products to Education Platform Products

- ✓ Eliminating complex calculations for "full-time equivalent" (FTE) staff

- ✓ Simplifying user definitions to streamline license count

- ✓ Enabling greater flexibility to adjust at anniversary

Education Desktop vs. Microsoft 365 A3

Education Desktop
Desktop EDU / Bundle

Office Professional Plus
w/ rights to Office 365 ProPlus

+

Windows Upgrade

+

Windows CAL

Productivity CALs *(Core or Enterprise)*

Microsoft 365 A3

Office 365 A3
w/ rights to Office Professional Plus

+

Windows 10 Enterprise A3

+

Enterprise Mobility Suite A3

+

Minecraft: Education Edition

+

Windows CALs

Productivity CALs *(Enterprise)*

Productivity Server Licenses *(Enterprise)*

Where is the new value for customers?

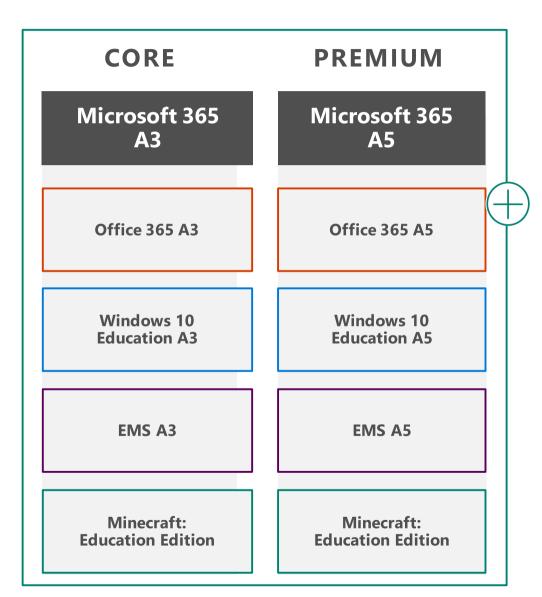- Advanced Security Management
- Skype Meeting Broadcast
- Bookings

- Intune for Education
- Azure Active Directory Premium P1
- Azure Information Protection Premium P1
- Advanced Threat Analytics

- Minecraft: Education Edition

- All customers get Enterprise CALs

- **Includes Productivity Server Licenses** – Exchange, Sharepoint & Skype for Business

https://www.microsoft.com/en-us/education/buy-license/microsoft365/default.aspx

Introducing the new Microsoft 365 Education Suites (10/2017)

FREE

Office 365 A1

Office 365 A1

CORE

Microsoft 365 A3

Office 365 A3

Windows 10 Education A3

EMS A3

Minecraft: Education Edition

PREMIUM

Microsoft 365 A5

Office 365 A5

Windows 10 Education A5

EMS A5

Minecraft: Education Edition

Student use benefit eligible:

- Office client apps
- Advanced Security Management
- Advanced Threat Protection
- Intune for Education
- Windows 10 Education
- Azure Active Directory Premium (Plans 1 & 2)
- Advanced Threat Analytics
- Minecraft: Education Edition

Microsoft 365 Education A3 and A5 Suites

Office 365 A1

- Office Online
- Exchange Online
- SharePoint Online
- Skype for Business Online
- Office 365 apps: Sway, Forms, Teams etc*
- Azure Active Directory Basic for Education

Free product

ERP - USD per user/month

	Faculty	Student
M365 A3	$ 5.75	$ 4.25
M365 A5	$ 10.75	$ 8.25

Microsoft 365 A3

Office 365 A3

- Office 365 A1 +
- Office 365 ProPlus
- Skype Meeting Broadcast
- Advanced Security Management
- Bookings

Windows 10 Education A3

EMS A3

- Intune for Education
- Azure Active Directory Premium Plan 1
- Azure Information Protection Premium Plan 1
- Advanced Threat Analytics

