

Licensing Expert Series

# Licensing Office 2013 & Office 365

# Agenda

- ▶ Trends
- ▶ The New Office and Office 365
- ▶ Project 2013 & Visio 2013
- ▶ Office 2013 Servers, CALs & CAL Suites
- ▶ Software Assurance Migrations and Transitions
- ▶ Office 365 Add-ons and Transitions
- ▶ Customer Scenarios
- ▶ Next Steps
- ▶ Assessment

# Trends impacting the way we work

## Devices



1 billion

smartphones, 4 years  
ahead of predictions

## People



For the first time in modern  
history, **workplace  
demographics now** span

**3 generations**

## Cloud



50%

of enterprise customers  
are **"on the road"** to  
cloud

# Office Productivity

Essential for business and consumers

Comprehensive tools to do  
your best work



Enterprise-grade cloud  
services





# Introducing the New Office



Your familiar Office applications and documents, business-grade email, calendar, and video conferencing across nearly all your devices – from PCs to smartphones to tablets.

## Cloud Services

 **Office 365**

Always up-to-date  
Office + Cloud Services

## On-Premises

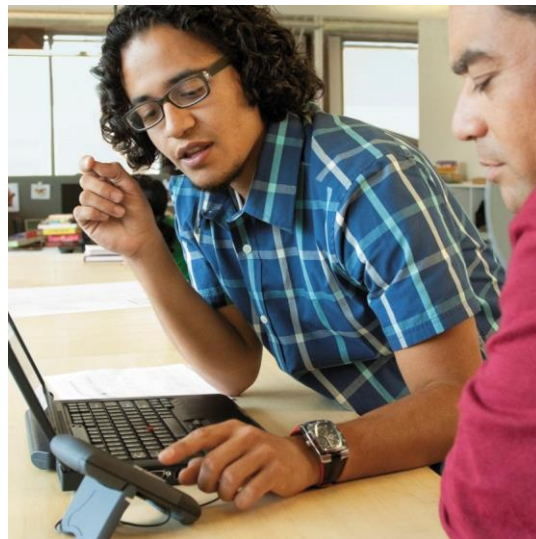
 **Office**

2013 versions  
Office on-premises/perpetual

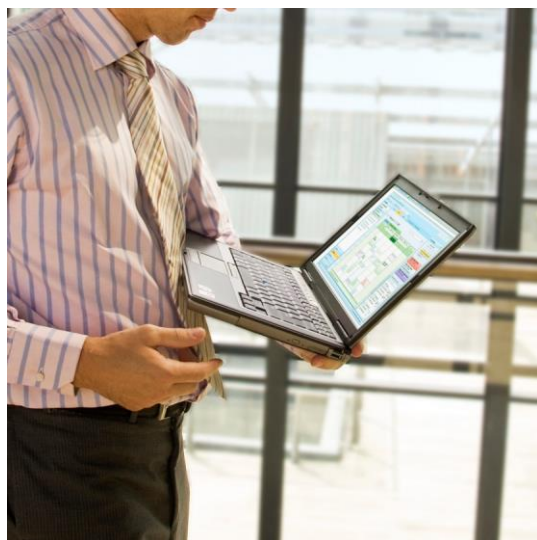
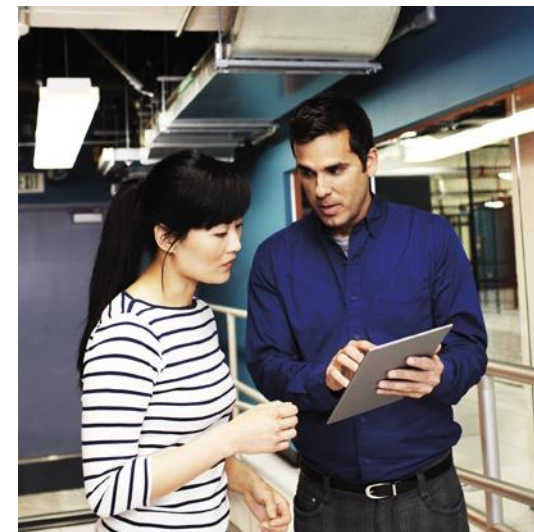
# Value of the New Office



Anywhere  
Access



Look  
Professional



Work  
Together



Security and  
Reliability



# Features of the New Office

1. Fast and fluid experience with touch, pen, mouse & keyboard
2. Immersive touch-optimized Windows 8.1 apps
3. Optimized for the cloud
4. Edit PDF content easily with PDF reflow
5. Excel: Flash fill, Recommended charts, PowerView
6. Social: Multi-party HD Video, Skype federation, newsfeeds and people card

# Office 2013 On-Premises Commercial Suites

OFFICE SUITES	BEST FOR HOME USE AND HOME-BASED BUSINESS USE		OPTIMIZED FOR BUSINESS USE	
	OEM & FPP (RETAIL) LICENSING		VOLUME LICENSING ONLY	
	Home and Business 2013	Professional 2013	Standard 2013	Professional Plus 2013
WORD	•	•	•	•
EXCEL	•	•	•	•
POWERPOINT	•	•	•	•
ONENOTE	•	•	•	•
OUTLOOK	•	•	•	•
PUBLISHER		•	•	•
ACCESS		•		•
LYNC				•
INFOPATH				•
OFFICE WEB APPS	Microsoft-hosted on SkyDrive		•	•



Office 365

# Office 365 At a Glance

## Office 365

Always the latest version of Office and Office Web Apps  
Complete Office experience with services integration  
Familiar Office user experience  
Per-user licensing

