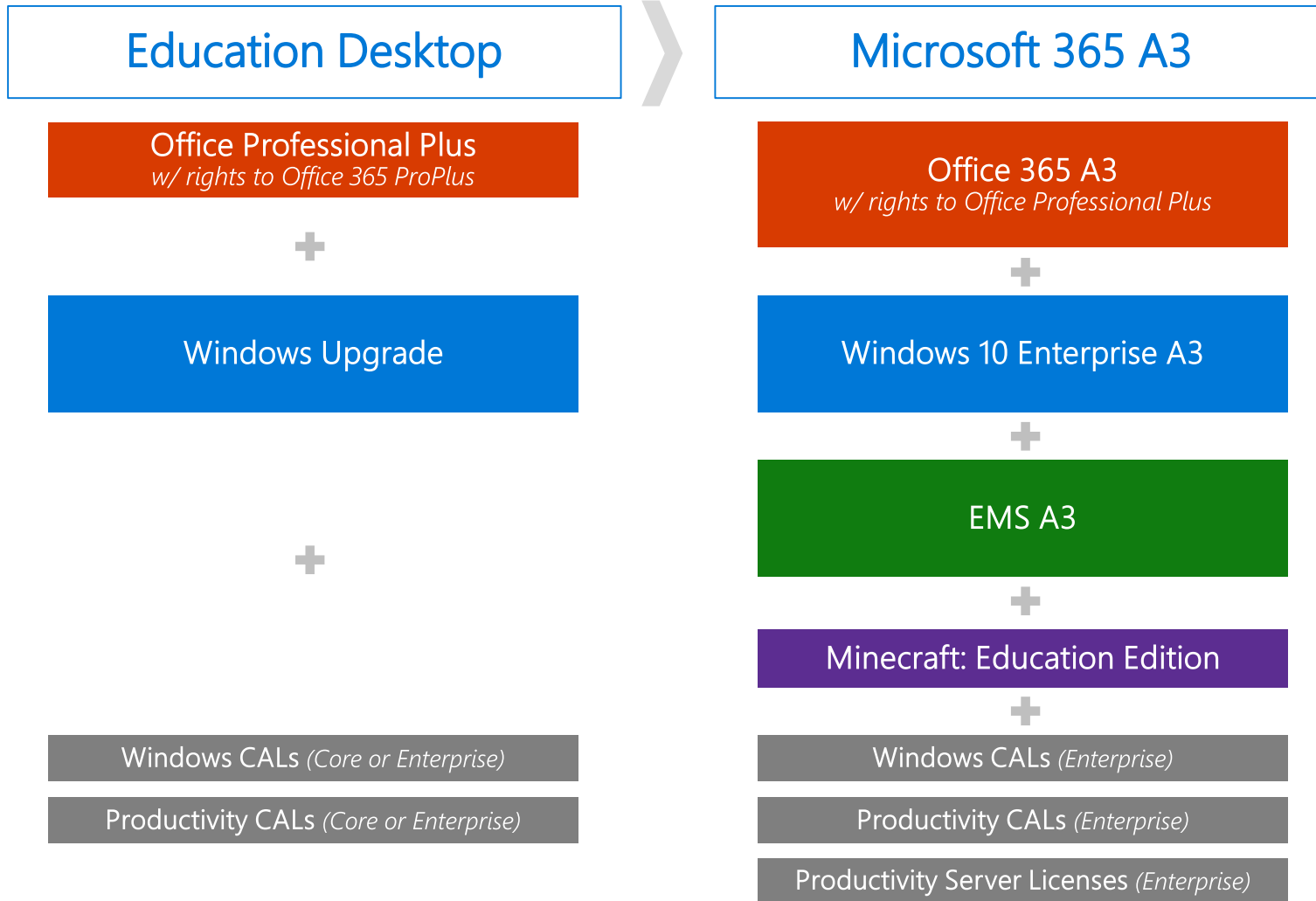




Microsoft 365 A3-A5



Education Desktop vs. Microsoft 365 A3



Where is the new value for customers?

- Cloud App Security for Office 365
- Skype Meeting Broadcast
- Bookings

- 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

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 CSP

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
	Advanced Security Management
	Advanced Threat Protection <i>(A5 only)</i>
Windows	Windows 10 Enterprise
EMS	Intune for Education
	AADP Plan 1
	Advanced Threat Analytics
	AADP Plan 2 <i>(A5 only)</i>
Minecraft: Education Edition	

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)