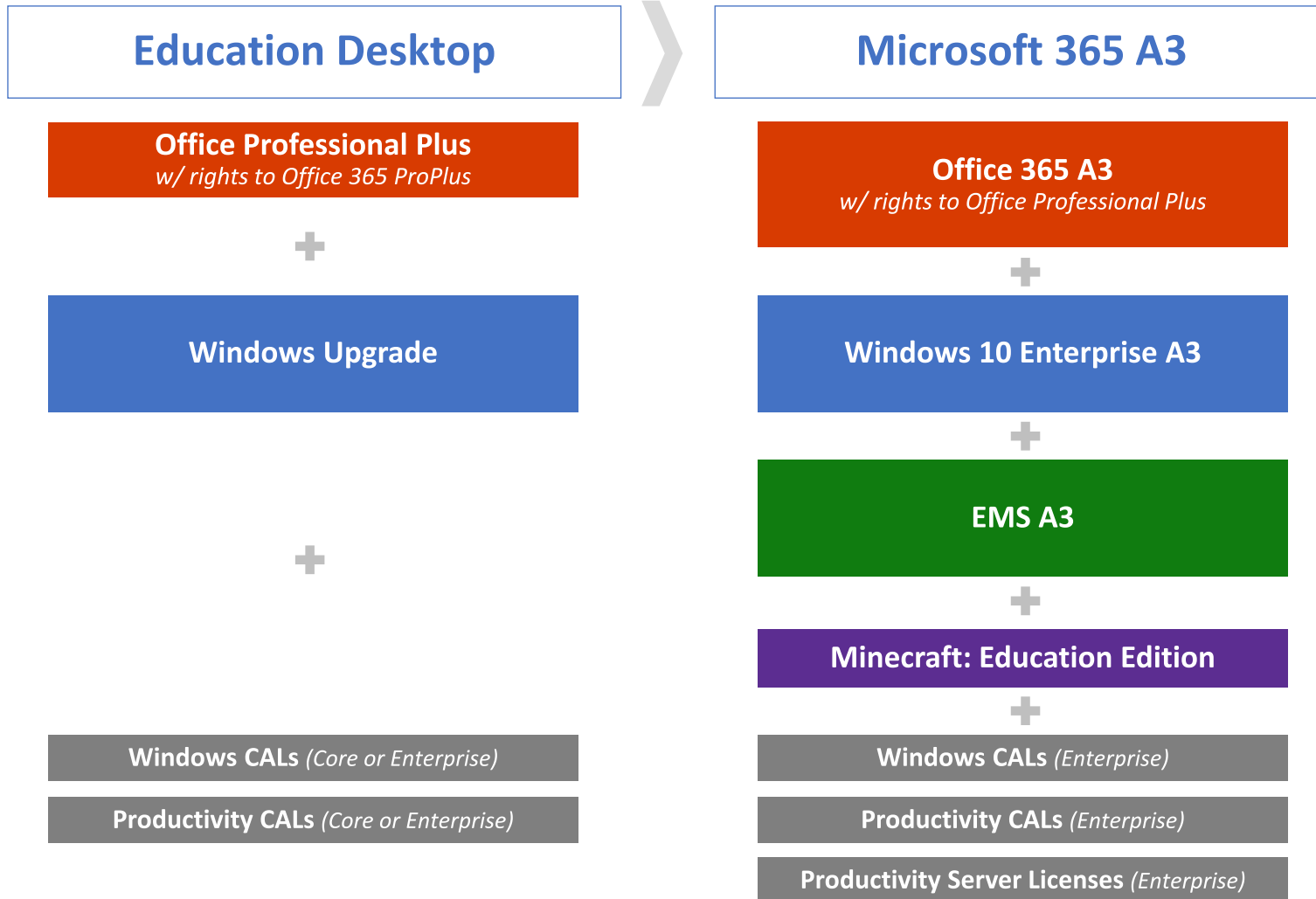


Microsoft
365 A3-A5



Microsoft

Education Desktop vs. Microsoft 365 A3



Where is the new value for customers?