## Lync Online

Online meeting with desktop sharing  
IM & Presence across firewalls  
GAL/Skill search in SharePoint  
Windows Live federation



Office 365

## SharePoint Online

Access documents offline  
Document-level permissions  
My Sites to manage and share documents  
Share documents securely with Extranet Sites

## Exchange Online

Free/busy coexistence  
Integrated personal archiving  
Retention policies and legal hold  
25 GB mailbox with voicemail & unified messaging

# Office 365 Enterprise



Enterprise offers provide the greatest range of flexibility and control for customers with sophisticated needs

## CUSTOMER PROFILE

Sophisticated IT

Enterprise-grade features

Range of needs across users

Typically 250+ users

### Advanced Admin Portal

Active Directory  
Push deployment of Office Client  
Enable hybrid deployments

### Enterprise Features

Archiving and Legal Hold  
Rights Management

### Office 365 ProPlus

Business intelligence  
Roaming and mobile access

### Email, Collaboration and Communication

Range of offers to meet needs of different users  
Includes standalones, kiosk and Enterprise suites

# Office 365 Enterprise Suites

Exchange, SharePoint and Lync work together to provide even more value in the Enterprise Suites.



	K1	E1	E3	E4
Email, Calendar	25 GB	50 GB	50 GB	50 GB
IM and Presence		•	•	•
Office Web Apps	•	•	•	•
Collaboration		Up to 3000 sites	Up to 3000 sites	Up to 3000 sites
Voicemail, Archiving, Data Loss Prevention			•	•
Excel/Access/Visio Services			•	•
Rights Management			•	•
Office 365 ProPlus			•	•
Enterprise Voice				•
Price	\$4	\$8	\$20	\$22



# Targeted Offers and Availability

Providing the productivity tools businesses need, including full Office client



## IT Profile

- IT Console
- Support
- Office Deployment
- Office Web Apps and Collaboration
- Active Directory
- Virtual Meetings
- Archiving, Legal Hold, Data Loss Prevention
- Excel/Access/Visio Services
- Voicemail, Rights Management

Midsize Business	Enterprise E3
IT Generalist (10-250 users)	IT Specialist/IT Partner (250+)
Full	Advanced
Business Hours Phone Support	24x7 support, priority response
Click to Run	Push, Click to Run
20 sites	3000 sites
•	•
•	•
	•
	•
	•

# Office Suites

	Office Standard	Office Professional Plus	Office 365 ProPlus
<b>Applications</b>			
Word	•	•	•
Excel	•	•	•
PowerPoint	•	•	•
OneNote	•	•	•
Outlook*	•	•	•
Publisher	•	•	•
Windows 8 Apps	•	•	•
Office H&S 2013 RT	•	•	•
Office Web Apps	•	•	•
Access		•	•
Lync		•	•
InfoPath		•	•
<b>Enterprise Value</b>			
Group Policy	•	•	•
Volume Activation	•	•	•
VDI	•	•	•
RDS	•	•	
App Telemetry	•	•	•
Compliance & Archiving		•	•
Business Intelligence		•	•
Enterprise Voice		•	•
<b>Subscription Value</b>			
Push, Click to Run deployment			•
Version Upgrades	SA Only	SA Only	•
Roaming Apps			•
<b>License Type</b>			
License Type	Perpetual per Device	Perpetual per Device	Subscription Per User
PC/Mac Installs	2	2	5
Mobile Installs	N/A	N/A	5
<b>Price</b>	No Change	No Change	No Change

\* Outlook in Office Standard will not work with Exchange Online due to lack of Personal Archiving

# Office Suite Changes

SA  
Migration Path



• = Existing      • = New      • = Discontinued

\* Business Contacts Manager for Outlook will be available as a free download going forward

\*\* SharePoint Workspace will be discontinued; Skydrive Pro, offering the same functionality, will be available as a free download

# Stand-Alones

Existing SKU/Feature  
New SKUs/Features

	Plan	Includes
Exchange	Exchange Online Kiosk	1GB email, calendar
	Exchange Online (Plan 1)	25 GB Email, calendar, personal archive, eDiscovery, AV/AS, team mailboxes
	Exchange Online (Plan 2)	Unlimited archive, voicemail, advanced archiving, data loss prevention, encryption
	Exchange Online Protection	Protection from spam, viruses, phishing and policy violations
	Exchange Online Archiving	Legal hold and compliance
SharePoint	Yammer Enterprise	Directory Sync, keyword monitoring and content management, export data for eDiscovery,
	SharePoint Online (Plan 1)	Collaboration with sites, drag and drop, team mailboxes
	SharePoint Online (Plan 2)	Forms, Data visualization, Access/Excel/Visio Services, eDiscovery, Compliance, PowerView,
	SharePoint Online (Plan 1) with Yammer	Collaboration with sites, drag and drop, team mailboxes, Yammer Enterprise
	SharePoint Online (Plan 2) with Yammer	Forms, Data visualization, Access/Excel/Visio Services, eDiscovery, Compliance, PowerView, Yammer Enterprise
	SharePoint Online Storage	Additional 1GB of storage
Lync	Lync Online (Plan 1)	Presence, instant messaging, and peer-to-peer voice and video, Skype federation
	Lync Online (Plan 2)	Lync Meetings, multi-view video, Lync Room Systems
	Lync Online (Plan 3)	PSTN access
Office	Office Web Apps with SharePoint Online (Plan 1)	Web Apps, collaboration with sites, fast search, drag and drop, team mailboxes
	Office Web Apps with SharePoint Online (Plan 2)	Web Apps, Forms, Data visualization, Access/Excel/Visio Services, eDiscovery, Compliance, PowerView
	Office 365 ProPlus	Office subscription, PC/Mac, roaming, mobile rights






