

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 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

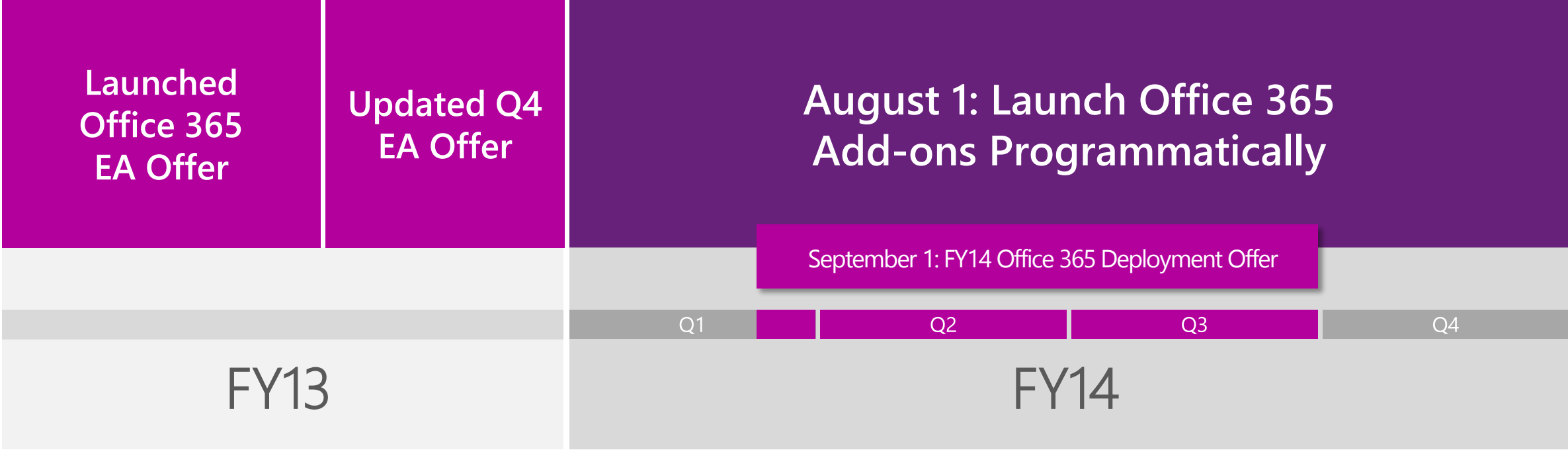
**Kellogg's**

**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

<p><b>Office 365 Add-Ons</b></p> <p>+</p>	<p><b>E4 Add-on</b> \$3.50  <b>E3 Add-on</b> \$2.00</p> <p>+</p>	<p><b>E4 Add-on</b> \$7.00  <b>E3 Add-on</b> \$5.50</p> <hr/> <p>Exchange Plan 1 \$2.00          Lync Plan 1 \$1.00          SharePoint Plan 1 \$1.50</p> <p>+</p>	<p><b>E4 w/o ProPlus</b> \$7.00  <b>E3 w/o ProPlus</b> \$5.50</p> <p>+</p>	<p><b>E4 w/o ProPlus</b> \$7.00  <b>E3 w/o ProPlus</b> \$5.50  <b>E1</b> \$4.00</p> <hr/> <p>Exchange Plan 1 \$2.00          Lync Plan 1 \$1.00          SharePoint Plan 1 \$1.50</p> <p>+</p>
<p>EA License Position</p>	<p>ECAL          +          Office</p>	<p>Core CAL          +          Office</p>	<p>Core CAL          +          Office 365 ProPlus</p>	<p>Office 365 ProPlus Subscription</p> <p>+</p> <p>Core CAL Only</p>

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



Experience Value Early  
New Cloud Experience

Deploy



Real World Benefits  
Broad Production Use

Enhance



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



<b>Who</b>	<b>Customers who buy 150+ Seats of Office 365</b> Enterprise plans and Exchange Online	<b>Deployment Can Include:</b>  IT led migration Customer domain Directory sync Password sync Admin migrations OnRamp
<b>What</b>	<b>FastTrack Deployment Activities</b> Deployment partner reimbursed \$20K for 1,000+ seats, \$12K for 250-999 seats, \$5K for 150-249 seats	
<b>When</b>	September 1, 2013 – March 31, 2014	

# Recap & Resources

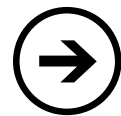


Office 365 Add-ons are now an integral part of the EA

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?



