

# Academic Application Forum

# Agenda for this session

1. Move from FTE to EQU
2. Contractual updates
3. Brief overview of M365 for Education: A1, A3 and A5
4. Student Use Benefit
5. April 2019 Changes – New A5 Suites
6. Fast Track
7. Q&A

# Microsoft 365 Education

Empower educators with a single, affordable and safe solution for better learning outcomes



Unlock  
creativity in  
each student



Promote  
teamwork

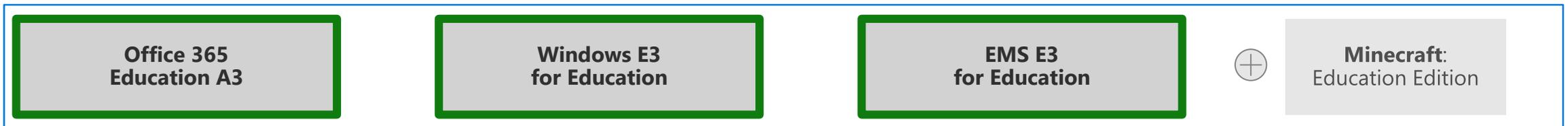


Provide a  
simple and safe  
experience

# SHIFTING QUALIFYING PRODUCTS TO EDUCATION PLATFORM PRODUCTS

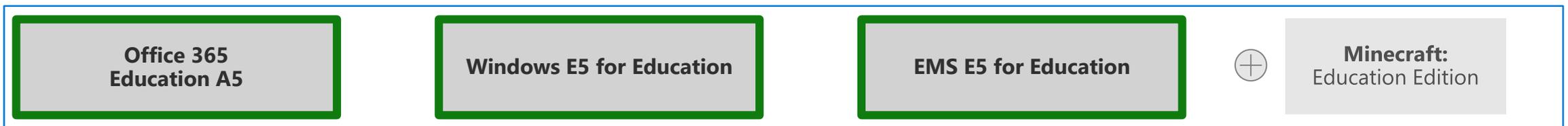
## EDUCATION ONLINE SERVICES THAT QUALIFY FOR PARTICIPATION IN EES

### CORE – M365 EDUCATION “A3”



or

### PREMIUM – M365 EDUCATION “A5”



or purchase one of [these](#) or O365 Professional Plus org-wide

# The move from FTE to EQU

# Enrollment for Education Solutions

## A reminder (EES 2015)

Calculate the Full Time Equivalent (FTE) count

Meet the minimums of 1,000 FTE

Commitment to buy on-premises Desktop Platform Products for the FTE count

Commit to a 1 or 3 year term

Pay annually

Increase, but only decrease to initial amount, the FTE count at anniversary

## From November 2018 (EES 2018)

Count the number of Education Qualified Users

Meet the minimums of 1,000 Education Qualified Users

Commitment to cover all Education Qualified Users with Online Services Education Platform Products

Commit to a 1 or 3 year term

Pay annually

Increase, or decrease licenses to actual number of Education Qualified Users at anniversary up to program minimums

# Counting Education Qualified Users

## What is an Education Qualified User?

- Any employee or contractor (except Students) who accesses or uses an Education Platform Product for the benefit of the Institution
- License with an Education Platform Product

## Other users

- Any other user who doesn't qualify as a EQU
- License with the free Office 365 A1 product



# Knowledge Worker definition update

NEW updated definition:

“Education Qualified User” means an employee or contractor (except Students) who accesses or uses an Education Platform Product for the benefit of the Institution.

*...in plain English: only pay for licenses for employees who need paid licenses*

**“Education Platform Product (EPP)”**

- **Microsoft 365 Education A3 or A5 Suite**
- **O365 Pro Plus**
- **EM&S E3/E5**
- **Windows A3/A5**
- **O365 A3/A5**

# Contractual Changes

# Windows – Shared Devices

## 2.11.3 Lab and Library Use

Institutions with Windows Education E3/E5, or Windows 10 Education (per device) assigned to all faculty and staff, [Education Qualified Users](#) or [Knowledge Workers](#) may install Windows 10 Education, Windows 10 Enterprise, or Windows 10 Pro Academic on any open access lab or library within the Institution's Organization. Use of the software is otherwise subject to the License terms for Windows 10 Education. This provision does not apply to User SLs acquired under the Microsoft Cloud Agreement.

