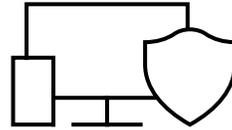


What is Microsoft 365 Business



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

[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

3rd 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%

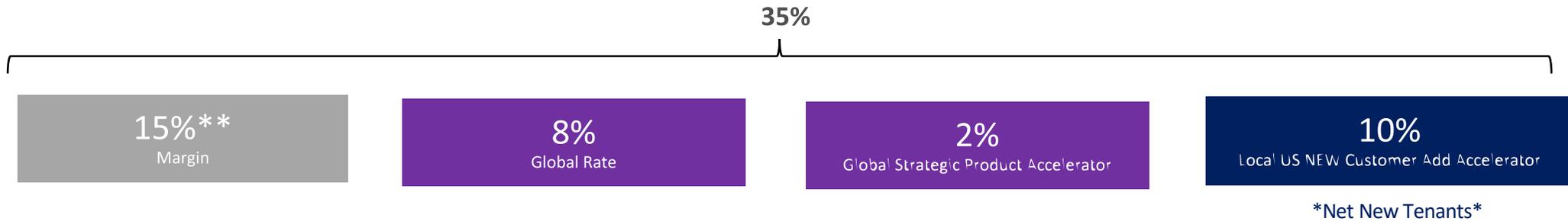
Global Accelerators	Pays on	FY19
CSP Customer Adds (new for FY19)*	Billed revenue	2%
Global Strategic Product Accelerator (Microsoft 365 Business)	Billed revenue	2%

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

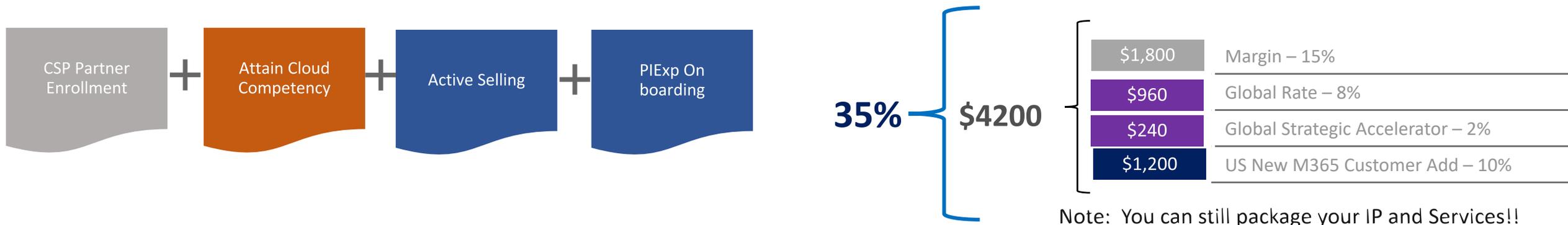
Microsoft 365 Business Incentives Example

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