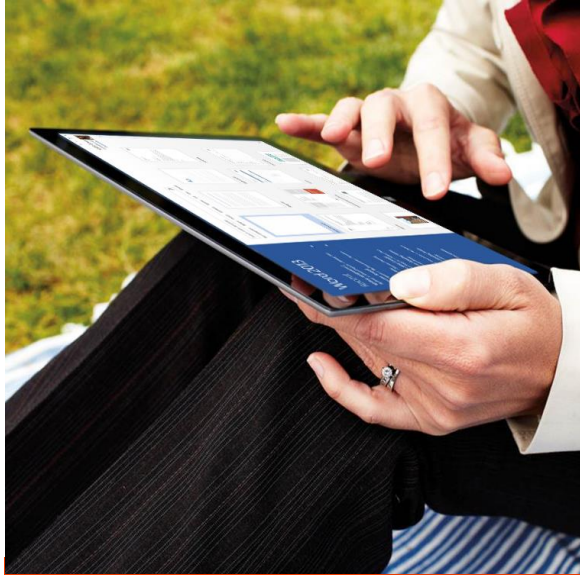




Office 365 Education – Introducing New Student Advantage

Introducing | Your Modern Office



Devices



Fast and fluid experience with touch, pen, mouse & keyboard

Immersive touch-optimized Windows 8 apps

Support for Windows phone, iOS & Android phones



Cloud



Office - on demand, roaming & up-to-date

New cloud app development model

Enterprise-grade reliability and standards



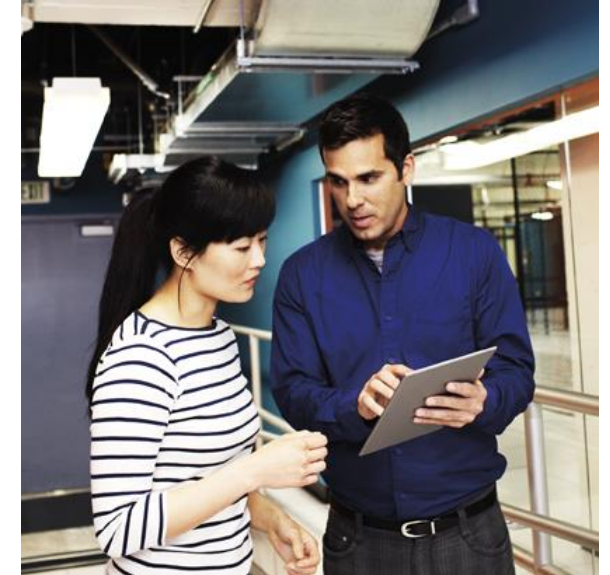
Social



Newsfeeds & microblogging

Pervasive social capabilities across Office

Multiparty HD video & Skype federation



Control



DLP, data retention & unified eDiscovery

Reimagined deployment model for Office apps

Common management experience across Office 365

Office 365 | What is it?

Latest productivity services running in Microsoft's cloud

Office 365 ProPlus

Familiar Office anywhere

Faster install, regular updates

Built for the Cloud

Microsoft® Lync™ Online

Messaging

Audio/Video

Conferencing

Office 365

Microsoft® SharePoint® Online

Documents

Sharing

Storage

Microsoft® Exchange Online

Email

Calendar

Contacts

Office 365 | What is it?

Latest productivity services running in Microsoft's cloud

Office 365 ProPlus

- Familiar and full Office user experience
- Fast deployment and broad management controls
- Works with your on premises email and storage
- Per-user licensing

Microsoft® Lync™ Online

- Online meeting with desktop sharing
- IM & Presence across firewalls
- GAL search with contact card
- Windows Live federation