## 2.11.4 Shared Devices (new Nov 2018)

Institutions with Windows Education E3/E5 assigned to all [Knowledge Workers](#) or [Education Qualified Users](#) are licensed to run Windows 10 Education, Windows 10 Enterprise, or Windows 10 Pro Academic on any shared device with a qualifying operating system within the Institution's Organization. For the purposes of this subsection, shared device means a device not used by any one person more than 50% of the time during a single work day period, and not assigned to any [Primary User](#) as their primary work device. Use of Windows on shared devices does not count as use of an Education Platform Product under the Enrollment for Education Solutions. Use of the software is otherwise subject to the License terms for Windows 10 Education

# Shared Windows Devices

Windows may be installed on shared devices, such as kiosks or lecture hall computers, for use by infrequent users like janitors or café workers

## Requirements:

- Institutions must purchase Windows 10 Education E3/E5 or Microsoft 365 A3/A5 licenses for all Education Qualified Users
- Shared devices may not be assigned to a Primary User as a primary work device
- **New – O365 PP Device Based Subscription...**



# Introducing Office 365 ProPlus Device-based Subscription for Education

## **Office 365 Education is the best Office solution for students and educators alike**

- Office 365 – including Word, Excel, PowerPoint, OneNote, and now Teams – is a user-based suite that enables students and teachers to bring conversations, content, and apps together in a single, cloud-based experience
- Familiar applications and always-accessible files update in real-time across Android, iOS, Windows, or Mac

## **This August, we will help to make Office 365 even easier to manage and to extend across the school**

- Streamline the device set up process in situations where there are many students per shared computer
- Easily deploy and manage Office 365 on lab and library devices, ensuring students have a consistent experience

## **Introducing Office 365 ProPlus Device-based Subscription (DBS) for Education – available mid-August**

- DBS for Education will allow admins to assign Office 365 ProPlus to a device rather than a user
- Available through EES in mid-August as a no-additional-cost add-on for qualifying education customers

We are making device-based subscriptions available to simplify management and to enable all Education customers to adopt O365 ProPlus in across classrooms, labs, libraries, and scenarios that matter to them

# Device-based subscription will simplify the device management experience

## User-based licensing

Cover educators, faculty, students, others

License applied to a user

Requires user-level activation

User uses their AAD ID

## Device-based licensing

Extend coverage to commonly used devices

License applied to a device

Does not require user level activation

Does not require user to have AAD ID

NOTE: At launch, DBS will only be available in EES (not CSP)

## The difference is in the licensing method, not the experience

These Office Client Apps are available via device-based licenses as they are today in user-based licenses:



User-based license will still be needed access the cloud data storage or services:



# How to use

Once available, Admins can select the device-based subscription as a no-cost add-on to existing Office 365 ProPlus licenses

- Select the number of licenses required from the Price List
- Install on any device within your organization
- Turn on DBS mode by applying the regkey

Use the Device-based Subscription to extend Office 365 ProPlus to all open access lab or library devices

- For EES, starting in August the Device-based Subscriptions will replace the historic “lab and library” on-prem licenses
- With Office 365 easy to deploy on lab and library devices, students will have a more consistent Office experience
- After August 2019, the historic “lab and library” offer that relies on on-prem license will be only available for OVS-ES

# Qualifications

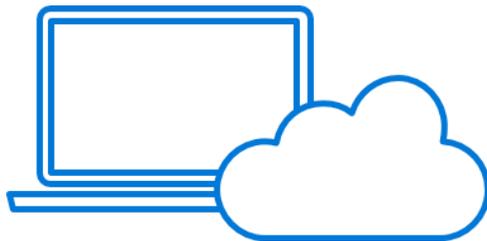
- Device-based Subscriptions for Education will be available as a benefit for every customer who covers all Knowledge Workers or Education Qualified Users with an Office 365 ProPlus, an Office 365 A3/A5, or Microsoft 365 A3/A5 Faculty license.
- Qualifying customers are entitled to as many DBS licenses as the total number of Office 365 ProPlus, Office 365 A3/A5, and Microsoft 365 A3/A5 Faculty and Student licenses.
- Device-based subscription will be available only through EES (Volume Licensing), and not CSP.
- Device-based subscription will require Windows 10 1803 or above, and will require Office 365 ProPlus build version 1906 or above.



