

Licensing Microsoft 365 Business Premium

Joel Lachance

Business Development Manager and Licensing Specialist

Microsoft Managed Partner at BEMO Corp

April 2020

New product names – effective April 21, 2020

The new product names go into effect on April 21, 2020. This is a change to the product name only, and there are no pricing or feature changes at this time.

- **Office 365 Business Essentials** will become **Microsoft 365 Business Basic**.
- **Office 365 Business Premium** will become **Microsoft 365 Business Standard**.
- **Microsoft 365 Business** will become **Microsoft 365 Business Premium**.
- **Office 365 Business** and **Office 365 ProPlus** will both become **Microsoft 365 Apps**. Where necessary we will use the “for business” and “for enterprise” labels to distinguish between the two.

Note that the changes to these products will all happen automatically.

Today, we’re simply announcing name changes. But these changes represent our ambition to continue to drive innovation in Microsoft 365 that goes well beyond what customers traditionally think of as Office. The Office you know, and love will still be there, but we’re excited about the new apps and services we’ve added to our subscriptions over the last few years and about the new innovations we’ll be adding in the coming months.

What else is new – effective April 21, 2020

- Microsoft 365 Business Voice addons available for US customers
- Azure Active Directory P1 is now included with Microsoft 365 Business Premium

Microsoft 365 Business Premium (formerly Microsoft 365 Business)

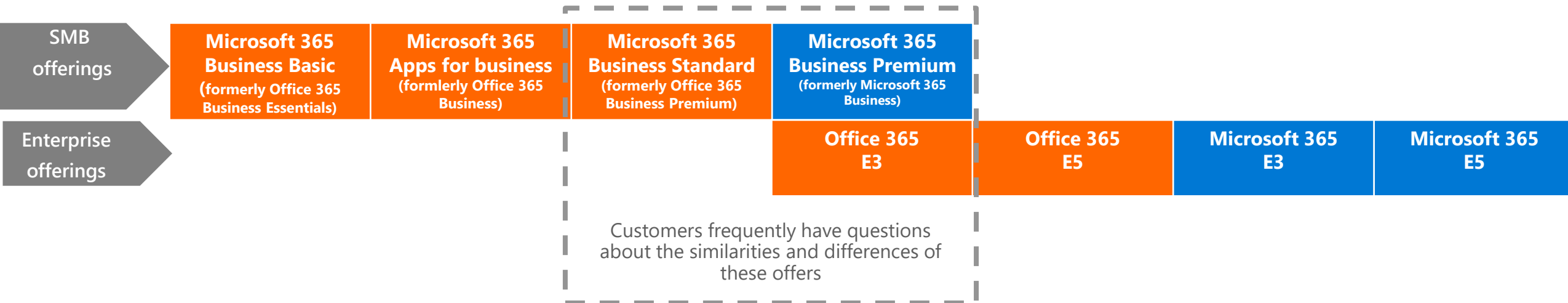
Microsoft 365 Business Premium is the hero offering for small and medium sized business customers.

Microsoft 365 Business Premium is an integrated solution, that brings together:

- the best-in-class **productivity** of Office 365 with
- **advanced security** and
- **device management** capabilities

to help SMBs safeguard their business

The purpose of this presentation is to compare Microsoft 365 Business Premium with other offerings in the Office 365 & Microsoft 365 family.



Comparison of Microsoft 365 Business Standard and Microsoft 365 Business Premium

(formerly Office 365 Business Premium and Microsoft 365 Business)



	Features	Microsoft 365 Business Standard	Microsoft 365 Business Premium
	Estimated retail price per user per month \$USD (with annual commitment)	\$12.50	\$20
	Maximum number of users	300	300
Office Apps	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	Business	Business
Email & Calendar	Outlook, Exchange Online	50GB	50GB
Hub for Teamwork	Chat-based workspace, online meetings, and more in Microsoft Teams	●	●
File Storage	OneDrive for Business	1 TB/user	1 TB/user
Social, Video, Sites	Stream, Yammer, Planner, SharePoint Online, Power Apps, Flow	●	●
Business Apps	Scheduling Apps – Bookings ¹ , StaffHub	●	●
	Business Apps – Outlook Customer Manager, MileIQ ¹	●	●
Threat Protection	Office 365 Advanced Threat Protection		●
	Windows Exploit Guard Enforcement		●
Identity Management	Self-service password reset for hybrid Azure Active Directory accounts		●
	Azure Multi-Factor Authentication, Conditional Access Policies		●
Device & App Management	Microsoft Intune for Windows, MacOS, iOS & Android		●
	Shared Computer Activation		●
	Windows AutoPilot, Windows Pro Management		●
	Upgrade rights to Windows 10 Pro for Win 7/8.1 Pro licenses		●
Information Protection	Office 365 Data Loss Prevention		●
	Azure Information Protection Plan 1, BitLocker Enforcement		●
Compliance	Unlimited email archiving ²		●

