Spotlight On…

Office 365 Add-ons

For the Enterprise Agreement

Customers are Moving to the Cloud

Office 365 Add-ons help them get there

Simple “Add-on” Licensing Model

Great price

Accelerated Deployment

Office 365

Office 365 EA Offer Momentum in FY13

3,000
customers added Office 365 to EA

4 million
Office 365 seats sold

82%
of promo SKUs sold were E3

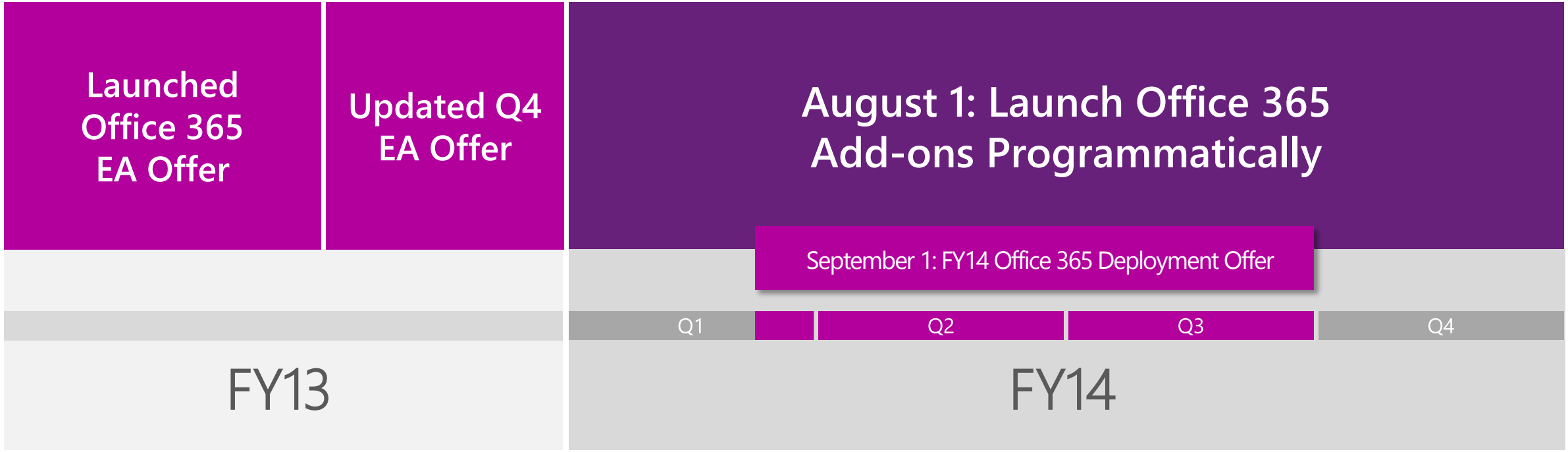
Our largest enterprise customers are "adding-on" Office 365 to their EAs

ExxonMobil
ABB Power and productivity for a better world™
THOMSON REUTERS
BNSF RAILWAY
Kellogg's
UNISYS

"We love the cloud add-ons. Customers can add them at any time and it is much less complicated."

EPG Sales

Simple Office 365 Licensing Continues in FY14



Office 365 Add-ons

Simple Licensing for Office 365

Office 365 Add-ons ⊕

Enterprise Agreement

A simple, low-cost way for customers to add Office 365 services at any time, while maintaining current EA and SA benefits

Easy

The underlying EA does not change.

SA benefits are retained, including rights to new versions.

Great Price

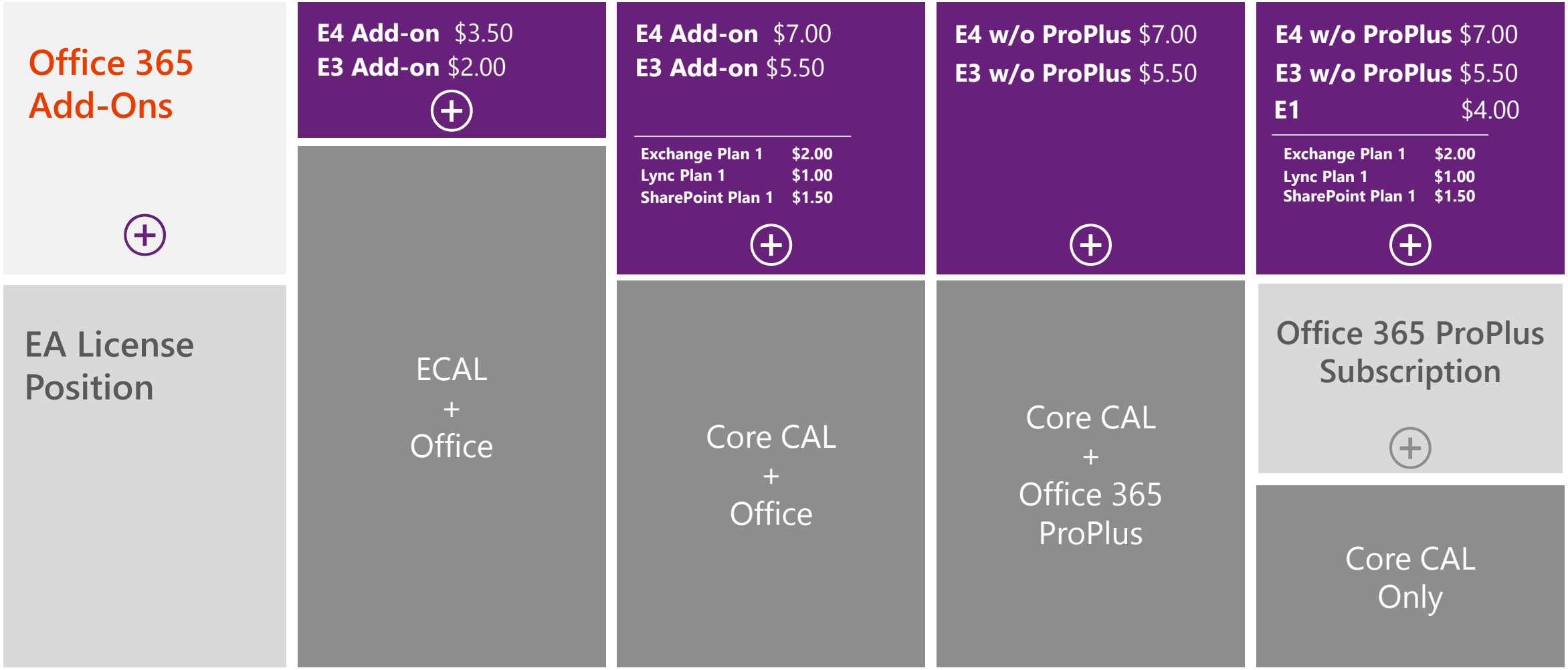
Pricing recognizes existing investment in Office and CAL Suites.