# Brief Overview of M365

# Introducing Microsoft 365 Education

Empower educators with a single, affordable and safe solution for better learning outcomes



Office 365

Windows 10

Enterprise Mobility  
+ Security (EMS)

- ✓ Cloud-first
- ✓ Modern licensing for education
- ✓ Designed for Education
- ✓ Valuable student use benefits
- ✓ Includes Minecraft: Education Edition with Code Builder

# Microsoft 365 Education Offer Plans

		Microsoft 365 Education	
		Microsoft 365 A3	Microsoft 365 A5
<b>Classroom Tools</b>	Office Online: web-based document editing	●	●
	Microsoft Teams / SDS / Class Notebook / PLC Groups	●	●
	Learning tools: Read Aloud, Text Spacing, Syllabification, etc.	●	●
<b>Collaboration &amp; Learning</b>	Email & calendar, Real time comms: IM, persistent chat	●	●
	Files & Content management: file storage, sharing, information discovery, Groups, Planner	●	●
	Minecraft: Education Edition	●	●
<b>Device Management &amp; Security</b>	Office 365 A3 – Advanced Security Management, Skype Meeting Broadcast and more	●	●
	EMS A3	●	●
	Windows 10 Enterprise A3	●	●
<b>Advanced Security, Analytics &amp; Voice</b>	Office 365 A5 – Advanced Threat Protection, Threat Intelligence, Advanced Compliance and more		●
	EMS A5		●
	Windows 10 Enterprise A5		●
<b>Server &amp; CAL Benefits</b>	Productivity Servers & CALs (Exchange, Sharepoint, etc)	●	●
	Windows Server CALs	●	●
	Sys Ctr Config CML	●	●
	Sys Ctr Endpoint Protection	●	●



# Microsoft 365 Education Components

## Office 365 Education

# Office 365 Education Offer Plans

		Office 365 A1	Office 365 A3	Office 365 A5
Classroom Tools & Basic Management	Microsoft Teams / SDS / Class Notebook / PLC Groups	●	●	●
	Learning tools: Read Aloud, Text Spacing, Syllabification, etc.	●	●	●
	Azure Active Directory Basic EDU	●	●	●
	Core Security & Compliance: Archiving, Rights Management, Data Loss Prevention, Encryption	●	●	●
Collaboration	Email & calendar	●	●	●
	Real time comms: IM, persistent chat, online meetings	●	●	●
	Files & Content management: file storage, sharing, information discovery, Groups, Planner	●	●	●
	Office Online: web-based document editing	●	●	●
	Office client apps (Word, Excel, PPT, Sway, OneNote, Outlook, Publisher, Access)		●	●
	Skype Meeting Broadcast		●	●
	Bookings		●	●
Advanced Security, Analytics & Voice	Cloud App Security		●	●
	MyAnalytics		●	●
	Advanced Threat Protection			●
	Threat Intelligence			●
	Advanced Compliance			●
	Power BI Pro			●
	Phone System & Audio Conferencing			●

A young man with glasses and a grey hoodie is walking in a school hallway. He is carrying a white ASUS laptop and several blue folders. In the background, other students are visible, including a woman with long hair and another student in a blue jacket. The scene is brightly lit, suggesting an indoor school environment.