[1] Available in US, UK, Canada

[2] Unlimited archiving when auto-expansion is turned on

Comparison of Microsoft 365 Business Premium and Office 365 E3

(formerly Microsoft 365 Business and Office 365 E3)



	Features	Office 365 E3	Microsoft 365 Business Premium
	Estimated retail price per user per month \$USD (with annual commitment)	\$20	\$20
	Maximum number of users	unlimited	300
Office Apps	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	ProPlus	Business
Email & Calendar	Outlook, Exchange Online	100 GB	50 GB
Hub for Teamwork	Chat-based workspace, online meetings, and more in Microsoft Teams	●	●
File Storage	OneDrive for Business	Unlimited	1 TB/user
Social, Video, Sites	Stream, Yammer, Planner, SharePoint Online ¹ , Power Apps ¹ , Flow ¹	●	●
Business Apps	Scheduling Apps – Bookings ² , StaffHub	●	●
	Business Apps – Outlook Customer Manager, MileIQ ²		●
Threat Protection	Office 365 Advanced Threat Protection		●
	Windows Exploit Guard Enforcement		●
Identity Management	Self-service password reset for hybrid Azure Active Directory accounts		●
	Azure Multi-Factor Authentication, Conditional Access Policies		●
Device & App Management	Microsoft Intune for Windows, MacOS, iOS & Android, Windows AutoPilot, Windows Pro Management		●
	Shared Computer Activation	●	●
	Upgrade rights to Windows 10 Pro for Win 7/8.1 Pro		●
Information Protection	Office 365 Data Loss Prevention	●	●
	Selective data wipe, Azure Information Protection Plan 1, BitLocker Enforcement		●
On-Prem CAL Rights	ECAL Suite (Exchange, SharePoint, Skype)	●	
Compliance	Unlimited email archiving ³	●	●

[1] Indicates Office 365 Business Premium has Plan 1 of the functionality and Office 365 E3 has Plan 2

[2] Available in US, UK, Canada

[3] Unlimited archiving when auto-expansion is turned on

Comparison of Microsoft 365 Business Standard, Microsoft 365 Business Premium and Office 365 E3 (formerly Office 365 Business Premium, Microsoft 365 Business and Office 365 E3)



	Features	Microsoft365 Business Standard	Microsoft 365 Business Premium	Office 365 E3
	Estimated retail price per user per month \$USD (with annual commitment)	\$12.50	\$20	\$20
	Maximum number of users	300	300	unlimited
Office Apps	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	Business	Business	ProPlus
Email & Calendar	Outlook, Exchange Online	50GB	50GB	100GB
Hub for Teamwork	Chat-based workspace, online meetings, and more in Microsoft Teams	●	●	●
File Storage	OneDrive for Business	1 TB/user	1 TB/user	Unlimited
Social, Video, Sites	Stream, Yammer, Planner, SharePoint Online ¹ , Power Apps ¹ , Flow ¹	●	●	●
Business Apps	Scheduling Apps – Bookings ² , StaffHub	●	●	●
	Business Apps – Outlook Customer Manager, MileIQ ²	●	●	
Threat Protection	Office 365 Advanced Threat Protection		●	
	Windows Exploit Guard Enforcement		●	
Identity Management	Self-service password reset for hybrid Azure Active Directory accounts		●	
	Azure Multi-Factor Authentication, Conditional Access Policies		●	
Device & App Management	Microsoft Intune, Windows AutoPilot, Windows Pro Management		●	
	Shared Computer Activation		●	●
	Upgrade rights to Windows 10 Pro for Win 7/8.1 Pro licenses		●	
Information Protection	Office 365 Data Loss Prevention		●	●
	Selective data wipe, Azure Information Protection Plan 1, BitLocker Enforcement		●	
On-Prem CAL Rights	ECAL Suite (Exchange, SharePoint, Skype)			●
Compliance	Unlimited email archiving ³		●	●

[1] Indicates Office 365 Business Premium has Plan 1 of the functionality and Office 365 E3 has Plan 2

[2] Available in US, UK, Canada

[3] Unlimited archiving when auto-expansion is turned on

Comparison of Microsoft 365 Business Standard, Microsoft 365 Business Premium, Office 365 E3 and E5