# New Services

	Plan	Includes
Visio	Visio Pro for Office 365	Subscription version of the advanced diagramming software, including roaming access and click to run
Project	Project Pro for Office 365	Subscription version of Project Professional client software with roaming access and click to run
	Project Online	Online-only version of project server, delivering enterprise Project, Program and Portfolio Management
	Project Online with Project Pro for Office 365	Subscription version of Project Professional client with online capabilities of Project Online

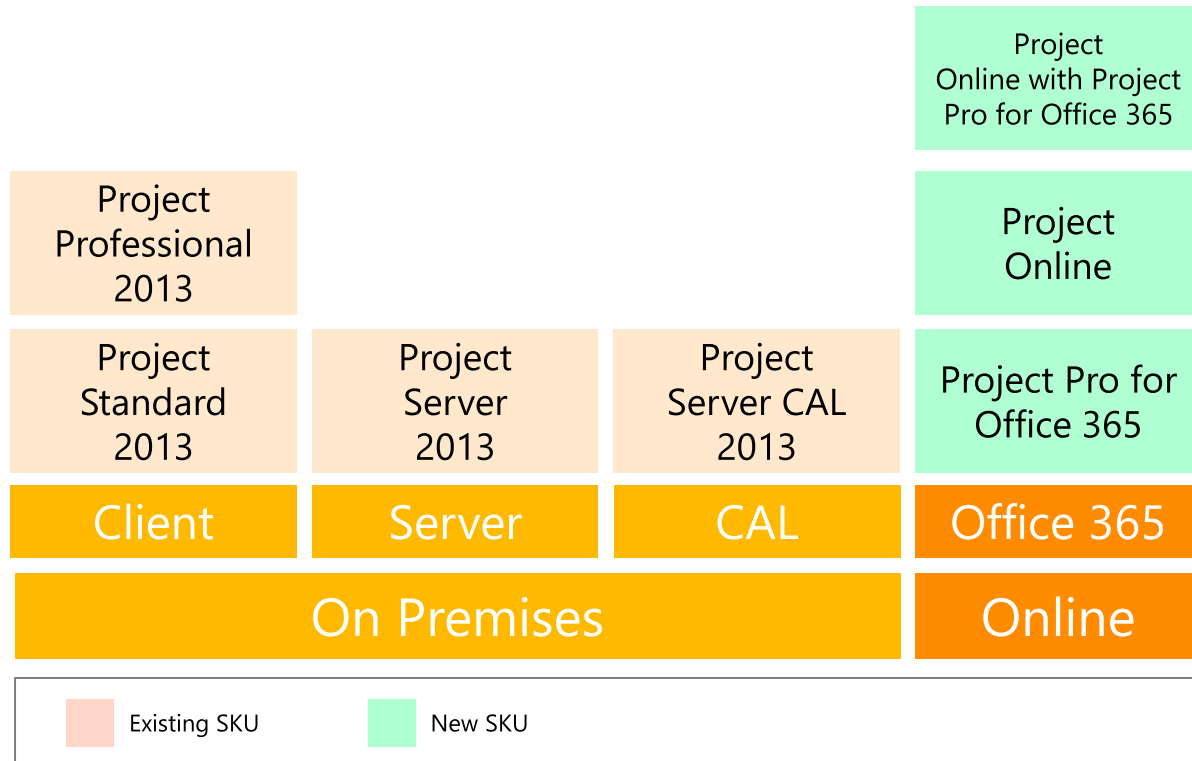
# Channel Availability

Multiple ways to acquire Office

	Office Standard	Office Professional Plus	Office 365 ProPlus
			
Select	•	•	
Open	•	•	•
EA		•	•
Advisor			•
MOSA			•
Syndication			•

# Project 2013 and Visio 2013

# Project Overview



## Highlights

New client application and services for Office 365

No major license changes for on premises

## Project Server Technical & License Dependencies

No changes to dependencies for on premises deployments



# Project Features

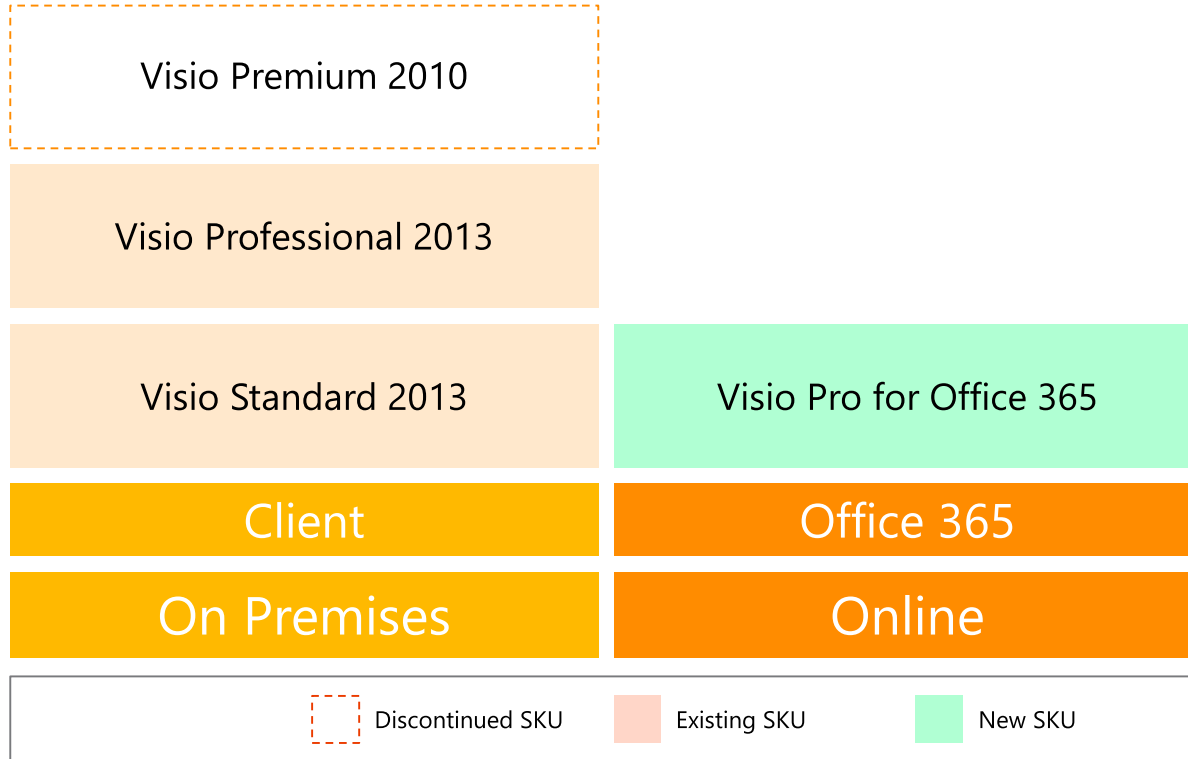
	Project Standard 2013	Project Professional 2013	Project Pro for Office 365	Project Server/CAL 2013	Project Online	Project Online with Project Pro for Office 365
<b>Capability</b>						
Project scheduling & costing	●	●	●			●
SharePoint task sync		●	●			●
Lync presence		●	●			●
Project Server sync		●	●			●
Enterprise project management				●	●	●
Enterprise program management				●	●	●
Enterprise portfolio management				●	●	●
<b>Enterprise Value</b>						
Group Policy	●	●	●			●
Volume Activation	●	●	●			●
VDI	●	●	●			●
<b>Subscription Value</b>						
Click to Run Deployment			●			●
Version Upgrades	SA Only	SA Only	●			●
Roaming Apps			●			●