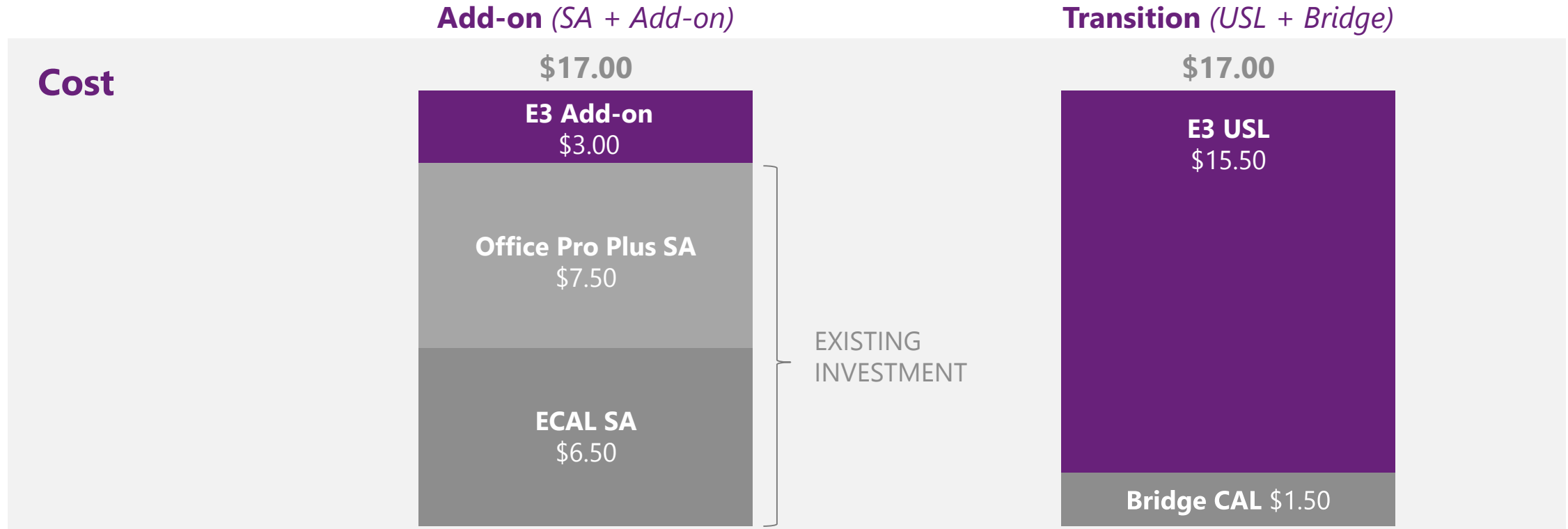
▶ Do EA customers with Office and/or Windows only component EAs qualify to buy Add-ons?

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



## 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 365 Add-on versus Transition in the EA

## Add-on (SA + Office 365 Add-on)

## Transition (Office 365 USL + Bridge)

<b>Overview</b>	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
<b>EA Impact</b>	<b>EA unchanged.</b> EA licensing requirements remain unchanged, and customers: <ul style="list-style-type: none"><li>License all Qualified Users / Devices per existing EA (e.g., CAL Suites, Office Pro Plus, etc.)</li><li>Maintain SA and receive all SA benefits (e.g., new version rights, vouchers, etc.)</li></ul>	<b>EA changes.</b> EA licensing changes to accommodate per user licensing for Office 365 services <ul style="list-style-type: none"><li>Transition CAL Suite + Office Pro Plus licenses to Office 365 USL + Bridge CAL</li><li>Office 365 USL licensed per user; only true-up Bridge CALs and Windows per EA Transition rules</li></ul>
<b>EA True-ups</b>	<b>Additional Products.</b> Add-ons are Additional Products and do not satisfy underlying EA requirements  All new Qualified Users / Devices must be true-up per existing EA (e.g., CAL Suites, Office Pro Plus, etc.)	<b>Enterprise Online Service.</b> 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*
<b>Office 365 Use Rights</b>	<b>Limited per user.</b> Add-ons license users for Office 365 services on non-Qualified Devices, and Qualified Devices already licensed under the EA (up to five total)	<b>Full per user.</b> 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 ( <i>Windows Upgrade/Office/Core CAL</i> ) <ul style="list-style-type: none"><li>▶ <i>Per device EA</i></li><li>▶ <i>1000 Qualified Devices</i></li><li>▶ <i>1000 Qualified Users</i></li></ul>
2	License 100 users for Office 365 E3 with Add-ons in Y1
3	Move 50 users back to on-premises at Y2 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.