# Microsoft 365 Education Components

## Enterprise Mobility & Security (EM&S)

# Enterprise Mobility Suite Licensing

Identity and access management



Managed mobile productivity



Information protection



Identity-driven security



**EM&S  
E5**

**Azure Active Directory Premium P2**

Identity and access management with advanced protection for users and privileged identities (*inc P1*)

**Azure Information Protection Premium P2**

Intelligent classification and encryption for files shared inside and outside your organisation (*inc. P1*)

**Microsoft Cloud App Security**

Enterprise-grade visibility, control, and protection for your cloud applications

**EM&S  
E3**

**Azure Active Directory Premium P1**

Secure single sign-on to cloud and on-premises apps  
MFA, conditional access, and advanced security reporting

**Microsoft Intune**

Mobile device and app management to protect corporate apps and data on any device

**Azure Information Protection Premium P1**

Encryption for all files and storage locations  
Cloud-based file tracking

**Microsoft Advanced Threat Analytics**

Protection from advanced targeted attacks leveraging user and entity behavioral analytics

**CALS**

**Microsoft Identity Manager**

**Sys Center Config Man. ML  
SC Endpoint Protection**

**Rights Management Services**

**Advanced Threat Analytics CML**

**Windows Server CAL**

A young man with glasses and a grey hoodie is walking in a school hallway. He is carrying a white ASUS laptop and several blue folders. In the background, other students are visible, including a woman in a green top and another in a blue jacket. The scene is brightly lit, suggesting an indoor school environment.

# Microsoft 365 Education Components

## Windows 10

# Windows 10

	S	Pro	Enterprise/Education A3*	Enterprise/Education A5*
<b>Security and identity</b>				
Domain Join	○	●	●	●
AADJ	●	●	●	●
Microsoft Store Apps	●	●	●	●
Non-Microsoft Store Apps	○	●	●	●
Windows Information Protection	●	●	●	●
Credential Guard			●	●
Device Guard – Hypervisor-protected code integrity			●	●
Microsoft Defender Advanced Threat Protection				●
<b>Management and deployment</b>				
MDM Enablement	●	●	●	●
Microsoft Store for Business, Private Catalog	●	●	●	●
Managed User Experience	●	●	●	●
Windows AutoPilot	●	●	●	●
Full Cortana and Store Management			●	●
Managed Consumer Experience			●	●
Advanced Telemetry Controls			●	●
Dynamic Management			●	●
Zero Touch Deployment			●	●
<b>Analytics and Servicing Support</b>				
Upgrade Readiness, Update Compliance	●	●	●	●
Long Term Servicing Support			●	●

Windows 10 S devices can switch for FREE to Windows 10 Pro Education through Microsoft Store for Education

(\*) The new SKU names using A3/A5 denominators are applicable in EES and CSP and are equivalent to E3/E5

Feature placemat not exhaustive, but shortened to outline key feature differences. Devices must be configured for educational use by applying SetEduPolicies and following [related steps](#)



# Microsoft 365 Education Components

## Minecraft Education

# Minecraft: Education Edition

More than a game: A collaborative platform for building 21<sup>st</sup> century skills



Limitless, open-world game promotes creativity, collaboration and problem solving

Develops coding skills as Students build worlds using familiar coding platforms

Create and share lessons for Math, Science, Language Arts, History and Visual Arts

In-game camera documents student work, builds portfolio

Secure game environment for class projects

In-game characters can act as tour guides and extend learning with links to additional resources

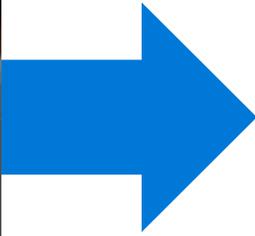


# Student Use Benefit

# Microsoft 365 Education for students at no extra cost



Acquire  
Microsoft 365  
Education for all  
Faculty and Staff



All students are  
eligible for  
Microsoft 365  
Education student  
use benefit

New student use benefit includes:

<b>Office</b>	Office 365 ProPlus
	Advanced Security Management
	Advanced Threat Protection
<b>Windows</b>	Windows 10 Enterprise
<b>EMS</b>	Intune for Education
	AADP Plan 1
	Advanced Threat Analytics
	AADP Plan 2
<b>Minecraft: Education Edition</b>	