Office 365

Microsoft® SharePoint® Online

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

Microsoft® Exchange Online

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

Value of Microsoft Office 365 Education

Meet student and educator needs

Comprehensive tools
to do your best work



Enable learning from anywhere

Enterprise-grade
cloud services



Office 365 Education Momentum



52M

Live@edu mailboxes
upgraded in FY13

Canada **63%**
of total assigned
seats are net new

Egypt
4.6

million assigned
seats

20,000
Domains upgraded



35 million
new Office 365 seats
in FY13



3.6 million
net new Assigned
Seats

India

PARTNERS



Desire2Learn
Innovative Learning Technology



canvas
BY INSTRUCTURE



Cornelsen



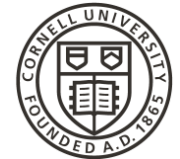
CAPITA



INSTITUTIONS



Duke
UNIVERSITY



Office 365 Education Plans

Exchange, SharePoint, Lync and Office working together to provide enterprise-level value

	A2	A3	A4
Available channels (Microsoft Online Portal, Open Value Subscription-ES, EES (LAR's only))	MOP, EES	MOP, EES, OVS-ES	MOP, EES
Email, Calendar, Contacts, Anti-Malware, Role-based permissions, IRM, 50 GB mailbox	•	•	•
IM, Presence, Audio/Video Conferencing	•	•	•
Office Web Apps (create/view/edit/co-edit)	•	•	•
Collaboration, SkyDrive Pro (25 GB), Sites (up to 3,000), App Catalog, e-Discovery	•	•	•
Meeting Recording*, View Multi-Party Video	•	•	•
Office applications		•	•
Voicemail, Archiving, Data Loss Prevention		•	•
Excel/Access/Visio Services		•	•
Information Rights Management		•	•
Enterprise Voice			•
Price (Faculty/Student)	Free	\$4.5/\$2.5	\$6/\$3

*Office Pro Plus (includes Full Lync Client with meeting recording capability)

USD estimated prices per user/month

Office 365 Education - available channels



Microsoft Online Portal (MOP) (www.office365.com)

- Offer the free Office 365 Education A2 alongside migration, integration, and management services.
- Customer signs Microsoft Online Services Agreement (MOSA).
- Designate Partner of Record on customer's Office 365 account to receive advisory fees on paid services.
- Customers may purchase Office 365 Education A3 and other paid plans with credit card or P.O.



Open Value Subscription–Education Solutions (OVS-ES)

- Upsell the Office 365 Education A3 along with on premises solutions.
- Products available include: Office 365 Education A3 and Office 365 ProPlus.
- Customer should continue to get the free Office 365 Education A2 through the Microsoft online portal.



Enrollment for Education Solutions (CASA+EES)

- Upsell the Office 365 Education A3 and Office 365 Education A4 along with on premises solutions
- Products available include Office 365 Education A2, A3, A4, Office 365 ProPlus and all Office 365 stand-alone plans.

Office 365 is now available in OVS-ES and Academic Open



Scale through
Reseller + Distri.
Channel



Software +
Services via
1 Agreement



Customers move
the cloud at their
own pace



Increased
Value to Partners

- Sell Office 365 to our small and medium-sized academic customers, who cannot buy direct
- Meet all customer licensing needs through a single agreement
- Provide flexibility to customers so they can move to the cloud at their own pace
- Increase partner value by providing new products to sell and the ability to attach professional services

Introducing... The New Student Advantage

Benefit

- Office 365 ProPlus for Students *at no additional cost*
- Available for institutions licensing Office Professional Plus or Office 365 ProPlus organization-wide for all Faculty & Staff
- Available to EES and OVS-ES customers via an Office 365 ProPlus for Students SKU at \$0
- Student Option remains for institutions not covering Staff & Faculty 100% on Office or not ready to move to the cloud