Preserves EA discounts for on-premises and volume discounts for online services.

Flexible

Add Office 365 at any time, for any number of users, to any workload.

Office 365 Add-on options



Office Add-on US Dollar figures reflect pricing for customers with EA Level D pricing rounded to nearest $.50. Office 365 Add-ons are available for EA customers who have signed the required OLS T&Cs.
CAL Suite + Office is required to purchase E3/ E4 Add-ons. ECAL-only customers may purchase E3 without ProPlus at $2.00/user/month and E4 without ProPlus at $3.50/user/month.

Office 365 Add-on options

O365 SKU	Unit Price			
	Core CAL	Core CAL + Office	ECAL	ECAL + Office
E1	●			
E3 without ProPlus	●	●	●	●
E3		●		●
E4 without ProPlus	●	●	●	●
E4		●		●

EP1	●	●		
LP1	●	●		
SP1	●	●		
OWA wSP1	●	●		

Office 365 FastTrack

Accelerated Deployment Methodology

Pilot	Deploy	Enhance
Experience Value Early New Cloud Experience	Real World Benefits Broad Production Use	Full Feature Value Meet your needs

With FastTrack Office 365 customers can be up and running within hours.

FY14 Office 365 Deployment Offer

FastTrack Deployment with 150+ Seats of Office 365

Who	**Customers who buy 150+ Seats of Office 365** Enterprise plans and Exchange Online
What	**FastTrack Deployment Activities** Deployment partner reimbursed $20K for 1,000+ seats, $12K for 250-999 seats, $5K for 150-249 seats
When	September 1, 2013 – March 31, 2014

Deployment Can Include:

- IT led migration
- Customer domain
- Directory sync
- Password sync
- Admin migrations
- OnRamp

Recap & Resources

Office 365 Add-ons are now an integral part of the EA

Add-on options for every CAL customer and Office 365 workload

Deploy quickly using FastTrack and FY14 Office 365 Deployment Offer

Learn more on Office FastTrack

http://fasttrack.office.com/

Questions?

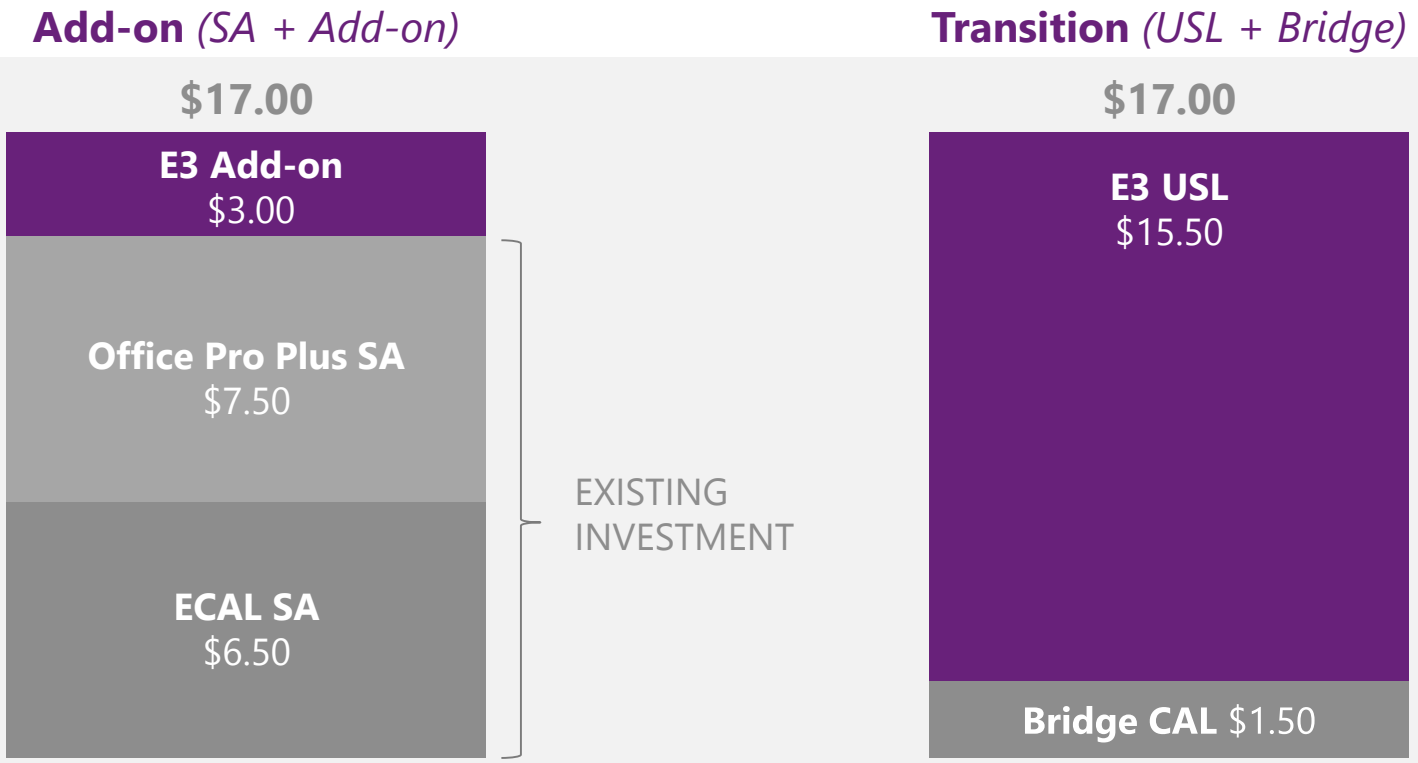
- Do EA customers with Office and/or Windows only component EAs qualify to buy Add-ons?