If the Qualifying product is purchased via a suite/bundle (like Microsoft 365 Education) the supported faculty: student ratio is up to 1:40  
If the Qualifying product is purchased Standalone (like Office 365 A1) the supported faculty: student ratio is up to 1:15

# Student Use Benefit



Customers licensing all faculty and staff for Qualifying Products are eligible for corresponding Student Use Benefit licenses



The list of Qualifying Products is significantly increased starting in 2017



A Qualifying Product license enables an institution to order either 15 or 40 Student Use Benefit licenses, dependent on the Qualifying Product



Relevant \$0 SKUs are ordered to obtain Student Use Benefit licenses which are then assigned to students to enable the services



Student Use Benefit licenses are available to customers who purchase Qualifying Products through EES, OVS-ES, and CSP



# April 2019 Changes – New A5 Suites

# Microsoft 365 A5 value

*Microsoft 365 A5 adds incremental value to Microsoft 365 A3 across these solution areas*

## Microsoft 365 A5



### Security

Extends identity and threat protection to help stop damaging attacks with integrated and automated security



### Compliance

Brings together information protection & advanced compliance capabilities to protect and govern data while reducing risk



### Voice

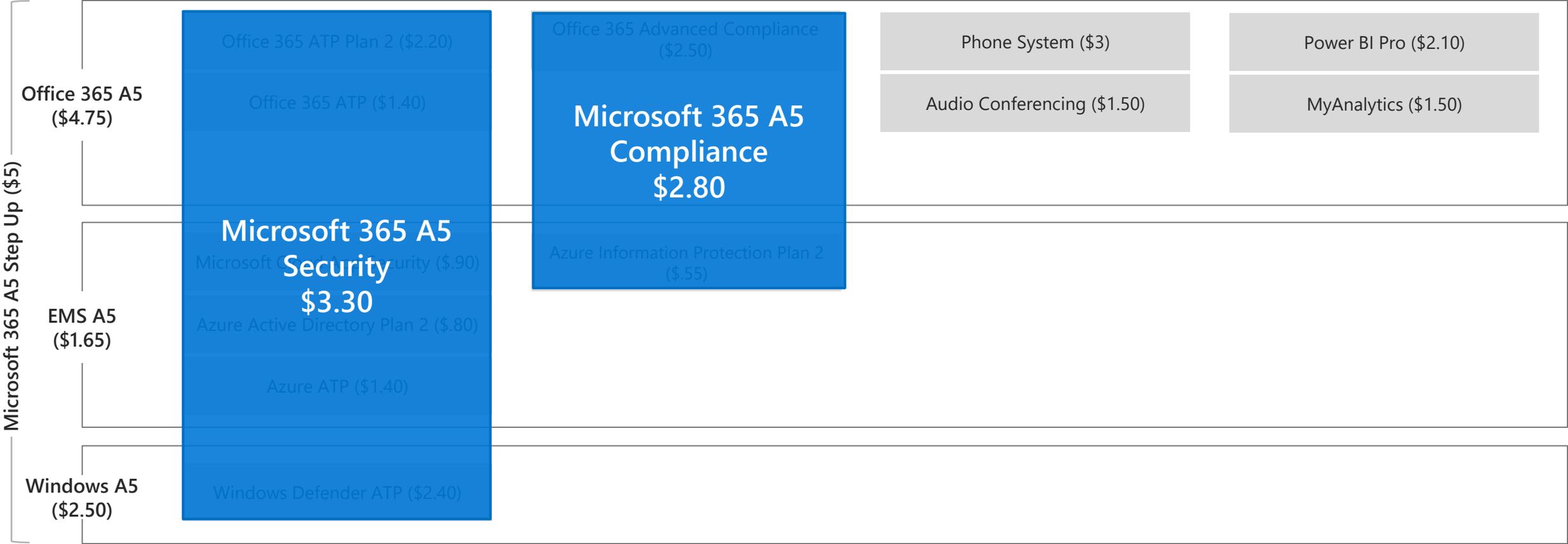
Adds audio conferencing and calling capabilities in the cloud to enable your teams



### Analytics

Adds Power BI capabilities that help you realize significant value from your data