Transitions rights		EA 2011		EA 2011		
<b>License Type</b>						
License Type	Perpetual per Device	Perpetual per Device	Subscription Per User	Perpetual User/Device	Subscription Per User	Subscription Per User

On-premises

Online

● : Existing ● : New ● : Discontinued

# Visio Overview



## Highlights

New client application for Office 365

Discontinuing Visio Premium (SA migration to Visio Professional 2013)

## New Features

Visio Premium features included in Visio Professional 2013

# Visio Features

	Visio Standard 2013	Visio Professional 2013	Visio Pro for Office 365
<b>Capability</b>			
Create professional and engaging diagrams	●	●	●
Publish to Visio Services	●	●	●
Diagram co-authoring		●	●
Dynamic, Data driven Shapes		●	●
High value stencils		●	●
<b>Enterprise Value</b>			
Group Policy	●	●	●
Volume Activation	●	●	●
VDI	●	●	●
Terminal Service	●	●	
<b>Subscription Value</b>			
Click to Run Deployment			●
Version Upgrades	SA Only	SA Only	●
Roaming Apps			●
Transitions rights to Visio Pro for Office 365		EA 2011	
<b>License Type</b>			
License Type	Perpetual per Device	Perpetual per Device	Subscription Per User

On-premises

Online

● : Existing ● : New ● : Discontinued

Office 2013 Servers



# Exchange Overview

	External Connector	Exchange Plan 2	Exchange Online Protection
Exchange Enterprise Server 2013	Exchange Enterprise CAL 2013*	Exchange Plan 1	Exchange Online Archiving (Online)
Exchange Standard Server 2013	Exchange Standard CAL 2013	Exchange Online Kiosk	Exchange Online Archiving (For Exchange)
Server	CAL	Office 365	Add Ons
On Premises		Online	
* Additive CAL model		Existing SKU	New SKU

## Highlights

External Connector discontinued and equivalent rights added to server license

ForeFront Online Protection for Exchange becomes Exchange Online Protection (EOP)