(formerly Office 365 Business Premium, Microsoft 365 Business, Office 365 E3 and E5)



Features		Microsoft 365 Business Standard	Microsoft 365 Business Premium	Microsoft 365 E3	Microsoft 365 E5
	Estimated retail price per user per month \$USD (with annual commitment)	\$12.50	\$20	\$32	\$57
	Maximum number of users	300	300	unlimited	unlimited
Office Apps	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	Business	Business	ProPlus	ProPlus
Email & Calendar	Outlook, Exchange Online	50GB	50GB	unlimited	unlimited
Hub for Teamwork	Chat-based workspace, online meetings, and more in Microsoft Teams	●	●	●	●
File Storage	OneDrive for Business	1 TB/user	1 TB/user	unlimited	unlimited
Social, Video, Sites	Yammer, SharePoint Online, Planner	●	●	●	●
	Stream		●	●	●
Business Apps	Scheduling Apps – Bookings ¹ , StaffHub	●	●	●	●
	Business Apps – Outlook Customer Manager, MileIQ ¹	●	●		
Threat Protection	Microsoft Advanced Threat Analytics, Device Guard, Credential Guard, App Locker, Enterprise Data Protection			●	●
	Office 365 Advanced Threat Protection		●		●
	Windows Defender Advanced Threat Protection				●
	Office 365 Threat Intelligence				●
Identity Management	Self-service password reset for hybrid Azure Active Directory accounts, Azure MFA, Conditional Access		●	●	●
	Azure Active Directory Plan 1		●	●	●
	Azure Active Directory Plan 2				●
Device & App Management	Microsoft Intune, Windows AutoPilot		●	●	●
	Shared Computer Activation		●	●	●
	Microsoft Desktop Optimization Package, VDA			●	●
Information Protection	Office 365 Data Loss Prevention, Azure Information Protection Plan 1		●	●	●
	Azure Information Protection Plan 2, Microsoft Cloud App Security, O365 Cloud App Security				●
On-Prem CAL Rights	ECAL Suite (Exchange, SharePoint, Skype, Windows, SCCM, Win. Rights Management)			●	●
Compliance	Unlimited email archiving ²		●	●	●
	Advanced eDiscovery, Customer Lockbox, Advanced Data Governance				●
Analytics	Power BI Pro, MyAnalytics				●
Voice	PSTN Conferencing, Cloud PBX	Add-on	Add-on	Add-on	●

[1] Available in US, UK, Canada | [2] Unlimited archiving when auto-expansion is turned on

What is the **right plan** for SMB customers who want advanced security?

Partners have traditionally sold **Office 365 E3** to security-conscious SMB, but now **Microsoft 365 Business Premium** offers a more complete security solution

Security features available in Office 365 E3 and Microsoft 365 Business Premium

1. **Data Loss Prevention**

Content analysis to easily identify, monitor, and prevent sensitive information (eg SSN) from leaving org

2. **Exchange Online Archiving**

Data archiving and preservation so you can stay compliant and perform eDiscovery

3. **Office 365 Message Encryption**

Encryption of email messages and ability to restrict permissions (e.g. do not forward)

Additional security only available in Microsoft 365 Business

1. **Office 365 Advanced Threat Protection**

Sophisticated scanning & detection to block malicious attachments and links in email and documents

2. **Azure MFA & Conditional Access**

Controls which devices and users can access your data with options to block or enable MFA

3. **Azure Information Protection**

Controls & Manages how sensitive content is accessed by providing classification labels on documents and email

4. **Microsoft Intune**

Manages devices and apps from the cloud, enabling device security and protecting company information on employee devices



Scenarios where Office 365 E3 is a better fit than Microsoft 365 Business Premium

Microsoft 365 Business is the hero offering for SMB customers. However, these are the scenarios in which the customer should consider Office 365 E3 instead:

- ✓ Customer is over 300 users
- ✓ Customer needs on-premises CAL rights for Exchange, SharePoint, Skype
- ✓ Customer needs features that are only available in the Office desktop ProPlus version:
 - Excel BI Tools (Power Map, Power Pivot, Power Query, Power View)
 - Using group policy to push configuration settings for Office
 - (see next slide for details)