# Microsoft 365 A5 packaging updates



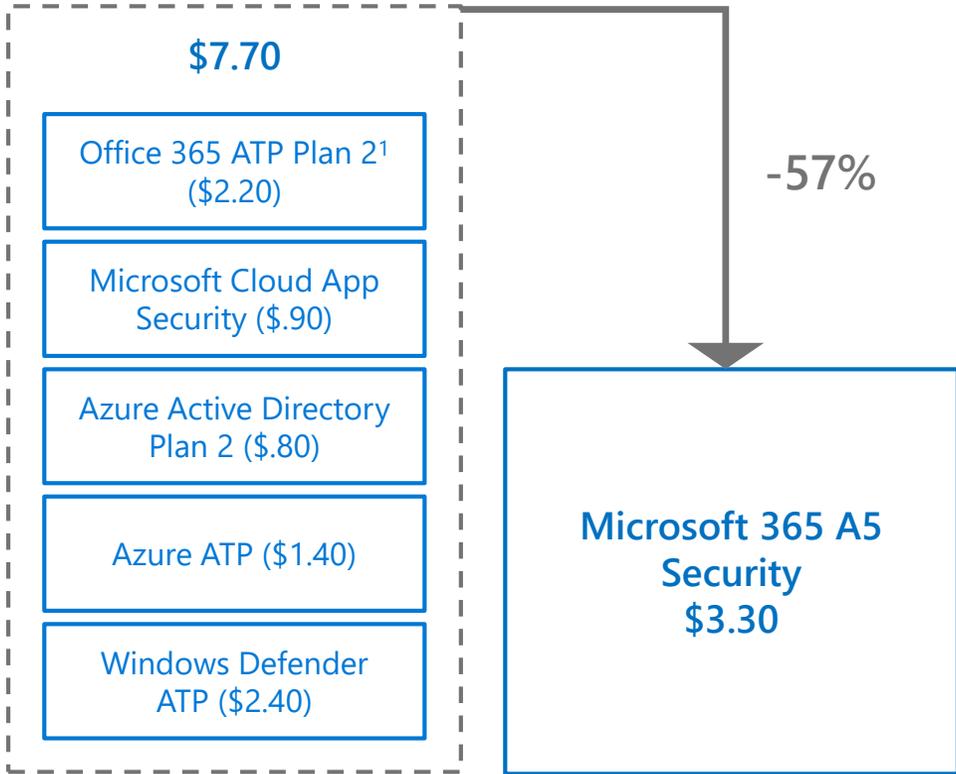
Notes:

- Existing \$1.40 Office 365 ATP offer will continue to be offered as Plan 1
- MyAnalytics value is currently available through paid Faculty and Student Microsoft/Office 365 A5 SKUs. It will be available through the Microsoft/Office 365 A3 SKUs, however the timing for this is to be determined. It will not be available with free SKUs or Student Use Benefit.

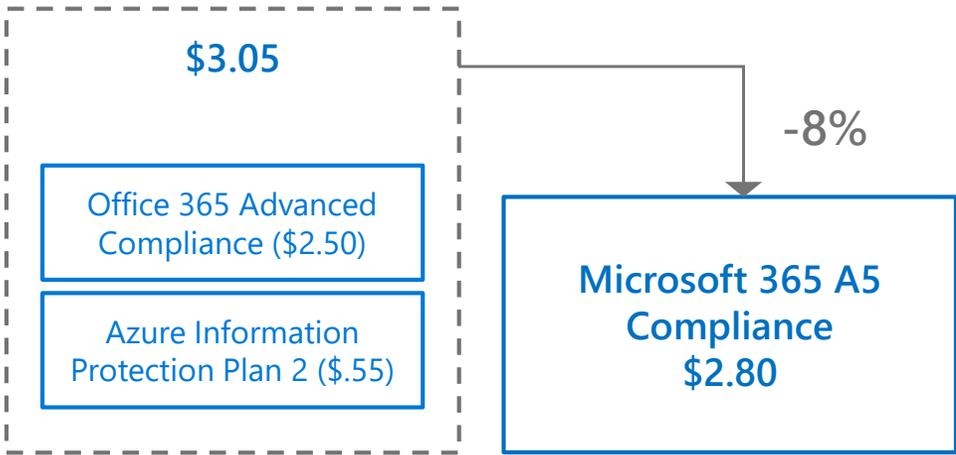
# New Microsoft 365 A5 offerings suite discounts