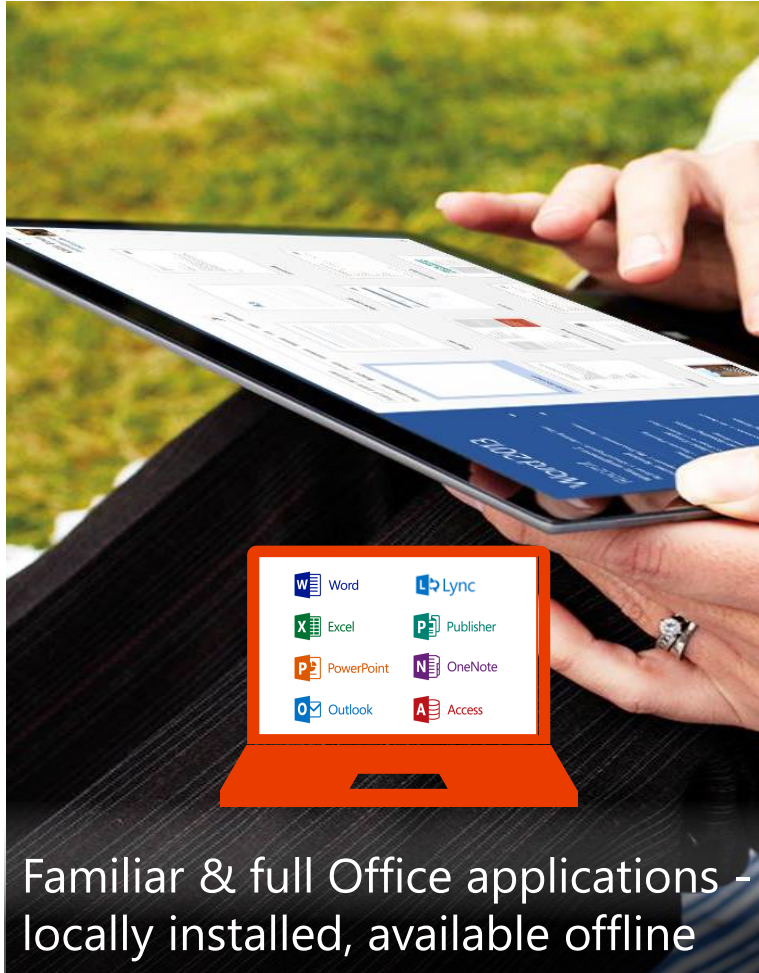
Partner Opportunity

- Win new business with Office 365 ProPlus or Office Professional Plus for Faculty and Staff
- Deliver cloud productivity to your existing VL customers
- Upsell faculty and staff to Office 365 Education A3
- Add Office 365 Education A2 for Students



MICROSOFT CONFIDENTIAL

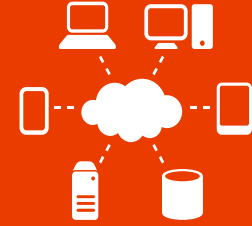
Office 365 ProPlus – The Best Office Client Experience



Office as a Service



Use Across Devices



Office on Demand



Click To Run



Save to Cloud



Upgrades Included

Student Advantage: License Office 365 ProPlus or Office Professional Plus organization-wide for all faculty and staff, and students gain access to Office 365 ProPlus at no additional cost.

Office 365 ProPlus – The Best Office Client Experience



Transform ideas into professional-looking documents



Achieve valuable insights with powerful analysis tools



Turn your ideas into impactful presentations



Collect your information in one easy-to-find place



Manager your schedule and tasks with colleagues



Communicate and collaborate easily with colleagues in different locations



Create professional-quality publications and marketing materials



Track and report important information

Office 365 Partner Sales Opportunities

<i>Customer running Office 365 Education?</i>	<i>Customer on Edu VL?</i>	
	No EES or OVS-ES Some ordered or assigned Office 365 A2	EES or OVS-ES in place High numbers of Office 365 Education deployed
	No EES or OVS-ES On-premise messaging or cloud competitor	EES or OVS-ES in place On-premise messaging or cloud competitor