Minecraft: Education Edition

Microsoft 365 A5

Office 365 A5

- Office 365 A3 +
- Advanced Threat Protection (ATP)
- Threat Intelligence
- Advanced Compliance
- MyAnalytics
- Power BI Pro
- PSTN Conferencing
- Cloud PBX

Windows 10 Education A5

- Windows 10 Education A3 +
- Windows Defender Advanced Threat Protection

EMS A5

- EMS A3 +
- Azure Active Directory Premium Plan 2
- Azure Information Protection Premium Plan 2
- Microsoft Cloud App Security

Minecraft: Education Edition

* See https://products.office.com/en-us/academic/compare-office-365-education-plans for a complete list of services

Student Use Benefits

Customer may acquire student use benefit by purchasing the Qualifying product
(OETC is Suite offering A3/A5)

If a Qualifying product is purchased via a suite/bundle the supported **FAC:STU ratio is up to 1:40**; if the Qualifying product is purchased *Standalone the supported FAC:STU ratio is up to 1:15*

Available as $0 SKUs on Pricelists beginning October 2017

New! Microsoft student use benefits

Office	Office 365 ProPlus[1]
	Advanced Security Management
	Advanced Threat Protection **(A5 Only)**
Windows	Windows 10 Education
EMS	Intune for Education
	AADP Plan 1
	Advanced Threat Analytics
	AADP Plan 2 **(A5 only)**
Minecraft: Education Edition[2]	

Student Use Benefit (EES)

Student use benefit licenses available**

Qualifying products	*	Office 365 ProPlus	Advanced Security Management	Advanced Threat Protection	Azure Active Directory Premium Plan 1	Azure Active Directory Premium Plan 2	Advanced Threat Analytics	Intune/ Intune for Education	Windows 10 Education A3	Minecraft: Education Edition
Office 365 ProPlus	1:15	✓								
Advanced Security Management	1:15		✓							
Advanced Threat Protection	1:15			✓						
Office 365 A3	1:40	✓	✓							
Office 365 A5	1:40	✓	✓	✓						
Azure Active Directory Premium Plan 1	1:15				✓					
Azure Active Directory Premium Plan 2	1:15					✓				
Advanced Threat Analytics	1:15						✓			
Intune/Intune for Education	1:15							✓		
EMS A3	1:40				✓		✓	✓		
EMS A5	1:40					✓	✓	✓		
Windows 10 Education A3/A5	1:40								✓	
Minecraft: Education Edition	1:15									✓
Microsoft 365 Education A3	1:40	✓	✓		✓		✓	✓	✓	✓
Microsoft 365 Education A5	1:40	✓	✓	✓		✓	✓	✓	✓	✓

* Ratio of total Knowledge Worker licenses to eligible student use benefit licenses

** Refer to the Product Terms for exact use rights for student use benefit licenses

Product Terms for Updated Student Use Benefits – Appendix H

Appendix H – Student Use Benefits and Academic Programs

This section highlights the specific benefits provided to Students in Open Value Subscription for Education Solutions, School Agreement, Enrollment for Education Solutions, and Cloud Solution Provider programs.

Student Use Benefit Entitlements by Qualifying Program

The following table defines Student Use Benefits for specific products licensed through Academic programs. For each Product in the first column, the appropriate Student Use Benefit Product(s) are listed along with the number of licenses available for Students per paid Faculty/Staff, Education Qualified User, or Knowledge Worker license.

