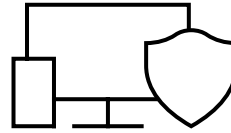


# What is Microsoft 365 Business



Office 365



Advanced Security



Device management

## Office Applications

Word, Excel, PowerPoint, Outlook,  
and more

## Online Services

Exchange, OneDrive (1TB), Teams, and more

## Advanced Services

Exchange Online Archiving



## External Threat Protection

Office 365 Advanced Threat Protection  
Multi-Factor Authentication  
Enforce Windows Defender to be on  
Enforce Bitlocker to be turned on

## Internal data leak prevention

Data Loss Prevention  
Azure Information Protection



## Device management

Microsoft Intune  
Windows 10 Credential guard  
SSO > 10 apps

## Deployment assistance

Windows AutoPilot  
Auto-installation of Office apps  
AAD Auto-enroll

## Additional Benefits

Consistent security configuration across  
Windows 10, macOS, Android, and iOS devices

Upgrade from Windows 7 Pro or Windows 8.1 Pro  
to Windows 10 Pro at no additional cost

99.9% financially-backed uptime guarantee; 24x7  
online and phone support

# Comparison of Microsoft 365 Business and Office 365 E3

	Features <a href="#">(new in blue)</a>	Office 365 E3	Microsoft 365 Business
	Estimated retail price per user per month \$USD (with annual commitment)	\$20	\$20
	Maximum number of users	unlimited	300
<b>Office Apps</b>	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	ProPlus	Business
<b>Email &amp; Calendar</b>	Outlook, Exchange Online	100GB	50GB
<b>Chat-based Workspace, Meetings</b>	Microsoft Teams	●	●
<b>File Storage</b>	OneDrive for Business,	Unlimited	1 TB
<b>Social, Video, Sites</b>	Stream, Yammer, Planner, SharePoint Online <sup>1</sup> , Power Apps <sup>1</sup> , Flow <sup>1</sup>	●	●
<b>Business Apps</b>	Scheduling Apps – Booking, StaffHub	●	●
	Business Apps – Outlook Customer Manager, MileIQ <sup>1</sup> Business center <sup>2</sup> , Listings <sup>2</sup> , Connections <sup>2</sup> , Invoicing <sup>2</sup>		●
<b>Threat Protection</b>	<a href="#">Office 365 Advanced Threat Protection</a>		●
	<a href="#">Windows Exploit Guard Enforcement</a>		●
<b>Identity &amp; Access Management</b>	Azure Active Directory - SSPR Cloud Identities, MFA, SSO >10 Apps		●
<b>Device &amp; App Management</b>	Office 365 MDM	●	●
	<a href="#">Microsoft Intune</a> , Windows AutoPilot, Windows Pro Management		●
	Upgrade rights to Windows 10 Pro for Win 7/8/8.1 Pro licenses		●
<b>Information Protection</b>	<a href="#">100 GB Exchange Archiving</a> , <a href="#">Office 365 Data Loss Prevention</a> <sup>4</sup>	●	●
	<a href="#">Azure Information Protection Plan 1</a> , BitLocker Enforcement		●
<b>On-Prem CAL Rights</b>	ECAL Suite (Exchange, SharePoint, Skype)	●	
<b>Compliance</b>	<a href="#">Litigation Hold</a> , <a href="#">eDiscovery</a> , <a href="#">Compliance Manager</a> , <a href="#">Data Subject Requests</a>	●	●

[1] Indicates Office 365 has Plan 2 and Microsoft 365 Business has Plan 1 of the functionality

[2] Available in US, UK, Canada

[3] Currently in public preview in US, UK, Canada

[4] Data Loss Prevention Features will be available summer 2018

# Microsoft 365 Business | Simplifying SMB technology investment

Archiving	~\$6.50
Device Management	~\$6.50
Cloud identity management	~\$3
Chat-based teamwork	\$8
Email Filtering	\$30
Device Anti-Virus	~\$12.50
Online Meetings	~\$29
File Storage	~\$12.50
Productivity Software	\$10

Office 365 Business Premium
Windows 10 Business
Intune
Office 365 Advanced Threat Protection
Azure Information Protection P1
Data Loss Prevention
Exchange Online Archiving
AAD Features

## Microsoft 365 Business

A single, integrated solution with support for hybrid identity

3<sup>rd</sup> party solutions >\$100

Microsoft Offerings

\$20



# CSP Indirect Reseller Incentive

Rebates paid  
Monthly!!

Effective  
July 1, 2018  
through  
June 30, 2019

## Incentive rates

Global Rates	Pays on	FY19
Core – All other CSP products*	Billed revenue	8%

Global Accelerators	Pays on	FY19
CSP Customer Adds (new for FY19)*	Billed revenue	2%
Global Strategic Product Accelerator (Microsoft 365 Business)	Billed revenue	2%

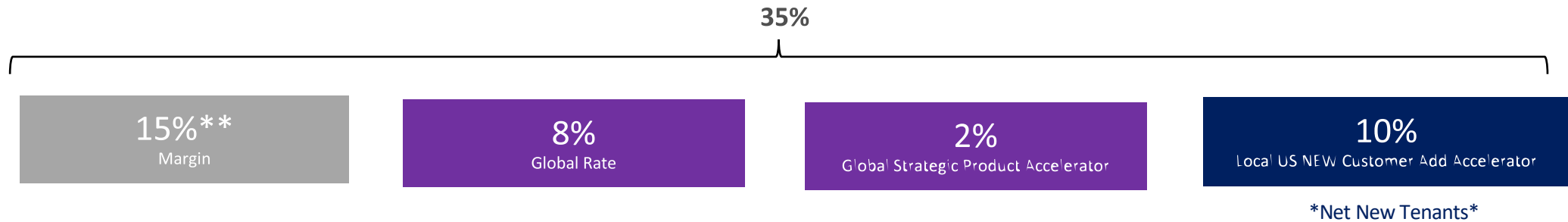
  

Local Accelerators	Pays on	FY19
M365B Customer Adds (new for FY19)*	Billed revenue	10%

# Microsoft 365 Business Incentives Example

Example:

- New Microsoft 365 Business customer– 50 users - **\$12,000** over 12 months (Jul-Jun)



## Requirements



A new customer is defined as a Microsoft CSP tenant ID with no invoiced revenue applied in the previous 12-month period.

\*\* Indirect Provider establishes the CSP Margin