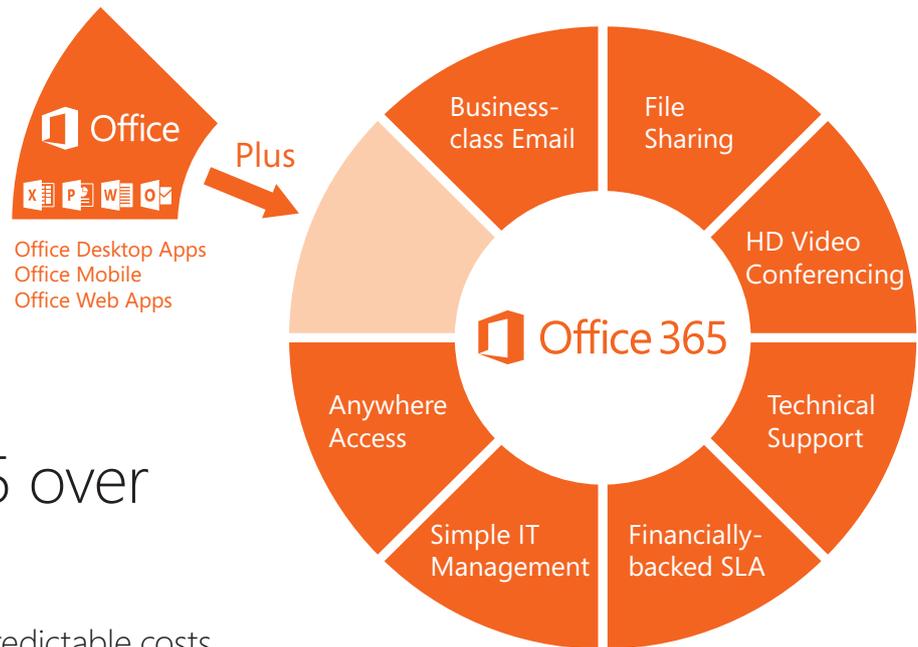




Office 365 on Open

Office 365 on Open

What do you get with Office 365?



Why Office 365 over box product?

- Yearly paid subscription, predictable costs
- Can be loaded on up to 5 PC's or Mac, 5 devices and 5 phones per user
- Access files from anywhere and any device using web apps
- Unlimited cloud storage per user
- Skype for Business/SharePoint included for collaboration
- Office is always up to date

What plans are available?

		Business			Enterprise		
		Business	Business Essentials	Business Premium	ProPlus	E1	E3
Target Customer	Seat Cap	300 (for each plan)			Unlimited		
	24/7 phone support from Microsoft	Critical issues			All issues		
Office	Word, PowerPoint, Excel, Outlook, OneNote, Publisher	●		●	●		●
	iPad, Windows RT & smartphone apps	●		●	●		●
	Office Online	●	●	●	●	●	●
	Access				●		●
Standard Services	Unlimited cloud storage (OneDrive for Business)	●	●	●	●	●	●
	Email, calendar (Exchange)		●	●		●	●
	Online meetings, IM (Skype for Business)		●	●		●	●
	Team sites, internal portals (SharePoint)		●	●		●	●
	Enterprise social (Yammer)		●	●		●	●
	Content discovery and search (Delve)		●	●		●	●
Advanced Services	Active Directory integration	●	●	●	●	●	●
	Licensed for hybrid deployment				●	●	●
	Support for shared computer activation				●		●
	Video content management					●	●
	Compliance – Archiving, eDiscovery, mailbox hold						●
	Information protection – message encryption, RMS, DLP						●

Why Office 365?



Pitching the right plan

Customer asks for:	Core needs (up to 300 seats)	Advanced needs (unlimited seats)
Office apps only + OneDrive	Business	ProPlus
Services only (no office apps)	Business Essentials	Enterprise E1
Office and Services	Business Premium	Enterprise E3

Office on all your devices

With Office 365 you can get Office apps on:



How to sell Office 365 on Open

What questions to ask

How do you currently buy Office?	Box Copies? – Expensive! OV/OVS – Recurring or Renew to Office 365?
Do you use Exchange for email?	What version of Exchange? Time to upgrade. Issue with mailbox size? 50GB in Office 365.
Do you use any sort of file share?	SharePoint? What version? Shared server storage? Expensive? Hard to access? Do they need VPN?
Users using multiple devices?	Office 365 can be loaded on 5 PCs, 5 devices and 5 phones
Do you have users who are mobile?	OneDrive allows access anywhere. Web apps from any device.

How to answer questions

I already have Office on my Open licensing, can I upgrade?

Depends – How far through the agreement is the customer? Customers coming up to renewal dates are ideal candidates to upgrade, Microsoft can also terminate Open agreements so the customer can sign a new agreement with Office 365. Note this isn't always the best option if there are other licenses on the agreement.

Can I still keep some software on premise?

Yes, taking Office 365 does not mean you have to use all the features. The features are all bundled into the plans to create a unified working experience. For example if your customer wants to keep some mailboxes on premise then they can.

Do I have to use OneDrive to store my documents?

No, the customer is free to save documents wherever they like. However for mobile users, and those using more than 1 device saving documents on OneDrive means they can access from any of their PCs, devices or any PC connected to the internet through web apps.