Partner Action Items

- ➔ Move Edu customers onto EES and OVS-ES annuity agreements
- ➔ Add Office 365 Student Advantage and Plan A2 at customers with EES & OVS-ES
- ➔ Upsell Faculty & Staff to Office 365 ProPlus and A3
- ➔ Drive deployments of A2 in schools with pilots and under-assigned seats
- ➔ Start A3 pilots with customers new to the cloud using Office 365 FastTrack

Office 365 | —FastTrack

The Definitive Way to Deploy Office 365

The screenshot shows the Office 365 FastTrack website. At the top, there's a navigation bar with 'DISCOVER', 'PILOT', 'DEPLOY', and 'ENHANCE'. Below it, a large video player displays a 3-step process: 1. Pilot (Start using Office 365 in about an hour), 2. Deploy (Extend to the rest of your organization in days), and 3. Enhance (Get more out of Office 365 with these optional scenarios). The video player has a play button and a progress bar. Below the video, there are three large numbered boxes: 1. PILOT (Start using Office 365 in about an hour), 2. DEPLOY (Extend to the rest of your organization in days), and 3. ENHANCE (Get more out of Office 365 with these optional scenarios). Each box has a 'GET STARTED' button and a 'Learn More' link.

It's easy to deploy Office 365

Get up and running quickly using our 3 step approach

Looking for product information?

Attend an Office 365 Ignite Summit! Learn from Microsoft product experts from across the company?

Set up in 3 easy steps

- 1 PILOT**
Start using Office 365 in about an hour
GET STARTED
Learn More
- 2 DEPLOY**
Extend to the rest of your organization in days
DEPLOY
Learn More
- 3 ENHANCE**
Get more out of Office 365 with these optional scenarios
ENHANCE
Learn More

1. Pilot

- Full Office 365 service
- Pilot in hours
- Persist to deployment
- User led migration



Benefits:

Derive value rapidly
New cloud experience

2. Deploy

- Core onboarding
- Deploy in days
- Companywide Cloud use
- IT led migration



Benefits:

Real world benefits
Broad production use

3. Enhance

- Optional integration
- Enhance in weeks
- Meet business needs
- Customized to landscape



Benefits:

Full feature value
Meet your needs

Exchange, SharePoint & Lync Online, Office ProPlus, Office Web Apps, and Windows Azure Active Directory

<http://fasttrack.office.com>

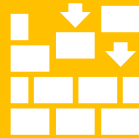
Partner Services Opportunities

Broaden your service offerings, grow margins, cement advisor role

Deployment
planning and
evaluation



Infrastructure
integration,
synchronization



Data migration
(email, contacts,
3rd party apps)



Mobile devices
integration



Monitoring and
Management
services



Post-deployment
support and
training



Custom Solution Development

Identity



Reporting



Enterprise
Social



Resources for Partners

Ignite technical readiness for IT Pros and Developers - <http://ignite.office.com/>

FastTrack pilot and deployment methodology - <http://fasttrack.office.com>

Drumbeat sales training and other resources for partners - <http://drumbeat.office.com>

Office 365 on Microsoft Education Partner Network - <https://www.mseducommunity.com/Products/office365>

Microsoft Office demos - <https://www.microsoftofficedemos.com/>

Microsoft Online Services Trust Center - <http://www.microsoft.com/online/legal/v2/?docid=21&langid=en-us>

Microsoft Authorized Education Reseller Portal - <https://aer.microsoft.com>

Office 365 Readiness Tool - <http://community.office365.com/en-us/f/183/p/2285/8155.aspx>

Office 365 Service Descriptions - <http://technet.microsoft.com/en-us/library/jj819284.aspx>

Office 365 Deployment Guide - <http://community.office365.com/modg/default.aspx>

Hybrid environment information - <http://technet.microsoft.com/en-us/exchangelabshelp/ff633682>

Microsoft Office support and training - <http://office.microsoft.com/en-us/support/>

DirSync and ADFS - <http://onlinehelp.microsoft.com/en-us/office365-enterprises/ff637606.aspx>

Thank you

Microsoft