A. No. Customers must have either Core CAL or Enterprise CAL Suite licences. The Add-ons are not available to component Windows Client or Office customers.

A Bit Deeper

Office 365 Add-on versus Transition in the EA

Cost



Benefits

Simple: EA does not change

- Maintain on-premises licenses and SA, and continue receiving full SA benefits (e.g., new version rights)
- Maintain true-up motion for all Qualified Users / Devices

Competitive pricing: Perceived Add-on discount reflects existing on-premises investments

True per user licensing

- EA licensing changes to enable per user licensing for Office 365 workloads
- True-ups covered for Office 365 workloads on new Qualified Devices

Office Add-on US Dollar figures reflect pricing for customers with EA Level D pricing rounded to nearest $.50

Office 365 Add-on versus Transition in the EA

	Add-on (SA + Office 365 Add-on)	**Transition** (Office 365 USL + Bridge)
Overview	Easiest way for customers to add Office 365 services at any time, while maintaining their current EA and corresponding SA benefits	Optimal long-term licensing option for customers committed to Office 365 services
EA Impact	**EA unchanged**. EA licensing requirements remain unchanged, and customers: • License all Qualified Users / Devices per existing EA (e.g., CAL Suites, Office Pro Plus, etc.) • Maintain SA and receive all SA benefits (e.g., new version rights, vouchers, etc.)	**EA changes.** EA licensing changes to accommodate per user licensing for Office 365 services • Transition CAL Suite + Office Pro Plus licenses to Office 365 USL + Bridge CAL • Office 365 USL licensed per user; only true-up Bridge CALs and Windows per EA Transition rules
EA True-ups	**Additional Products.** Add-ons are Additional Products and do not satisfy underlying EA requirements All new Qualified Users / Devices must be trued-up per existing EA (e.g., CAL Suites, Office Pro Plus, etc.)	**Enterprise Online Service.** Office 365 USLs are Enterprise Online Services and satisfy underlying EA requirements Qualified Devices used by those with O365 USL do not require Office Pro Plus or Core / ECAL Suite licenses*
Office 365 Use Rights	**Limited per user.** Add-ons license users for Office 365 services on non-Qualified Devices, and Qualified Devices already licensed under the EA (up to five total)	**Full per user.** Office 365 USLs license users for Office 365 services on both Qualified and non-Qualified Devices (up to five total)

* Bridge CALs are required if licensing CAL Suites per device.

Scenario 1: Add/Remove Users with Add-ons

Y1	Y2	Y3
100 Office 365 E3 Add-ons	100 Office 365 E3 Add-ons	50 Office 365 E3 Add-ons

Customer:

1	1000 Pro Desktop SA *(Windows Upgrade/Office/Core CAL)* ▸ *Per device EA* ▸ *1000 Qualified Devices* ▸ *1000 Qualified Users*
2	License 100 users for Office 365 E3 with Add-ons in Y1
3	Move 50 users back to on-premises at Y2 anniversary

Invoices:

At time of addition:*

100 Office 365 E3 Add-ons to Core CAL and Office

Y1 anniversary:

1000 Pro Desktop SA

100 Office 365 E3 Add-ons to Core CAL and Office

Y2 anniversary:

1000 Pro Desktop SA

50 Office 365 E3 Add-ons to Core CAL and Office

* Can transact two ways: via purchase order at time Office 365 is added, or via License Reservation with Add-ons billed in arrears at Anniversary.

Takeaways

Add-ons are Additional Products, can be purchased at any time, and have no minimum commitment
Qualifying Licenses (e.g. Core CAL / Office) are required on the EA to purchase Add-ons
Customer may discontinue Add-ons at anniversary.

Scenario 2: Adding new Qualified Devices

Customer:

1	1000 Pro Desktop SA *(Windows Upgrade/Office/Core CAL)* ▸ *Per device EA* ▸ *1000 Qualified Devices* ▸ *1000 Qualified Users*
2	License 100 users for Office 365 E3 with Add-ons in Y1
3	Add 100 Qualified Devices in Y2 ▸ *60 devices used by Office 365 E3 USL users* ▸ *40 devices used by those with Add-ons*

Invoices:

At time of addition:

100 Office 365 E3 Add-ons to Core CAL and Office

Y1 anniversary:

1000 Pro Desktop SA

100 Office 365 E3 Add-on to Core CAL and Office

Y2 anniversary:

1000 Pro Desktop SA

100 Office 365 E3 Add-ons to Core CAL and Office

100 Pro Desktop L&SA

Takeaways

Add-ons do not satisfy EA licensing coverage requirements

All Qualified Devices must be trued-up per existing EA rules—even devices used by those licensed with Add-ons

Scenario 3: Licensing All Users with Add-ons

Y1	Y2	Y3
100 Office 365 E3 Add-ons	100 Office 365 E3 Add-ons	1000 Office 365 E3 Add-ons
		200 Office 365 E3 USLs

Customer:

1	1000 Pro Desktop SA *(Windows Upgrade/Office/Core CAL)* ▸ *Per device EA* ▸ *1000 Qualified Devices* ▸ ***1200** Qualified Users*
2	License 100 users for Office 365 E3 with Add-ons in Y1
3	License remaining 1100 users for Office 365 E3 at Y2 anniversary ▸ *900 additional Office 365 E3 Add-ons* ▸ *200 E3 Office 365 USLs*

