

Productivity Offers for All Customer Segments



Windows Live + Office Home and Business

- Individual and consumer
- Personal Use
- Free/low cost



Office 365 for Small Businesses + Office Subscription

- Small Business
- Organizational use
- No IT or IT partner
- Low monthly subscription price
- Focus on simplicity
- Community help



Office 365 for Enterprises with Office Subscription

- For any sized organization
- Internal IT or IT partner required
- Rich set of workloads and features
- Range of offers by user type
- 24x7 phone support

Office 365 for Small Businesses and Professionals

Includes...



- 1-25 users (max of 50 allowed)
- No IT needed
- Easy to try out
- Simple and easy to use
- Works with Microsoft Office
- Financially-backed 99.9% uptime guarantee
- Self-Help and Community Support



**Office 365
(Plan P1)
\$6/user/month**

KEY CAPABILITIES

- Exchange Email, Calendar, Contacts & Personal Archive
- 25 GB Mailbox
- ActiveSync Mobile Support
- SharePoint Team Sites ¹
- Office Web Apps
- Simple Public Website ²
- Online Access databases
- Lync Rich Client
- Online meetings ³
- Desktop Sharing
- Multiparty IM & PC-to-PC Calling
- Self-Help and Community Support

¹ One site collection, authenticated external user access enabled for up to 50 unique users/month.

² Includes ready-to-use templates, option to add custom domain.

³ Online meetings limited to 50 participants.

When Is Office 365 for Small Businesses Not Enough?

There are several scenarios where Office 365 for enterprises better meets the needs of small organizations

1 Need Active Directory Sync
Ability to sync/manage user groups

2 Need Archiving
Email archiving for legal compliance

3 Need BES
Blackberry Enterprise Server

4 Growing to >50 users
More than 50 PC org today or tomorrow

5 24x7 Phone support
Higher touch vs. community support

**Office 365 for
Enterprises** 

Office 365 for Enterprises

User Segments: Right features for the right users

Kiosk Worker



Low cost offering to users that do not have messaging and collaboration capabilities today

User Segment Offers: Plan K Family

- 500 MB mailbox
- No SharePoint storage allocation
- Outlook Web Access (full OWA, not Lite)
- POP Support
- Messaging, calendar, contacts
- Anti-Virus / Anti-Spam
- Site search capabilities
- Office Web Apps

*Key
Differentiators*

Information Worker



Rich feature offering that meets a users full messaging and collaboration needs

User Segment Offers: Plan E Family

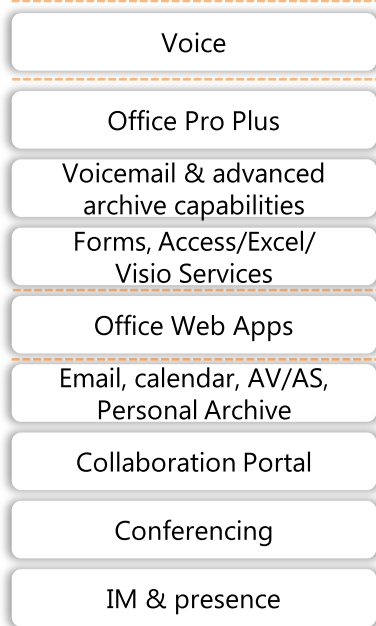
- 25GB mailbox
- 500MB SharePoint storage
- Full Client Connectivity (MAPI/IMAP)
- Mobility
- Lync (real time communications)
- Advanced Exchange & SharePoint capabilities
- Office Professional Plus
- On-premises access rights

For Information Workers – Plan E Family

Core Principles:

- Use Office to differentiate our cloud productivity service
- Compete with premium value and not on price
- Office 365 offers not tied to on-premises suites and naming

Components



Suites

Office 365 E1*
\$10/mo

Includes:
Exchange Plan 1
SharePoint Plan 1
Lync Plan 2

Office 365 E2
\$16/mo

Includes:
Exchange Plan 1
SharePoint Plan 1
Lync Plan 2
Office Web Apps

Office 365 E3
\$24/mo

Includes:
Exchange Plan 2
SharePoint Plan 2
Lync Plan 2
Office ProPlus
Office Web Apps

Office 365 E4
\$27/mo

Includes:
Exchange Plan 2
SharePoint Plan 2
Lync Plan 2
Office ProPlus
Office Web Apps
Lync Plus (Voice)

Add-Ons:

SP Online Storage (1GB) – \$2.50
Extranet (PAL) – \$2.00
Blackberry Support (BES) – \$10.00

Offer Details:

Plan 2 include Plan 1 features
Office Web Apps requires SharePoint Online
Voice requires on-premises servers

Prices shown at ERP

*Service Plan that maps to current BPOS

For Kiosk Workers – Plan K Family

Profile of a typical Kiosk Worker:

- Spends 5-10% or less of their time on a PC
- Shares a terminal with other kiosk workers
- Hasn't had access to a corporate mailbox in the past
- Examples: manufacturing line worker, retail clerk, mail couriers

Plan K Suites built to address different Kiosk worker needs:

Office 365 K1: high volume offer for this segment

- Addresses most kiosk worker scenarios, where customers want to provide light email and access to a company portal
- Provides capability to view Office documents

Office 365 K2:

- Addresses kiosk workers that require information access & simple data input
- Includes Office Web Apps editing capabilities for an additional cost