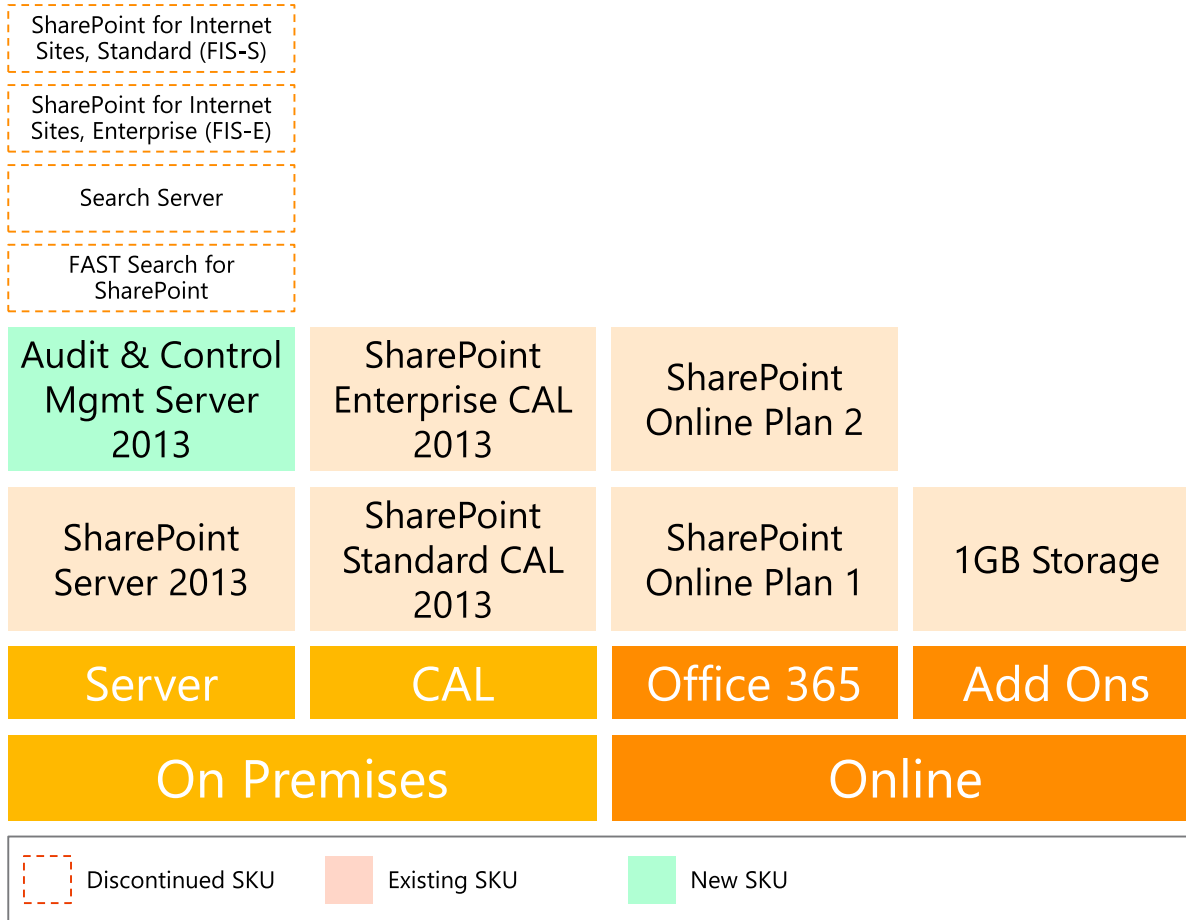
New EOP add on offering

## New Features

New value in Standard CAL/EP1 (AV/AS, site mailboxes)

Enterprise CAL/EP2 also have EOP and Data Loss Prevention

# SharePoint Overview



## Highlights

Consolidating FAST Search into SharePoint

Internet Sites scenario licensed through SharePoint Server (no CALs required for any user)

For Extranet, no CALs required for external users

Audit and Control Management (ACM) licensed through SharePoint ECAL; requires *Microsoft Office Audit and Control Management Server* for deployment




SP Online PALs can edit via Office Web Apps

## New Features

**Enterprise:** E-discovery, ACM, BI (PowerView)

**Standard:** App Catalog and Marketplace, Work Management, Social (Community Site), External Sharing, SharePoint 2013 Workflow

# Lync Overview

	Lync Plus EC	
	Lync Enterprise EC	
	Lync Standard EC	
	Lync Plus CAL 2013*	Lync Online Plan 3 (US/UK only)
Lync Enterprise Server	Lync Enterprise CAL 2013*	Lync Online Plan 2
Lync Standard Server		
Lync Server 2013	Lync Standard CAL 2013	Lync Online Plan 1
Server	CAL	Office 365
On Premises		Online
 Discontinued SKU	 Existing SKU	 New SKU

## Highlights

Consolidating Standard and Enterprise Servers

New Lync Server will be same price as Lync Server 2010 Enterprise Edition

External Connector discontinued and equivalent rights added to server license

## New Features

Skype IM/P/voice/video in all CALs and USLs

Lync Room Systems in Enterprise CAL and Plans 2&3

Lync Multi-view Video in Enterprise CAL and Plans 2&3

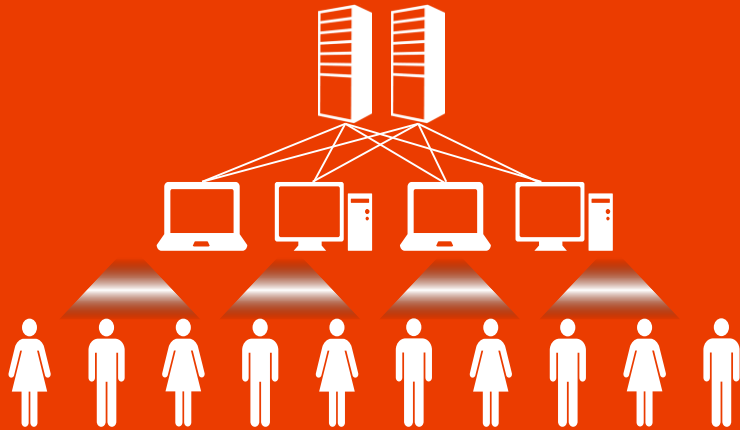
Hybrid voice (Lync Online Connector) in Plan 3