Takeaways

Only one Add-on can be purchased with each Qualifying License
Additional users must be purchased with regular Office 365 USLs

Invoices:

At time of addition:

100 Office 365 E3 Add-ons to Core CAL and Office

Y1 anniversary:

1000 Pro Desktop SA

100 Office 365 E3 Add-ons to Core CAL and Office

Y2 anniversary:

1000 Pro Desktop SA

1000 Office 365 E3 Add-ons to Core CAL and Office

200 Office 365 E3 USLs

Scenario 4: Pro Desktop to Office 365 Enterprise E3

Customer has…

1. 8000 Professional Desktop SA
2. Transitions 2000 Office Professional Plus SA + Core CAL SA to 2000 **Plan E3** in Y1 (No O365 charge during transition period)
3. Adds 3000 K2 for **uncovered** manufacturing floor workers in Y2

On Y1 anniversary, we invoice…

- 6000 Office Professional Plus SA
- 6000 CoreCAL SA
- 8000 Win OS SA
- 2000 Office 365 Plan E3
- 2000 Core CAL Bridge for Office 365

At time of addition, we invoice…

- 3000 Office 365 Plan K2

On Y2 anniversary, we invoice…

- 6000 Office Professional Plus SA
- 6000 CoreCAL SA
- 8000 Win OS SA
- 2000 Office 365 Plan E3
- 2000 Core CAL Bridge for O365
- 3000 Office 365 Plan K2

Questions?

Office 365 Plan Upgrades

Office 365

Upgrade Office 365 Plans Easily

New capabilities let customers upgrade subscriptions with automatic user transitioning

Available from July

Majority of in-family commercial upgrades
Credit card and invoice customers
Single subscription under 300 seats

Small Business	→	Small Business Premium
Enterprise K1 Lync Online (Plan 1) Lync Online (Plan 2) SharePoint Online (Plan 1)	→	Enterprise E1 Enterprise E3 Enterprise E4
Enterprise E1 SharePoint Online (Plan 2) Exchange Online (Plan 2)	→	Enterprise E3 Enterprise E4

Expanding in 2013

Commercial cross-family upgrades
Syndication Partner offerings

Small Business	→	Midsized Business Enterprise E1 Enterprise E3 Enterprise E4
Small Business Premium	→	Midsized Business Enterprise E3 Enterprise E4
Exchange Online (Plan 1)	→	Enterprise E1 Enterprise E3 Enterprise E4
Midsized Business Exchange Online (Plan2)	→	Enterprise E3 Enterprise E4

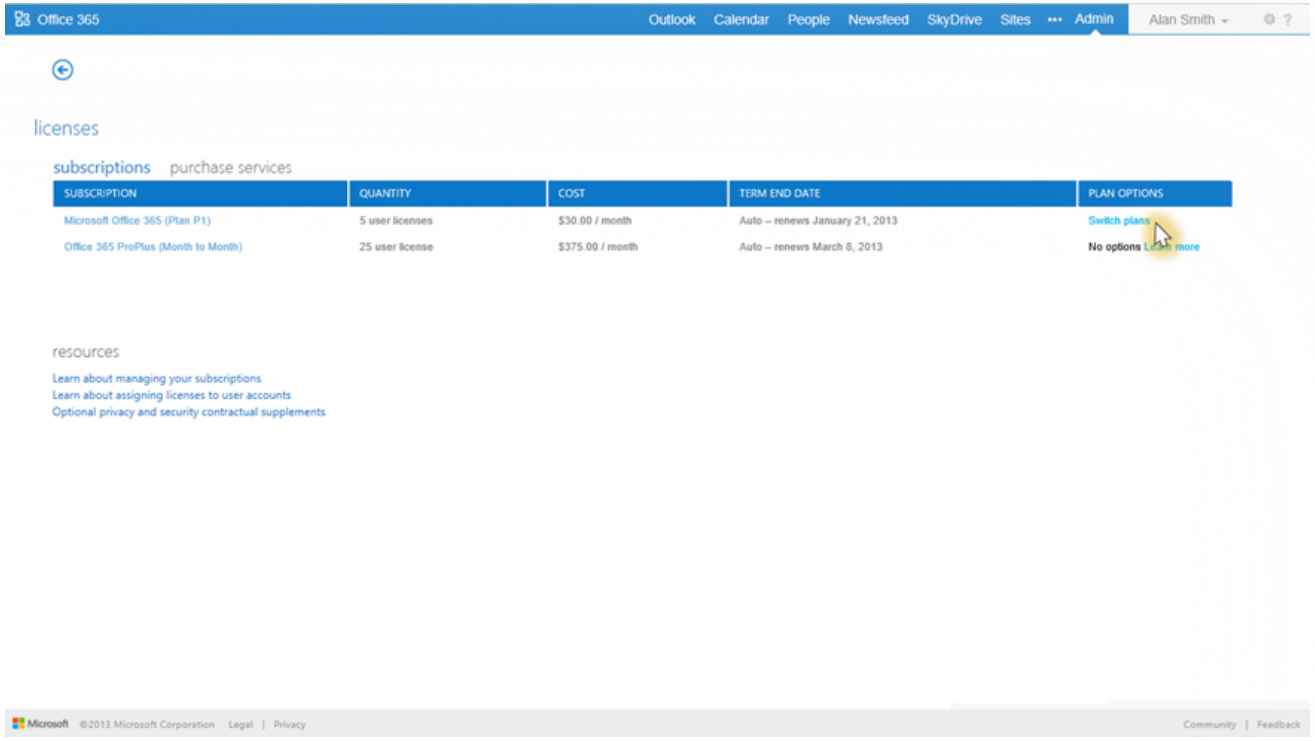
Does not include Open/FPP subscriptions, VL, Government or Academic SKUs. Transitions from K2 and E2 match K1 and E1 respectively.
No partial transitions or subscriptions with add-ons. Invoice payment type takes up to two weeks for processing.