- Advanced Security Management
- Skype Meeting Broadcast
- Bookings (*Coming soon*)

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

- Minecraft: Education Edition

- All customers get Enterprise CALs

- Includes Productivity Server Licenses

Microsoft 365 A3 vs. Microsoft 365 A5

Microsoft 365 A3

Office 365 A3

w/ rights to Office Professional Plus

- Advanced Security Management
- Skype Meeting Broadcast
- Bookings (*Coming soon*)



Windows 10 Enterprise A3



EMS A3

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



Minecraft: Education Edition



Windows CALs

Productivity CALs

Productivity Server Licenses

- Minecraft: Education Edition
- All customers get Enterprise CALs
- Includes Productivity Server Licenses

Microsoft 365 A5

Office 365 A5

w/ rights to Office Professional Plus

- Advanced Security Management
- Skype Meeting Broadcast
- Bookings (*Coming soon*)
- **Advanced Threat Protection**
- **Threat Intelligence Dashboard**
- **Advanced eDiscovery**
- **PowerBI Pro**
- **Cloud PBX**
- **PSTN Conferencing**



Windows 10 Enterprise A5



EMS A5

- **Windows Defender ATP**
- **Azure Active Directory Premium P2**
- **Azure Information Protection P2**
- **Cloud App Security**
- Intune for Education
- Advanced Threat Analytics



Minecraft: Education Edition



Windows CALs

Productivity CALs

Productivity Server Licenses

- Minecraft: Education Edition
- All customers get Enterprise CALs
- Includes Productivity Server Licenses

Shifting from FTE to Knowledge Worker count

TODAY

Complex calculation of "full-time equivalent" staff



Total employee count 4,000



2,000 full-time employees (FTE)

+



600 part-time faculty / 3

+



1,000 full-time staff

+



400 part-time staff / 2

TOTAL QUALIFYING FTE = 3,400

Knowledge worker:

Any employee, contractor, or volunteer who uses a product or qualified device for the benefit of the institution or within the user's relationship with the Institution.

OCTOBER 2017

Simple 1:1 count of "knowledge workers"



Total employee count 4,000



3,700 knowledge workers



300 light users
(covered by free O365 EDU)

TOTAL QUALIFYING KW = 3,700

Per user model increased count by 300

Note: customers may still purchase paid SKUs to cover Light Users if needed (eg if ATP is purchased and customer wishes to purchase for every user within their tenant)

What's a Knowledge Worker?

Any employee, contractor, or volunteer who uses a product or qualified device for the benefit of the institution or within the user's relationship with the Institution.

Knowledge Worker:

Full Time Faculty/Staff Member
Part Time Faculty/Staff Member
Adjunct/Substitute Teacher
Librarian
Public Safety

Light User:

Bus Driver
Custodian
Cafeteria Worker
Facilities Maintenance

Student use benefits

When a customer licenses 100% of their knowledge worker count for a qualifying product, students are granted product at no charge

Student use benefits are available in EES, OVS-ES, and CSP³

If the qualifying product is purchased via a suite/bundle the supported faculty:student ratio is up to 1:40

If the qualifying product is purchased as a standalone the supported faculty:student ratio is up to 1:15

Available as \$0 SKUs on Pricelists beginning October 1st

New! Microsoft Student Use Benefits

Office	Office 365 ProPlus ¹
	Advanced Security Management
	Advanced Threat Protection (A5 only)
Windows	Windows 10 Enterprise
EMS	Intune for Education
	AADP Plan 1
	Advanced Threat Analytics
	AADP Plan 2 (A5 only)
Minecraft: Education Edition²	

¹ Office 365 ProPlus benefit may be for a limited set of applications (W/X/P/On only)

² Minecraft will continue to require uplift in Faculty price on standalone SUB acquisition (\$5 per Faculty user standard, \$13.20 per Faculty user to enable SUB)

³ ATA student use benefit is not available in CSP. M:EE student use benefit is not available as a standalone in CSP, though it is included in the M365 EDU bundle student use benefits.