Security



Compliance



1. Office 365 ATP Plan 2 will include Office 365 ATP and Threat Intelligence value

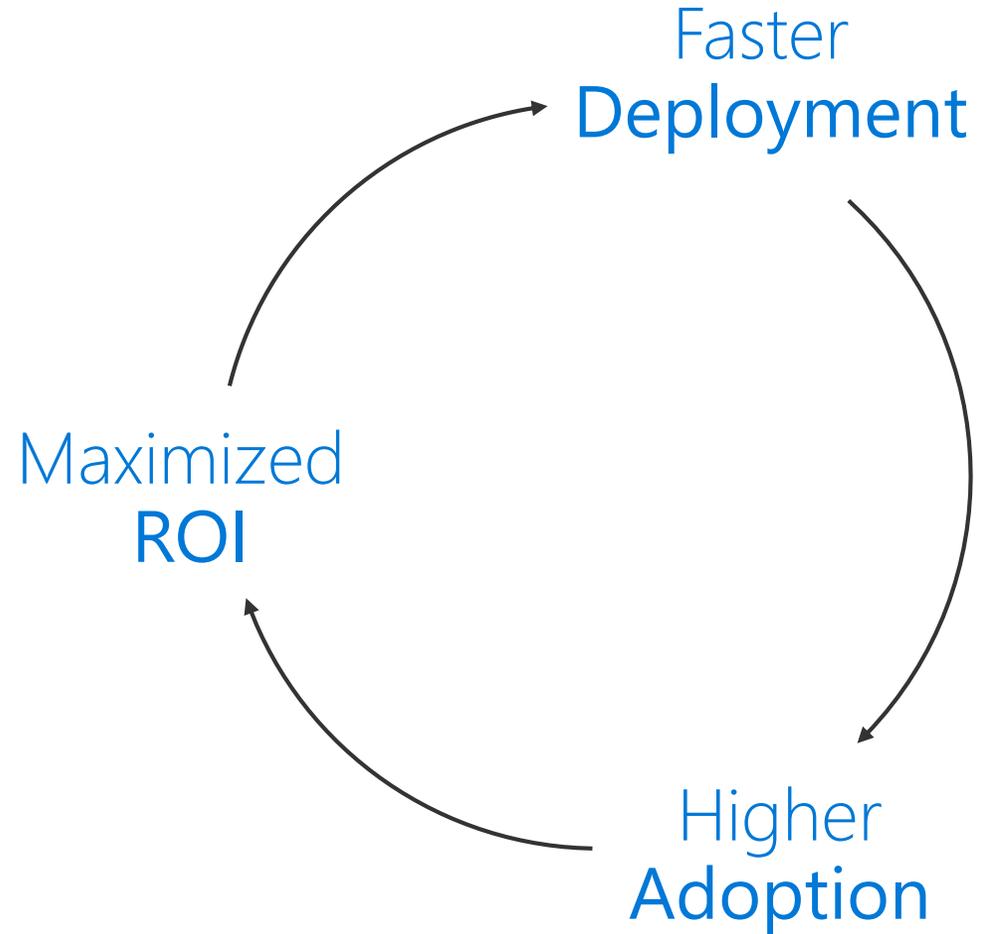


# FastTrack for Microsoft 365

# Move to the cloud with confidence

## FastTrack for Microsoft 365

- Migrate email and content, and light up Microsoft 365 services
- Deploy and securely manage devices
- Enable your Institution and gain end-user adoption
- Delivered by Microsoft engineers as part of your subscription



[FastTrack.microsoft.com](https://fasttrack.microsoft.com)

\*Eligible for customers that purchase at least 1,000 licenses of Microsoft 365 A3 or A5