# Server CALs & CAL Suites

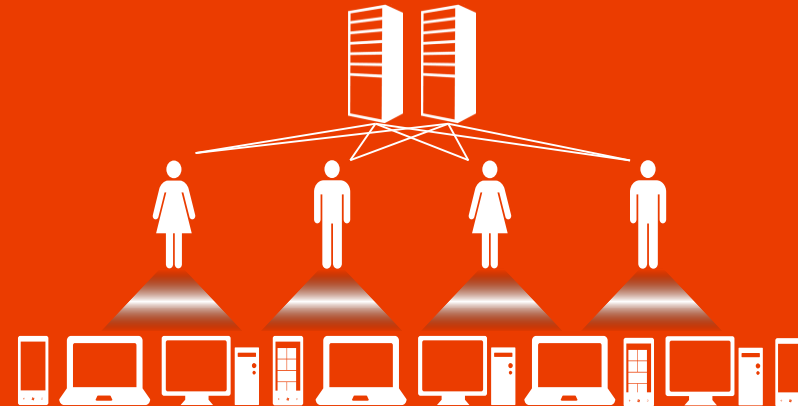
# Selecting CALs

Choosing between User or Device CALs comes down to several factors

Per Device (preferred by 40% of customers)



Per User (preferred by 60% of customers)



May prefer **Device CALs** if...

## Devices

Fewer Devices than Users

## Management

It is easier to count Devices

May prefer **User CALs** if...

## Devices

Fewer Users than Devices

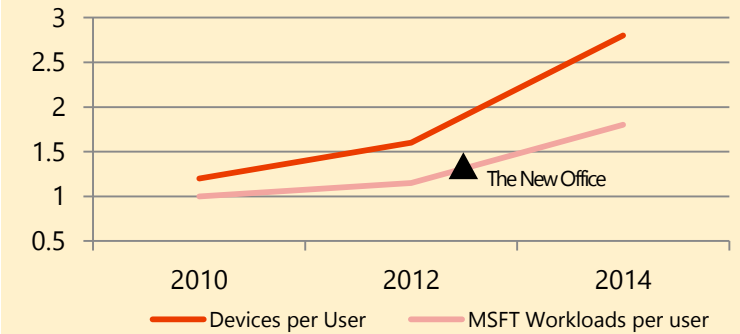
## Management

It is easier to count Users

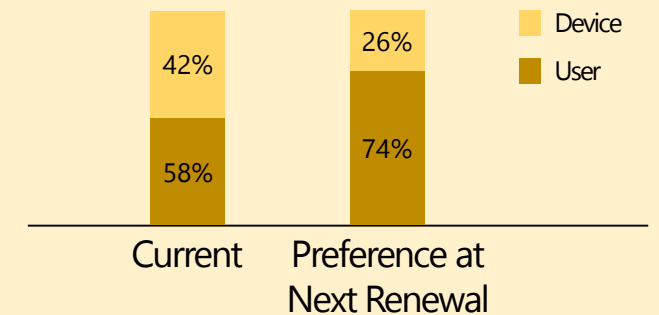
## Platforms

High MS workload usage across devices

## Device & Workload Trends



## CAL Usage & Customer Preference



# CAL Suites

## Enterprise CAL Suite

### Core CAL Suite

Windows Server CAL

Exchange Server Standard CAL

SharePoint Server Standard CAL

Lync Server Standard CAL

System Center Config Manager CAL

System Center Endpoint Protection

Active Directory RMS

Exchange Enterprise CAL w/ Svcs\*

Lync Enterprise CAL

SharePoint Enterprise CAL

System Center Client Mgmt Suite

Forefront Unified Access Gateway

Forefront Protection Suite

Exchange Online Archiving

## CAL Differentiation

User CAL price change

No change to device CAL pricing

## Changes to Forefront

Forefront Protection Suite removed from ECAL Suite and FOPE becomes EOP\*

Forefront UAG removed from ECAL Suite

Forefront Endpoint Protection now System Center Endpoint Protection

## New ECAL Suite Functionality

Investments in compliance with new eDiscovery, legal hold and retention features across ECAL Suite

EOA added to ECAL Suite to help customers drive down the cost of archiving mail and begin to bring cloud-based services to on-premises customers

\* Exchange Enterprise CAL w/services now includes Exchange Online Protection (EOP) and Data Loss Prevention (DLP)



# New CAL Differentiation

We're investing in new device scenarios which enhance the value of the User CAL

## Differentiated CAL Pricing

User CALs **will have a price increase**

Device CAL pricing will **not have a price increase**

### Included Programs

EA, EAS

Select, Select Plus

Open, OV, OVS

ISVR

Government

OEM\*

### Excluded Programs

SPLA

Academic

Charity

## Affected User CALs

Core CAL Suite

Enterprise CAL Suite

Exchange Server Std / Ent CALs

Lync Server Std / Ent / Plus CALs

Project Server CAL

SharePoint Server Std / Ent CALs

System Center 2012 Client Management Suite<sup>1</sup>

System Center Configuration Manager<sup>1</sup>

System Center Endpoint Protection<sup>1</sup>

Visual Studio TFS CAL

Windows Multipoint Server CAL

Windows Server CAL

Windows Server RDS, RMS CAL

\* Only applies to Windows Server CALs

<sup>1</sup> Licensed per user and per OSE (operating system environment)