## 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.

# Scenario 2: Adding new Qualified Devices



## Customer:

1	1000 Pro Desktop SA ( <i>Windows Upgrade/Office/Core CAL</i> ) <ul style="list-style-type: none"> <li>▶ <i>Per device EA</i></li> <li>▶ <i>1000 Qualified Devices</i></li> <li>▶ <i>1000 Qualified Users</i></li> </ul>
2	License 100 users for Office 365 E3 with Add-ons in Y1
3	Add 100 Qualified Devices in Y2 <ul style="list-style-type: none"> <li>▶ <i>60 devices used by Office 365 E3 USL users</i></li> <li>▶ <i>40 devices used by those with Add-ons</i></li> </ul>

## 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

## 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

# 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 ( <i>Windows Upgrade/Office/Core CAL</i> ) <ul style="list-style-type: none"> <li>▶ <i>Per device EA</i></li> <li>▶ <i>1000 Qualified Devices</i></li> <li>▶ <b>1200 Qualified Users</b></li> </ul>
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 <ul style="list-style-type: none"> <li>▶ <i>900 additional Office 365 E3 Add-ons</i></li> <li>▶ <i>200 E3 Office 365 USLs</i></li> </ul>

## 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

# 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

Office 365 Outlook Calendar People Newsteed SkyDrive Sites ... Admin Alan Smith

licenses

subscriptions purchase services

SUBSCRIPTION	QUANTITY	COST	TERM END DATE	PLAN OPTIONS
Microsoft Office 365 (Plan P1)	5 user licenses	\$30.00 / month	Auto – renews January 21, 2013	<a href="#">Switch plans</a>
Office 365 ProPlus (Month to Month)	25 user license	\$375.00 / month	Auto – renews March 8, 2013	No options <a href="#">Learn more</a>

resources

- [Learn about managing your subscriptions](#)
- [Learn about assigning licenses to user accounts](#)
- [Optional privacy and security contractual supplements](#)

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# Choose the New Plan

Options available depend on the original plan

The screenshot shows the 'Choose a new plan' page in the Office 365 admin center. The top navigation bar includes 'Office 365', 'Outlook', 'Calendar', 'People', 'Newsfeed', 'SkyDrive', 'Sites', 'Admin', and the user name 'Alan Smith'. The main heading is 'Choose a new plan', followed by instructions to choose a new plan and compare pricing. A warning states that switching from a Small Business plan to a Midsize or Enterprise plan is irreversible. Three plan options are listed on the left, each with a radio button and a price per user per month. On the right, the 'Current subscription' is shown as 'Microsoft Office 365 (Plan K1)' with 5 licenses at \$30.00/month. Below that, the 'New subscription after switching plans' section is currently empty. At the bottom, there are 'next' and 'cancel' buttons, with a note to click 'Next' to review the order.

Office 365 Outlook Calendar People Newsfeed SkyDrive Sites ... Admin Alan Smith

### Choose a new plan

Choose a new plan on the left, and compare pricing information on the right. [Learn more about switching plans.](#)  
Important: If you switch from an Office 365 Small Business plan to any Office 365 Midsize or Office 365 Enterprise plan, you cannot switch back to your previous subscription.

- Microsoft Office 365 (Plan E4)  
For businesses that need full productivity, communication and collaboration tools with the familiar Office suite, including Office Web Apps and on-premises server rights to information protection and enterprise voice capabilities. [Learn more](#)  
\$22.00 user/month
- Microsoft Office 365 (Plan E3)  
The best plan for businesses that need full productivity, communication and collaboration tools with the familiar Office suite, including Office Web Apps. [Learn more](#)  
\$20.00 user/month
- Microsoft Office 365 (Plan E1)  
For businesses that need communication and collaboration tools and the ability to read and do lightweight editing of documents with the Office Web Apps. [Learn more](#)  
\$8.00 user/month

**Current subscription**  
Microsoft Office 365 (Plan K1)  
5 user licenses \$30.00 per month

**New subscription after switching plans**  
No plan selected yet.

[next](#) [cancel](#)

Click Next review your order and check out.

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# Payment

Paying for the new subscription

The screenshot shows the Office 365 checkout interface. At the top, there is a navigation bar with 'Office 365' on the left and 'Outlook', 'Calendar', 'People', 'Newsfeed', 'SkyDrive', 'Sites', 'Admin', and 'Alan Smith' on the right. Below the navigation bar, a 'checkout' sidebar lists four steps: 'prepare', 'review' (highlighted in blue), 'legal agreement', and 'payment'. The main content area is titled 'Review your order' and displays a summary of the purchase. The items listed are 'Office 365 Enterprise E3 | 1 year term' (with 'Edit' and 'Remove' links) and '5 user licenses'. A price table shows a subtotal of \$100.00, a tax of \$9.50, and a total of \$109.50. Below the table are three buttons: 'back', 'next' (highlighted in blue with a mouse cursor), and 'cancel'. To the right of the price table, there are sections for 'company address', 'service usage address', and 'partner information', each with an 'edit' or 'add' link. At the bottom of the page, there is a footer with the Microsoft logo, copyright information, and links for 'Legal' and 'Privacy'.