Detailed comparison of Office client commercial offerings



		Microsoft 365 Apps for business (formerly Office 365 Business)	Microsoft 365 Apps for enterprise (formerly Office 365 ProPlus)
Applications	Word	•	•
	Excel	•	•
	PowerPoint	•	•
	OneNote	•	•
	Outlook	•	•
	Publisher	•	•
	Access	•	•
	Microsoft Teams	•	•
	Volume Activation		
	Group Policy ¹		•
Premium Value	Shared Computer Activation	• ¹⁰	•
	App Telemetry		•
	Update Controls ²		•
	Apply Personal Retention Policies ³	•	• ⁷
	Access Site Mailboxes ³	•	• ⁷
	Access In-Place Archive Folder ^{3,4}	•	• ⁷
	Spreadsheet Compare & Inquire		• ⁷
	Business Intelligence		• ⁷
	Create IRM ³	• ¹⁰	•
	Data Loss Prevention ³	• ¹⁰	• ⁷
Cloud Value	Groups	•	•
	Office Deployment Tool	•	•
	Roaming Documents & Settings	•	•
	1 TB OneDrive for Business	•	•
Licensing	Licensing Model	Per User	Per User
	License Type	Subscription	Subscription
	PC/Mac Installs ⁸	5	5
	iOS/Android Smartphone Installs ⁸	5	5
	Tablet Installs ⁸	5	5
	Office RT Commercial Rights	•	•
	Office Online/Web Apps	•	•
	Commercial Use Rights	•	•

Detailed comparison of Office client commercial offerings

Footnotes



1. Allows the organization to push certain configuration settings (security settings, app settings, Active Directory roaming, etc.) for Office to machines logging onto the corporate network.
2. With Office Standard 2016 and Office Professional Plus 2016, IT has full control of updates using the MSI model. With Office 365 ProPlus, installation and updates are managed via Click-to-Run.
3. The suites provide different levels of integration with business productivity servers.
4. Archive email from Outlook—no .pst files needed—and set retention policies that automatically archive or delete email. IT admins can centrally manage the In-Place Archive.
5. Enterprise Voice includes several advanced calling features as well, such as delegation, team calling, Group Call Pickup, and Response Groups.
6. Subscription licenses available through the Enterprise Agreement Subscription, Open Value Subscription, and Enrollment for Education Solutions programs.
7. Requires additional online service(s)
8. Permits local installation via click-to-run of the licensed Office 365 apps included with the service. Does not include rights to install Office 2016 on-premises versions. Office supports PCs and Windows tablets running Windows 7 or higher, and Macs running MAC OS X 10.6 or higher. Office for iPad can be installed on iPads running version 7 or higher.
9. Includes rights to Office Online Server.
10. This premium feature is included in Microsoft 365 Business, but not other Office 365 Business offerings.

Premium add-ons and their eligibility by plan

Add-ons are SKUs that can be added to an existing suite or service

		Microsoft 365 Business Basic or Microsoft 365 Business Standard (formerly Office 365 Business Essentials or Office 365 Business Premium)	Microsoft 365 Business Premium (formerly Microsoft 365 Business)	Office 365 Enterprise E3	Microsoft 365 Enterprise E3	Office 365 Enterprise E5	Microsoft 365 Enterprise E5	Price (USD)
Security	Office Advanced Threat Protection P1	Add-on	Included	Add-on	Add-on	Included	Included	\$2
	Advanced Compliance	Add-on	Add-on	Add-on	Add-on	Included	Included	\$8
	Threat Intelligence	Add-on	Add-on	Add-on	Add-on	Included	Included	\$8
Analytics	Workplace Analytics	N/A	N/A	Add-on	Add-on	Included	Included	\$6/\$2 ¹
	MyAnalytics	Add-on	Add-on	Add-on	Add-on	Included	Included	\$4
	Power BI Pro	Add-on	Add-on	Add-on	Add-on	Included	Included	\$10
Voice	Audio Conferencing	N/A	N/A	Add-on	Add-on	Included	Included	\$4
	Phone System	N/A	N/A	Add-on	Add-on	Included	Included	\$8
	Calling Plan (Select countries)	N/A	N/A	Add-on Phone System Required	Add-on Phone System Required	Add-on	Add-on	\$12/\$24 ²
	Microsoft 365 Business Voice (audio conf, phone system and domestic calling plan)	Add-on	Add-on	Add-on	Add-on	Add-on	Add-on	\$20

[1] 5,000 Seat Minimum. \$6pupm for E1/E3, \$2pupm for E5

[2] Dial-out conferencing capabilities may incur additional per minute Communications Credits charges. Customers can disable these features to avoid additional billing. \$24 includes both International and Domestic calling plans. Domestic only calling plans are available for \$12. Tax is included in price in the US. Service usage limits exist to manage fraud, abuse, excessive use, and maintain service performance. Further details about these services can be found in our recently published [Skype for Business Online Service Use Terms](#).

Thank you!

Visit www.bemopro.com to learn more