# SA Migrations and Transitions

# SA Migrations

	Current Product	New Product
Office	Outlook with BCM	Outlook 2013
	SharePoint Workspace*	None
Visio	Visio Premium	Visio Professional 2013
Lync	Lync Server Standard	Lync Server 2013
	Lync Server Enterprise	Lync Server 2013
	Lync Server External Connectors (Std, Ent, Plus)	Lync Server 2013
Exchange	Exchange Server External Connector	Exchange Server Enterprise 2013
SharePoint	Search Server	SharePoint Server 2013 (plus 100 SharePoint 2013 Standard CALs)
	FAST Search Server for SharePoint	SharePoint Server 2013
	SharePoint for Internet Sites Standard	SharePoint Server 2013
	SharePoint for Internet Sites Enterprise	SharePoint Server 2013

\* Customers can get this functionality with SkyDrive Pro (free download); Groove Server, Groove Ent Services will also be discontinued

# Enterprise Agreement and Office 365

# Enterprise Agreement and Office 365



## **The Microsoft Enterprise Agreement**

provides flexibility to meet the current and future needs of companies to move users online, at their own pace, with licensing options for each worker type through a single agreement.

## ***New!* Office 365 Add-Ons**

A simple, low-cost way for customers to add Office 365 services at any time, while maintaining their current Enterprise Agreement and Software Assurance benefits.

## **Transitions**

Option that provides a way for customers to transition to Office 365 services. Transitions provide the optimal long-term licensing option for customers committed to Office 365 services.

# Enterprise Agreement (EA) Program Details

## Enterprise Agreement

250+ desktop PCs	Annual Payments & Reconciliation (True Up)
Software Assurance Included	Perpetual Licenses
3-year Agreement	Purchase licenses as needed
Requires Desktop Enrollment	

## Enterprise Subscription Agreement

250+ desktop PCs	Upfront or Spread Annual Payment
Software Assurance Included	Non-Perpetual Licenses
Subscription Agreement	Organization-wide Option
Requires Desktop Enrollment	





# Terms for Transitions and O365 Add-ons



## **Transitions:**

- Available for both Direct and Indirect EA customers
- Online Subscription is attached to an existing EA and is coterminous
- Billing is through the Enterprise Agreement
- No Online Services subscription minimum applies if the combination of Online Users and on-premises devices meets the minimum 250 Licenses
- Device CALs are eligible for Step-up USLs (User Licenses)
- Most advantageous to buy O365 Step-up USLs on the platform

## **O365 Add-ons:**

- Available for both Direct and Indirect EA customers
- Online Subscription is an Additional Product to an existing EA and is coterminous
- Billing is through the Enterprise Agreement
- No Online Services subscription minimum applies

# Transition details

# Transitions and the Enterprise Agreement

- **Transitions** in the Enterprise Agreement allow for both on-premises and Cloud Services licenses to be used to **satisfy the enterprise-wide commitment** through a combination of Enterprise Products (on-premises) and Enterprise Online Services.



# Licensing Transitions

## Office 365 User Subscription Licenses (USLs) and Bridge CALs



### Transitions offer customers:

- The **optimal long-term licensing option** for customers committed to Office 365
- **EA licensing changes** to accommodate per user licensing for Office 365 services:
  - Transition CAL Suites to Office 365 + Bridge CAL **OR**
  - Transition CAL Suites and Office Professional Plus to Office 365 + Bridge CAL
  - Office 365 USL is licensed per user and customers should true-up Bridge CALs and Windows per EA Transition rules
- Office 365 USLs which are **Enterprise Online Services** that satisfy the underlying EA Enterprise product requirements
- **Coverage for qualified devices** for Office 365 USLs and do not require Office Professional Plus or Core / ECAL Suite licenses
- Coverage for Office 365 USLs on both **qualified and non-qualified devices** (up to a total of five)

# Benefits of Office 365 Transitions



## Transitions Offer True “per user” Licensing

Enterprise Agreement licensing is changed to per user licensing for Office 365 workloads.

A full USL is an Enterprise product and customers reduce their on-premises Enterprise products and fulfill their Enterprise commitment through the Office 365 cloud services USLs.

New Qualified devices accessed by users with Office 365 USLs are covered at True Up and do not require additional licensing



# Commitments

## When using Transitions:

Minimum Purchase Criteria of 250 must be met as part of the Enterprise Agreement's Enterprise-wide commitment through either:

- **Enterprise (Desktop) Enrollment** – Quantities of on-premises Enterprise Products quantities must meet the Qualified Device or User count.
- **Hybrid Enrollment** (or combination of Enterprise Products and Enterprise Online Services) – Quantities of both on-premises Enterprise Products and Enterprise Online Services (acquired via O365 Transitions) must meet the Qualified Device or User count.
- **Enterprise Online Services** – Quantities of Enterprise Online Services (acquired via O365 Transitions) must meet the Qualified User count.



# Office 365 Add-on details



# Licensing Office 365 Add-ons



- **The Enterprise Agreement does not change**
  - Customers continue to maintain Software Assurance and true-up all devices and users like they always would.
  - By maintaining SA, customers maintain all SA benefits (including new version rights for on-premises software)
- **Add-ons are Additional Products added to that unchanged EA.**
  - Add-ons are licensed as additional products, and allow customers to add Office 365 services, without changing the underlying EA.

# Benefits of Office 365 Add-ons

## Office 365 Add-Ons

### Simplicity

- ▶ Enterprise Agreement does not change
- ▶ Customers maintain on-premises licenses and full Software Assurance benefits (i.e., new version rights).
- ▶ Customers maintain true-up motion for all qualified users and/or devices.

### Competitive Pricing

- ▶ Add-on pricing reflects a customer's existing on-premises investments.