Office 365 Enterprise E3 | 1 year term  
Edit | Remove

5 user licenses

subtotal	\$100.00
tax	\$9.50
<b>total</b>	<b>\$109.50</b>

All prices are per month

company address  
one microsoft way  
Redmond WA 98052

service usage address  
one microsoft way  
Redmond WA 98052  
edit

partner information  
add

back next cancel

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# Processing

There are four steps for processing

Office 365 Outlook Calendar People Newsfeed SkyDrive Sites ... Admin Alan Smith

## switching plans: status

While your plan is being switched, admins can't use the Office 365 portal, but users can still access their services.  
[See more details about switching plans](#)

- ✓ 1. Order placed  
2/25/13 3:45PM PST
- ✓ 2. Getting subscription set up  
2/25/13 3:47PM PST, Confirmation# 456545sda54845264fd8
- ⌄ 3. Re-assigning user licenses  
In order to complete the license reassignment, you must keep your browser opened.
4. Completed

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# Office Mobile

# Office Mobile for Office 365 Subscribers



<b>WHAT</b>	Office Mobile for iPhone to access, view and edit Office documents on your mobile device, via a free download on the Apple App Store	<b>Available with:</b>  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)
<b>WHO</b>	Rights to Office Mobile for iPhone are included with Qualifying Office 365 Subscriptions	
<b>HOW</b>	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	

Questions?



AOB



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



# 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
<b>Planning and Deployment</b>								
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
<b>Permissions</b>	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	Yes	Yes	Yes
<b>Message Policy, Recovery and Compliance</b>	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

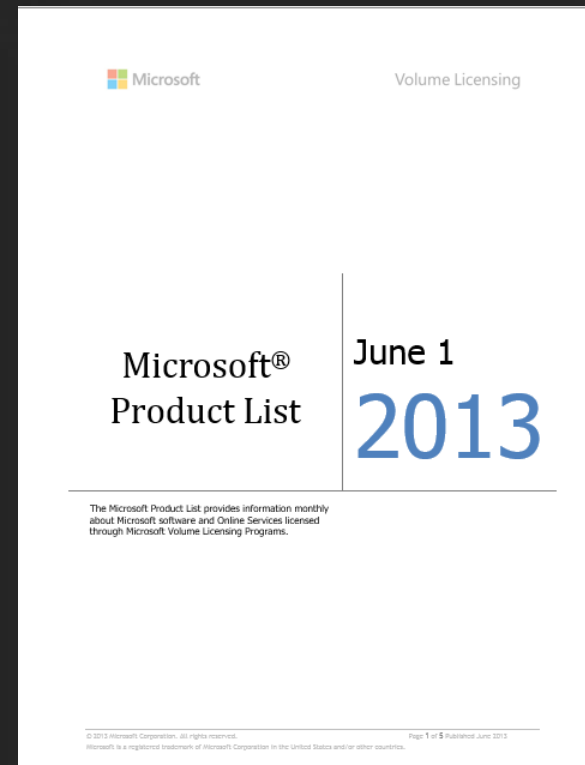
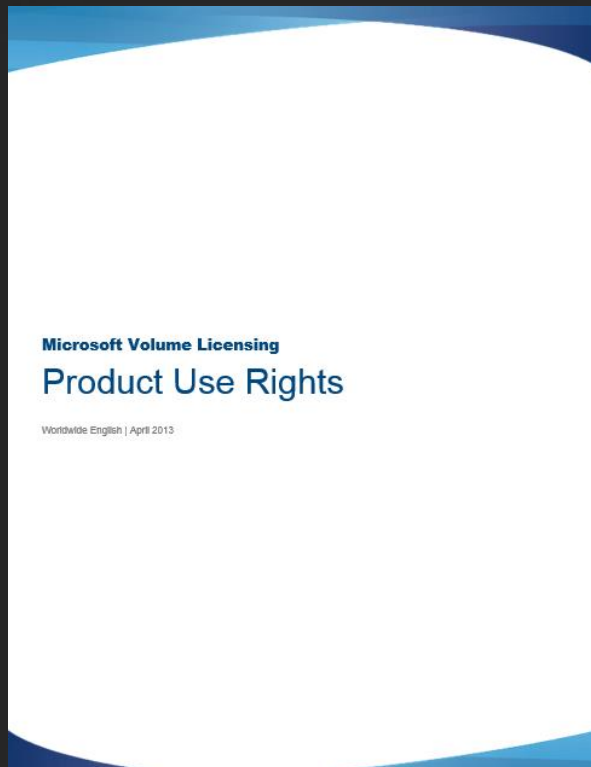
Your ideas please...

v-davic@Microsoft.com

# Resources

# Resources

[www.microsoft.com/en-in/licensing/about-licensing/product-licensing.aspx](http://www.microsoft.com/en-in/licensing/about-licensing/product-licensing.aspx)





# Resources

## The PUR Explained

<http://aka.ms/zeabka>



Volume Licensing  
Product Use Rights  
(PUR) explained



# 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



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