Appendix

How the Office 365 Plan Upgrade feature works.

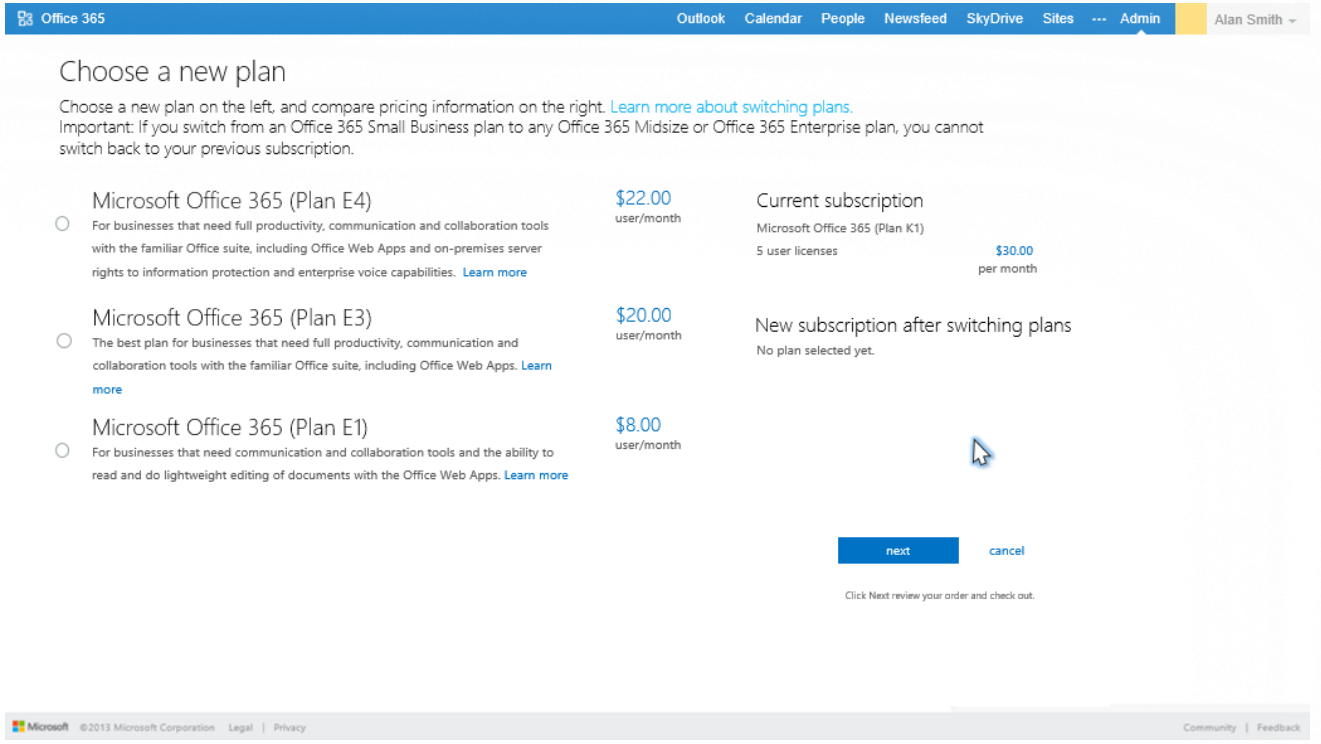
Starting Switch Plans

Links in the Office 365 admin console



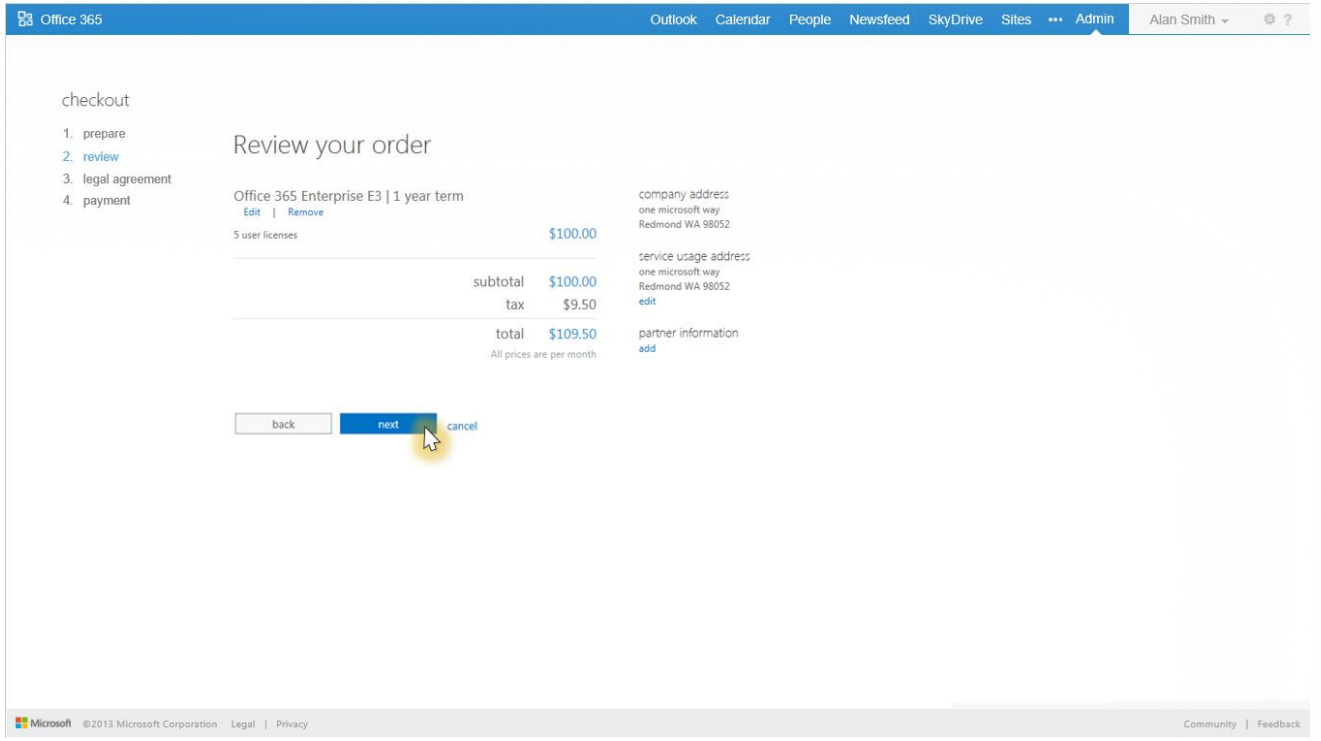
Choose the New Plan

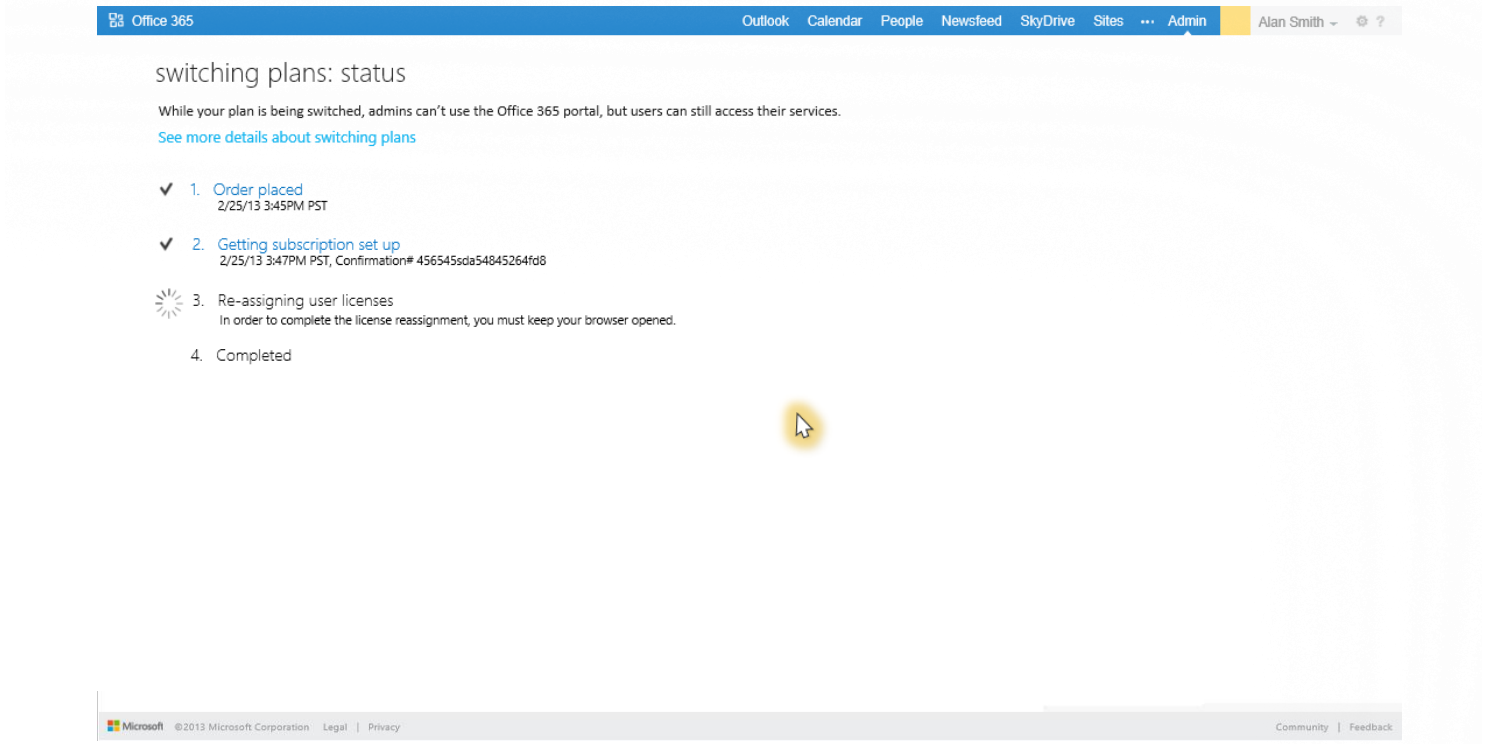
Options available depend on the original plan



Payment

Paying for the new subscription





Processing

There are four steps for processing

Office Mobile

Office 365

Office Mobile for Office 365 Subscribers

WHAT	Office Mobile for iPhone to access, view and edit Office documents on your mobile device, via a free download on the Apple App Store
WHO	Rights to Office Mobile for iPhone are included with Qualifying Office 365 Subscriptions
HOW	Activate your Office 365 Subscription Download the Office Mobile app from the Apple App Store Sign into Office Mobile using our Office 365 user name and password Use Office Mobile on up to 5 devices

Available with:

Office 365 Midsize Business

Office 365 Enterprise Plans E3 and E4

Office 365 ProPlus
(including Education and Government Office 365 subscriptions with Office desktop applications)

Questions?

