

Office 365

CLOUD SOLUTIONS

For just about any enterprise of any size, the productivity of its modern workforce revolves around the basic office suite of email, calendar, word processor, and spreadsheet.

But as the enterprise workforce has become more mobile, the basic productivity toolset has had to adapt and change to match new requirements. This is why Microsoft updated **Office 365** to be a mobile collaborative platform ready to get work done wherever and whenever it happens.



Applications



Word



Excel



PowerPoint



OneNote



Access



Publisher



InfoPath



Skype for
Business



Outlook



OneDrive
for Business



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Communications



Security



Cloud



Document
Management



Mobility



Understanding Office 365

Office 365 is cloud-based productivity, hosted by Microsoft. At its heart is Office itself—the familiar, rich Office applications customers use and love - now offered as a cloud service, so it's always up to date. But Office 365 is also so much more. It's about bringing enterprise-grade services to organisations of all sizes, from online meetings to sharing documents to business-class email. We like to talk about it to customers this way:

With Office 365, you get the latest Office applications – and much more.



Office

Customer receive an *always up-to-date* version of the Office desktop applications



1. Never buy a new version of Office again!
2. Each user can install Office on up to 5 PCs or Macs.
3. Save to the cloud for backup and anywhere access.
4. Use Office on your smartphone and tablet.



Business-class email: Large, 50GB mailboxes that can send messages up to 25MB in size, with contacts, shared calendars and spam and malware protection that stays up to date. Built with Exchange email technology, the leading email solution for business around the world. Use your own custom domain for your email address, connect with Outlook for fully featured offline support, and access via the web through any modern browser. Available on your PC or Mac, as well as Windows Phone, iPhone, Android and Blackberry devices.



Online meetings: Hold scheduled or ad hoc online meetings for up to 250 participants, with screen sharing, audio & video, virtual whiteboards, polls and shared notes. Partners and customers can fully participate through any HTML-5 browser



Online document storage and file sharing: 25GB of space in the cloud to store, backup and easily share files. Files are accessible from almost any device, also synchronised offline and available without an internet connection.



Private social networking and collaboration: A social network that helps your company stay connected, share information across teams and make faster, more informed decisions.



Technical support: Telephone support for setup and deployment issues, as well as online answers, how-to resources, and connections with the Office 365 customer community for additional help.



Simplified IT Management: Reduce headaches by reducing your IT infrastructure. Content lives safely in globally distributed datacenters with continuous backup & disaster recovery abilities.



Financially backed SLA: Get peace of mind knowing your services are available with a financially-backed 99.9% uptime service level agreement.

Office 365 & the cloud changes how work is done...



Get work done from anywhere: Wherever your people are, online or offline, they can get to—and work with—the most up-to-date versions of the files and tools they need to get things done. And they can do it on virtually any device.



Work better together - simply: Office 365 offers business-class email, shared calendars, IM, web conferencing, and access to the most up-to-date documents stored in the cloud. You can work together in real time without compromising security.

...and how companies consume IT.



Reduce your capital expenditure: Office 365 is available as a simple monthly subscription. Avoid large up-front costs for new software while moving the cost of IT from capital to operating expense.



Be always up to date: Since Office 365 is in the cloud, it is always up to date. No patches or software upgrades necessary. Microsoft is adding new value and capabilities on a monthly basis.



Cut hardware and energy costs: Without servers to run for email, websites and document storage, you can reduce energy costs and save by no longer purchasing new server hardware.



License per user: Simplify licensing while providing each user access to business-critical technology on 5 PCs/Macs and 5 mobile devices. Save money when compared to traditional, per device licensing.






Scale your business quickly: Office 365 grows with you - adding a new user is as simple as buying an additional license.



License what you need: Office 365 provides many plans to fit the right capability needs and price points for each user in an organisation.

Understanding the Office 365 Plans

One of the key benefits of Office 365 is that Microsoft has built Office 365 plans to meet the needs of many different customer types, and even different user types within the same organization. Here is a breakdown of what is available for you to sell.

Office 365					
Key Customer Segments					
	Student	Home/K-12	1-10	11-250	Any size/advanced IT needs
Office 365 Plans	Office 365 University	Office 365 Home Premium	Office 365 Small Business Premium	Office 365 Midsize Business	Office 365 Enterprise, Academic and Government
Advisor			●	●	●
Reseller	FPP	FPP	FPP	Open	Open

Note: Customers may purchase licenses through either the Advisor or Open program within the same Office 365 account.

Differences between core Office 365 plans for businesses

Here are details on the most commonly purchased plans for SMB customers. For more detail or other plans, visit www.itecgroup.co.za

		Small Business	Small Business Premium	Midsize Business	Enterprise			
					Office 365 ProPlus	Exchange Online	E1	E3
Target Customer	Price per user per month model. (Please consult Innovation team)							
	Target customer size	1-10		11-250	Any			
	Seat cap	25		300	Unlimited			
	IT profile	Limited IT		Some IT	IT staff or partner support			
	Phone support from Microsoft	•		•	•			
	Hybrid setup with on-premises servers				•			
Standard Services	Install Office desktop applications on up to 5 computers per user		•	•	•			•
	Email - 50 GB email, contacts, shared calendars	•	•	•		•	•	•
	Online meetings - web conferencing, IM, video, presence	•	•	•			•	•
	Sites - team collaboration & internal portals, public website	•	•	•			•	•
	SkyDrive Pro - 25GB personal online document storage	•	•	•			•	•
	Private social networking with Yammer						•	•
Advanced Services	Active Directory integration			•	•	•	•	•
	eDiscovery of email			•		•	•	•
	Archiving, legal hold, rights management and data loss prevention features							•
	Voicemail hosting for local phone system							•

Note: All users in an organisation must have an Office 365 plan within the same family (i.e. Enterprise, Small Business, etc).