Qualifying Product	Student Use Benefit	Program Availability	Student Instances Provided per Faculty/Staff or Knowledge Worker
Advanced Threat Analytics	Advanced Threat Analytics	OVS-ES, School, EES	15
Azure Active Directory Premium Plan 1	Azure Active Directory Premium Plan 1	OVS-ES, School, EES, CSP	15
Azure Active Directory Premium Plan 2	Azure Active Directory Premium Plan 2	OVS-ES, School, EES, CSP	15
Desktop Education	O365 ProPlus and Windows 10 Education Upgrade	OVS-ES, School, EES (pre-2017)	40
Enterprise Mobility + Security A3/E3	Azure Active Directory Premium Plan 1, Advanced Threat Analytics, Microsoft Intune for Education	OVS-ES, EES, CSP	40
Enterprise Mobility + Security A5/E5	Enterprise Mobility + Security A3 Student Use Benefit, Azure Advanced Threat Protection, Azure Active Directory Premium Plan 2, Microsoft Cloud App Security	OVS-ES, EES, CSP	40
Microsoft 365 Education A3	Office 365 A3 Student Use Benefit, Enterprise Mobility + Security A3 Student Use Benefit, Windows 10 Education A3 Student Use Benefit2, Minecraft: Education Edition	EES, CSP	40
Microsoft 365 Education A5	Office 365 A5 Student Use Benefit, Enterprise Mobility + Security A5 Student Use Benefit, Windows 10 Education A3 Student Use Benefit2, Minecraft: Education Edition	EES, CSP	40
Microsoft 365 A5 Security	Office 365 Advanced Threat Protection Plan 1, Azure Active Directory Premium Plan 2	EES, CSP	40

10

Education Qualified User

What is a Education Qualified User?

- means an employee or contractor (except Students) who accesses or uses an Education Platform Product for the benefit of the Institution.
- License with an Education Platform Product A3/A5

Other Users

- Any other user who does not qualify as a Education Qualified User.
- License with the free Office 365 A1 product

Microsoft

August 2017

Enrollment for Education Solutions

A reminder (EES 2015 or earlier)

Calculate the Full Time Equivalent (FTE) count

Meet the minimums of 1,000 FTE (**OETC 25**)

Commitment to buy on-premises Desktop Platform Products for the FTE count

Commit to a 1 or 3 year term

Pay annually

Increase, but only decrease to initial amount, the FTE count at anniversary

If Office 365 ProPlus is licensed enterprise-wide for FTE count, students can use Office Professional Plus 2016 on institution-owned or leased devices in classrooms or open access labs with the organization

From November 2018 and beyond

Count the number of **Education Qualified Users**

Meet the minimums of 1,000 EQUs (**OETC 25**)

Commitment to cover all EQUs with M365 A3/A5

Commit to a 1 or 3 year term

Pay annually

Increase or decrease licenses to actual number of EQUs at anniversary or to program minimums

With M365 A3/A5 licensed enterprise-wide for all EQUs, students can use Office Professional Plus / Office 365 Pro Plus on institution-owned or leased devices in classrooms or open access labs with the organization

Microsoft

OETC Contract Timing for Transition to M365

- If you joined after April 1, 2019 – M365 was your option
- If you expire in 2019
  - Transition to M365 at renewal OR
  - Keep current licensing model for an addition 12-month option* (exception)
- If you expire in 2020 or later
  - Transition to M365 at renewal
- If you want to transition mid-term
  - Contact OETC & Insight for next steps

August 2017

Transition to M365 with concession

- If you transition at Anniversary, Renewal or Mid-term
- Concession Offering for OETC:
  - If transition to EQU is greater than 20% of last paid FTE
  - Order $0 transition sku for 50% of delta
- Example #1: FTE=100 EQU=130 (delta is >20%)
  - Eligible to transact 15 of $0.00 transitions skus along with 115 M365 – 1st yr only
- Example #2: FTE=100 EQU=115 (delta is not >20%)
  - Not be eligible to transact $0.00 transition skus and should be ordering the order requirement option selected for EQU quantity.