AOB

SKU Number	SKU Name
J6U-00010	Office365M1-seat ShrdSvr ALNG SubsVL OLV NL 1Mth AP
J6U-00011	Office365M1-seat ShrdSvr SNGL SubsVL OLV NL 1Mth AP
J6U-00012	Office365M1-seat ShrdSvr SNGL SubsVL OLP NL 1Mth Qlfd
J9U-00010	Office365M5-seat ShrdSvr ALNG SubsVL OLV NL 1Mth AP
J9U-00011	Office365M5-seat ShrdSvr SNGL SubsVL OLV NL 1Mth AP
J9U-00012	Office365M5-seat ShrdSvr SNGL SubsVL OLP NL 1Mth Qlfd
K2U-00010	Office365M25-seat ShrdSvr ALNG SubsVL OLV NL 1Mth AP
K2U-00011	Office365M25-seat ShrdSvr SNGL SubsVL OLV NL 1Mth AP
K2U-00012	Office365M25-seat ShrdSvr SNGL SubsVL OLP NL 1Mth Qlfd
K3U-00010	Office365M50-seat ShrdSvr ALNG SubsVL OLV NL 1Mth AP
K3U-00011	Office365M50-seat ShrdSvr SNGL SubsVL OLV NL 1Mth AP
K3U-00012	Office365M50-seat ShrdSvr SNGL SubsVL OLP NL 1Mth Qlfd

What should a partner order to activate 87 seat organisation?

Product	PO Quantity	O365 Seats Subtotal
OFFICE 365 M 1-SEAT	2	2
OFFICE 365 M 5-SEAT	2	10
OFFICE 365 M 25-SEAT	1	25
OFFICE 365 M 50-SEAT	1	50
		87

87 seats (users) will be activated together as one O365 Subscription (tenant)

SKU Number	SKU Name
5GV-00002	Off365MdszBsnssOpen ShrdSvr SNGL SubsVL OLV NL 1Mth AP
5GV-00001	Off365MdszBsnssOpen ShrdSvr ALNG SubsVL OLV NL 1Mth AP
5GV-00003	Off365MdszBsnssOpen ShrdSvr SNGL SubsVL OLP NL Annual Qlfd

Office 365 Open SKUs–Available September 1st

OFFER / PRODUCT	COMMERCIAL			GOVERNMENT			ACADEMIC	
	OPEN	OV	OVS	OPEN	OV	OVS	OPEN	OVS-ES
Office 365 E1 + Archiving				●	●	●		
Office 365 A3 for Faculty							●	●
Office 365 A3 for Students								●
Office 365 ProPlus Open	●	●	●	●	●	●		
Office 365 ProPlus Open for Faculty							●	●
Office 365 ProPlus Open for Students								●
Office 365 Plan E1 Open	●	●	●	●	●	●		
Office 365 Plan E3 Open	●	●	●	●	●	●		
Exchange Online Plan 1 Open	●	●	●	●	●	●		
Exchange Online Protection Open	●	●	●	●	●	●		

Difference Service Options

Features across Office 365 options

Feature	Exchange Server 2013	Office 365 Small Business	Office 365 Small Business Premium	Office 365 Midsize Business	Office 365 Enterprise E1 Office 365 Education A2 Office 365 Government G1	Office 365 Enterprise E3 Office 365 Education A3 Office 365 Government G3	Office 365 Enterprise E4 Office 365 Education A4 Office 365 Government G4	Office 365 Enterprise K1 Office 365 Government K1
Planning and Deployment								
Hybrid deployment supported	Yes	No	No	Yes	Yes	Yes	Yes	Yes
IMAP migration supported	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Cutover migration supported	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Staged migration supported	No	No	No	Yes	Yes	Yes	Yes	Yes
Permissions	**Exchange Server 2013**	**Office 365 Small Business**	**Office 365 Small Business Premium**	**Office 365 Midsize Business**	**Office 365 Enterprise E1 Office 365 Education A2 Office 365 Government G1**	**Office 365 Enterprise E3 Office 365 Education A3 Office 365 Government G3**	**Office 365 Enterprise E4 Office 365 Education A4 Office 365 Government G4**	**Office 365 Enterprise K1 Office 365 Government K1**
Role-Based Permissions	Yes	No RBAC customization. Default roles only.	Yes	Yes	Yes	Yes	Yes	No
Role Groups	Yes	No RBAC customization. Default roles only.	Yes	Yes	Yes	Yes	Yes	No
Role Assignment Policies	Yes	No RBAC customization. Default roles only.	Yes	Yes	Yes			
Message Policy, Recovery and Compliance	**Exchange Server 2013**	**Office 365 Small Business**	**Office 365 Small Business Premium**					