Deploying Office 365

# 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.

# Customer Scenarios

# Adding a Component Online Service



Y1

200 P1

New Invoice

Y2

200 Exch Online P1 full USL

Year 2 invoice

Y3

200 Exch Online P1 full USL

Year 3 invoice

Customer has...

1

8,000 Enterprise Desktop

2

Provisions 200 Exchange Online P1 full USL

Invoice at time of addition (deferred if License Reservation)

200 Exchange Online P1 full USL

Year 2 invoice

8,000 Enterprise Desktop

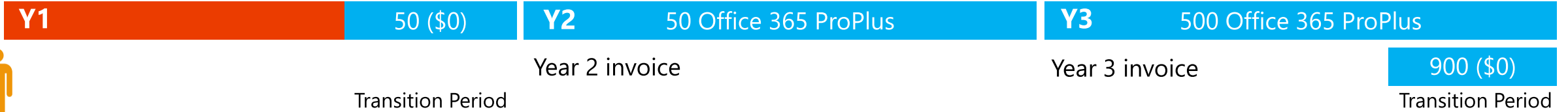
200 Exchange Online P1 full USL

Year 3 invoice

8,000 Enterprise Desktop

200 Exchange Online P1 full USL

# Office Professional Plus to Office 365 ProPlus



Customer has...

- 1,400 Office Professional Plus SA
- Customer moves 50 users to Office 365 ProPlus  
No charge during Transition Period
- Customer moves 450 more users to Office 365 ProPlus at end of year 2
- Customer moves remaining 900 users to Office 365 ProPlus in year 3
- At renewal, customer renews:  
1,400 Office 365 ProPlus

No charge for transition

50 Office 365 ProPlus (\$ 0)

Year 2 invoice:

50 Office 365 ProPlus

1,350 Office Professional Plus SA

Year 3 invoice

500 Office 365 ProPlus

900 Office Professional Plus SA

No charge for transition

900 Office 365 ProPlus (\$ 0)



# Pro Desktop to Office 365 Enterprise E3



Customer has...

- 1 8,000 Professional Desktop SA
- 2 Transitions 2,000 Office Professional Plus SA + Core CAL SA to 2,000 **Plan E3** in year 1 (No charge during transition period)
- 3 Adds 3,000 K1 for **uncovered** manufacturing floor workers in year 2

**Note:**

- If customer is going to E1, Office SA maintained on-premises
- On-premises Components will be platform SKUs

Year 2 invoice

- 6,000 Office Professional Plus SA
- 6,000 Core CAL SA
- 8,000 Win OS SA
- 2,000 Office 365 Plan E3
- 2,000 Core CAL Bridge for Office 365

Invoice at time of addition (deferred if License Reservation)

- 3,000 Office 365 Plan K1

Year 3 invoice

- 6,000 Office Professional Plus SA
- 6,000 Core CAL SA
- 8,000 Win OS SA
- 2,000 Office 365 Plan E3
- 2,000 Core CAL Bridge for O365
- 3,000 Office 365 Plan K1

# Add Users with Office 365 Add-ons

**Y1**

100 Office 365 E1 Add-ons

**Y2**

100 Office 365 E1 Add-ons

**Y3**

100 Office 365 E1 Add-ons

## Customer:

1	<b>1000 Core CAL Suite</b> <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 E1 with Add-ons in Y1

## Invoices:

### At time of addition:\*

100 Office 365 E1 Add-ons to Core CAL

### Y1 anniversary:

1000 Core CAL SA

100 Office 365 E1 Add-ons to Core CAL

### Y2 anniversary:

1000 Core CAL SA

100 Office 365 E1 Add-ons to Core CAL

\* 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.

# Add/Remove Users – O365 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	<b>1000 Pro Desktop SA (Windows Upgrade/Office/Core CAL)</b> <ul style="list-style-type: none"><li>▶ Per device EA</li><li>▶ 1000 Qualified Devices</li><li>▶ 1000 Qualified Users</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.

# Transitioning to Office 365

Y1	Y2	Y3
100 Office 365 E3 Transition (\$0)	100 Office 365 E3 USLs	100 Office 365 E3 USLs

## Customer:

1	<b>1000 Pro Desktop SA (Windows Upgrade/Office/Core CAL)</b> ▶ Per device EA ▶ 1000 Qualified Devices ▶ 1000 Qualified Users
2	Transition 100 users to Office 365 E3 in Y1 ▶ \$0 Transition SKU represents Transition Grant
3	Complete Transition at Y1 anniversary ▶ Decrease Office Pro Plus / Core CAL and add Core CAL Bridge for Office 365 ▶ Assume each E3 user has 1 dedicated device

## Takeaways

Transition users from on-premises software licenses to Online Service Subscriptions  
 Stop paying SA for on-premises Office workload licenses and begin paying for Office 365 USLs

## Invoices:

### No charge for initial Transition

#### Y1 anniversary:

100 Office 365 E3 USLs	
900 Office Pro Plus SA	900 Core CAL SA
100 Core CAL Bridge for Office 365 SA	
1000 Windows SA	

#### Y2 anniversary:

100 Office 365 E3 USLs	
900 Office Pro Plus SA	900 Core CAL SA
100 Core CAL Bridge for Office 365 SA	
1000 Windows SA	

# Next Steps

- ▶ Take the associated exam for this course to test your knowledge
- ▶ Stay tuned to [Microsoft.com/licensing](https://Microsoft.com/licensing) for future modules





# Thank you!