Microsoft

Microsoft 365 Component Map		Services & Features	A1	A3	A5
Office	Collaboration & Learning	Exchange Online (email and calendar), Teams/skype, Yammer (social)	✓	✓	✓
		OneDrive for Business and SharePoint Online (files and sharing)	✓	✓	✓
		Groups (shared spaces) and Planner (work management)	✓	✓	✓
		Office Online web-based editing (Word, Excel, PowerPoint, and OneNote)	✓	✓	✓
		Office ProPlus Client (Word, Excel, PowerPoint, Outlook, OneNote)		✓	✓
	Classroom Tools	Microsoft Teams Classroom, PLCs, and StaffHub	✓	✓	✓
		OneNote Class Notebook, Sway	✓	✓	✓
	More Inclusive Classrooms	Learning Tools, Accessibility Checker, Office Lens	✓	✓	✓
	Compliance	Legal Hold, eDiscovery	✓	✓	✓
		Advanced eDiscovery, Customer Lockbox, Advanced Data Governance			✓
	Management & Security	Exchange Online Protection, DLP, Azure Rights Management, Message Encryption, School Data Sync	✓	✓	✓
		Office 365 Cloud App Security		✓	✓
	Advanced Security	Office 365 Advanced Threat Protection, Threat Intelligence			✓
	Analytics	Power BI Pro, MyAnalytics, Delve			✓
	Voice, Video, and Meetings	Microsoft Teams, Skype for Business	✓	✓	✓
		Bookings, Meeting Broadcast, Office 365 Video with Stream		✓	✓
Windows	Operating System	Windows 10 Upgrade License (Education Edition, Enterprise, Enterprise LTSB, & Pro)		✓	✓
	Management and Security	Windows Defender Antivirus		✓	✓
		Device Guard, Credential Guard, Exploit Guard		✓	✓
	Advanced Security	Windows Defender Advanced Threat Protection			✓
Enterprise Mobility + Security	Management and Security	Azure Active Directory P1 (SSO, MFA, SSPR, Conditional Access, Dynamic Groups)		✓	✓
		Azure Information Protection P1 (document classification, tracking, and revocation)		✓	✓
		Advanced Threat Analytics		✓	✓
		Intune (MDM and Mobile Application Management (MAM) without the need for device enrollment)		✓	✓
	Advanced Security	Azure Active Directory P2 (Identity Protection and Privileged Identity Management)			✓
		Azure Information Protection P2 (automated classification and hold your own key)			✓
		Microsoft Cloud App Security			✓
Additional M365 Benefits	Student Benefits	Intune for Education, Azure Active Directory P1, Azure Information Protection P1, Advanced Threat Analytics Office 365 Cloud App Security, Minecraft for Education		✓	✓
		Azure Active Directory P2, Azure Information Protection P2			✓
	Game Based Learning	Minecraft for Education		✓	✓
	Server & CAL	Productivity Server Licenses and Client Access Licenses (CALs) for Exchange, SharePoint, Skype for Business, etc.		✓	✓
		Windows Server Client Access Licenses (CALs)		✓	✓
		System Center Configuration Manager Client Management Licenses (CMLs)		✓	✓
		System Center Endpoint Protection		✓	✓

Security Services & Features in Microsoft 365 bundles

Security Services & Features in Microsoft 365 bundles	A1	A3	A5
Exchange Online Protection (AV/AS/Anti-Spoof), DLP, Azure Rights Management, Message Encryption	✓	✓	✓
Office 365 Cloud App Security		✓	✓
Office 365 Advanced Threat Protection, Threat Intelligence			✓
Windows Defender Antivirus		✓	✓
Device Guard, Credential Guard, Exploit Guard		✓	✓
Windows Defender Advanced Threat Protection			✓
Azure Active Directory P1 (SSO, MFA, SSPR, Conditional Access, Dynamic Groups)		✓	✓
Azure Information Protection P1 (document classification, tracking, and revocation)		✓	✓
Advanced Threat Analytics		✓	✓
Intune (MDM and Mobile Application Management (MAM) without the need for device enrollment)		✓	✓
Azure Active Directory P2 (Identity Protection and Privileged Identity Management)			✓
Azure Information Protection P2 (automated classification and hold your own key)			✓
Microsoft Cloud App Security			✓
Azure Advanced Threat Protection			✓

" Do more than just simplify routine tasks. Develop the communication and collaboration skills students need to be successful in the future.

Anthony Newbold
Principal, Bear Creek Middle School