technet.microsoft.com/en-us/library/office-365-service-descriptions.aspx

Your ideas please…

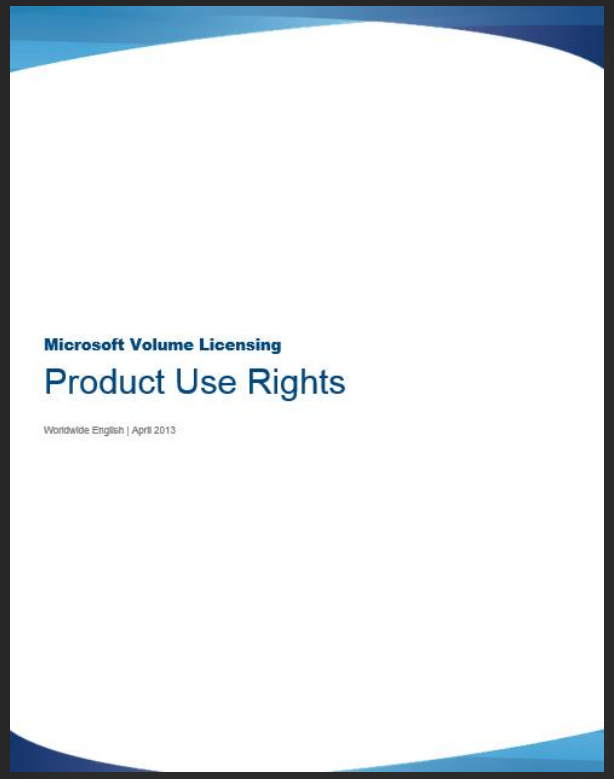
v-davic@Microsoft.com

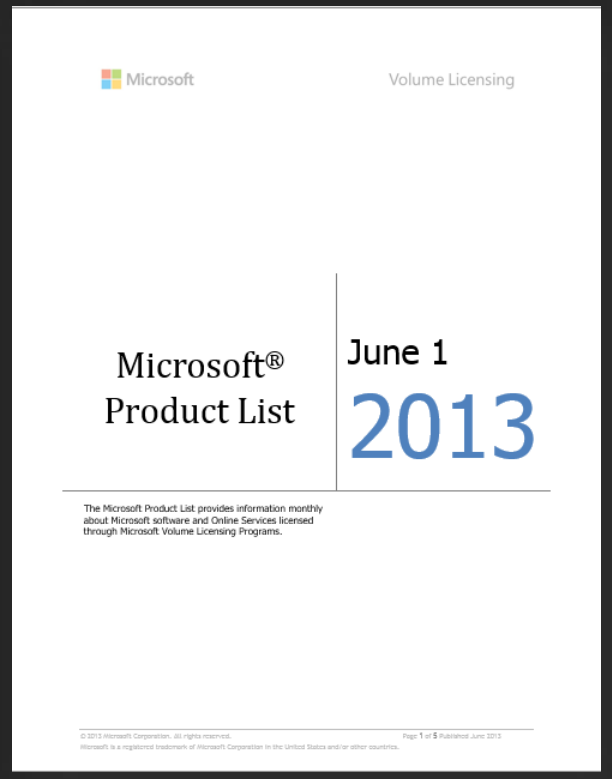
http://www.bbc.co.uk/news/technology-23530337

Resources

Resources

www.microsoft.com/en-in/licensing/about-licensing/product-licensing.aspx

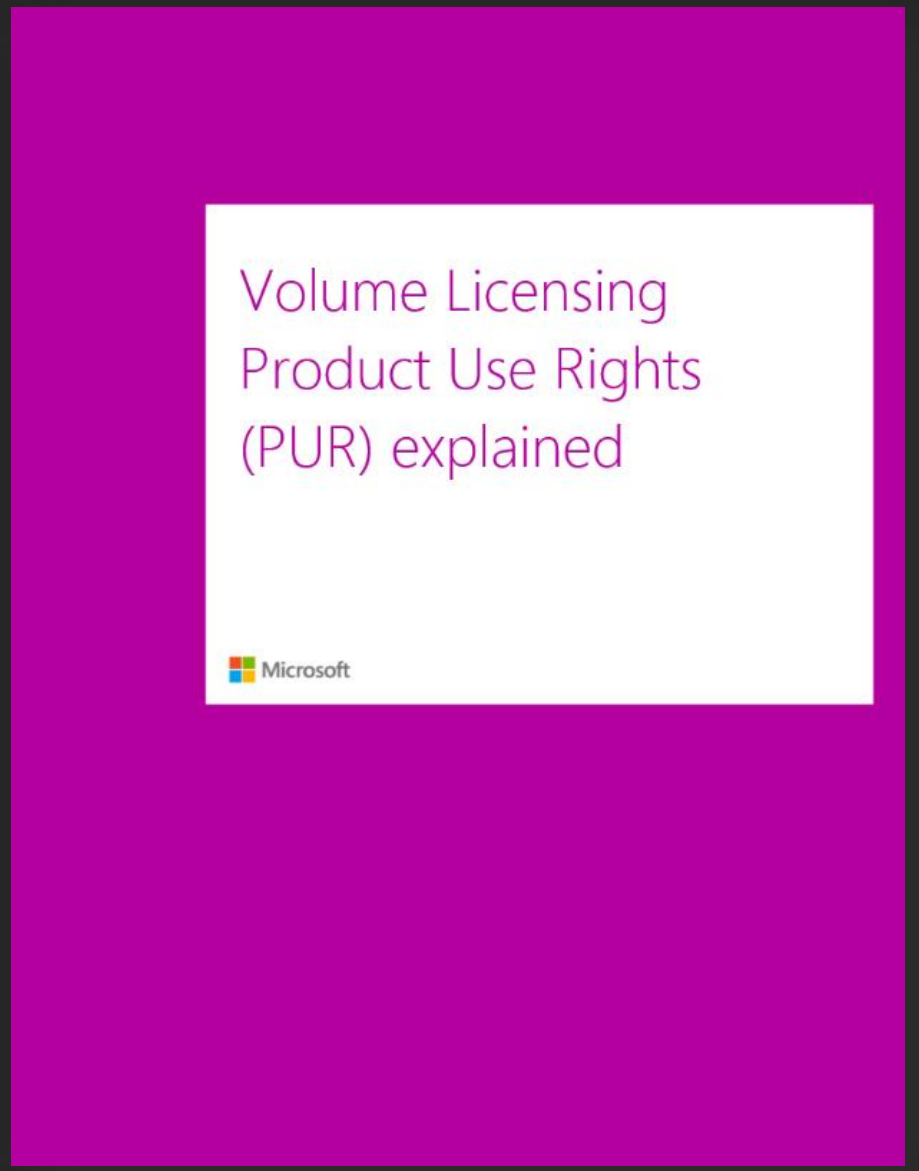




Resources

The PUR Explained

http://aka.ms/zeabka



Resources

Customer Licensing Education Services

http://aka.ms/cz13p4

When	What	Where
20 August	Licensing Product & Program Fundamentals (public sector)	London
30 August	Licensing Product & Program Fundamentals	London
23 September	Licensing Product & Program Fundamentals	London
30 October	Licensing Product & Program Fundamentals	London
19 November	Licensing Product & Program Fundamentals (public sector)	London
18 December	Licensing Product & Program Fundamentals	London
22 January 2014	Licensing Product & Program Fundamentals	London
26 February 2014	Licensing Product & Program Fundamentals (public sector)	London
18 March 2014	Licensing Product & Program Fundamentals	London
30 April 2014	Licensing Product & Program Fundamentals	London
28 May 2014	Licensing Product & Program Fundamentals (public sector)	London
18 June 2014	Licensing Product & Program Fundamentals	London

Microsoft