

# Selecting the right Office 365 plans for SMBs

Understanding which Office 365 plan to choose



Office 365

# Office 365 plan lineup for SMBs

## Business Premium

*Office apps + Cloud services*

**\$14.50 user/month**

Hero offer for SMB – rich tools for most SMB productivity needs

Evolution of Small Business Premium & Midsize Business

## Business

*Office apps + OneDrive*

**\$10.00 user/month**

For customers who want just the Office apps

Move customers off Office on-premises

## Business Essentials

*Cloud services*

**\$6 user/month**

Competitively priced/featured for entry-level cloud services

Evolution of Small Business

### All plans include:

300 seat cap

99.9% financially-backed  
uptime guarantee

24/7 phone support  
for critical issues

Active Directory integration



# Office 365 Business plans

		Business	Business Essentials	Business Premium
Core details	Price	\$10	\$6	\$14.50
	Seat Cap	300 (for each plan)		
Office applications	Office desktop apps	●		●
	iPad, Windows RT & smartphone apps	●		●
	Office Online	●	●	●
Standard services	1TB cloud storage (OneDrive for Business)	●	●	●
	Email, calendar (Exchange)		●	●
	Online meetings, IM (Lync)		●	●
	Team sites, internal portals (SharePoint)		●	●
	Enterprise social (Yammer)		●	●

## All Office 365 plans include

- 99.9% financially-backed uptime guarantee
- 24/7 phone support for critical issues
- Active Directory integration

# Full plan lineup

		Business			Enterprise		
		Business	Business Essentials	Business Premium	ProPlus	E1	E3
customer	Price	\$10	\$6	\$14.5	\$12*	\$8*	\$20*
	Seat Cap	300 (for each plan)			Unlimited		
	24/7 phone support from Microsoft <sup>1</sup>	Critical issues			All issues		
Office	Word, PowerPoint, Excel, Outlook, OneNote, Publisher	●		●	● <sup>2</sup>		● <sup>2</sup>
	iPad, Windows RT & smartphone apps	●		●	●		●
	Office Online	●	●	●	●	●	●
	Access				●		●
Standard services	1TB cloud storage (OneDrive for Business)	●	●	●	●	●	●
	Email, calendar (Exchange)		●	●		●	●
	Online meetings, IM (Lync)		●	●		●	●
	Team sites, internal portals (SharePoint)		●	●		●	●
	Enterprise social (Yammer)		●	●		●	●
Advanced services	Active Directory integration	●	●	●	●	●	●
	Supports hybrid deployment				●	●	●
	Support for shared computer activation (RDS)				●		●
	Upcoming services – Office 365 Video					●	●
	Compliance – Archiving, eDiscovery, mailbox hold						●
	Information protection – message encryption, RMS, DLP						●

\*Billed Annually

# Plan overviews

# Office 365 Business



\$10 per user/month

## Plan description

Always up to date version of Office applications, plus cloud storage to easily share, collaborate and edit your files on your computer, tablet and smartphone.

## Target customer

1-250 seats

Using Office 2003, 2007, 2010, wants the latest Office apps

Wants to access and edit Office files on tablet and smartphone

Has employees using point-solutions for collaboration and storage like Dropbox and Google Drive/Apps

## Included Office 365 services

Office apps on up to 5 PCs & Macs	Office apps for tablets & smartphones	Office Online	Cloud storage and file sharing (OneDrive)
Business-class email & calendar (Exchange)	Online meetings, IM, video chat (Lync)	Team sites & internal portals (SharePoint)	Private social networking (Yammer)

## Plan notes

Included apps: Word, Excel, PowerPoint, OneNote, Outlook, Publisher

Apps can be fully installed to a PC or Mac, available offline

1TB of OneDrive for Business cloud storage

No domain setup required

Supports on-premises Active Directory sync for single sign on

300 user cap

Financially-backed 99.9% uptime service level agreement

24/7 support for business critical issues

# Office 365 Business Essentials



\$6 per user/month

## Plan description

The core cloud services for running your business, including business-class email, online meeting tools and cloud storage to easily share, collaborate and edit your Office files on any device.

## Target customer

1-250 seats

In need of a new email solution – either first professional email or to replace aging email server

Wants to access and edit Office files on tablet and smartphone

Has many point-solutions for collaboration, storage & online meetings and would like to manage holistically, while saving money

## Included Office 365 services

Office apps on up to 5 PCs & Macs	Office apps for tablets & smartphones	Office Online	Cloud storage and file sharing (OneDrive)
Business-class email & calendar (Exchange)	Online meetings, IM, video chat (Lync)	Team sites & internal portals (SharePoint)	Private social networking (Yammer)

## Plan notes

50 GB mailboxes with custom domains (me@mybusiness.com) & shared calendaring

1TB of OneDrive for Business cloud storage

Online meetings for up to 250 participants, with screen sharing, audio and video, virtual whiteboards, polls, and shared notes.

Supports on-premises Active Directory sync for single sign on

300 user cap

Financially-backed 99.9% uptime service level agreement

24/7 support for business critical issues



# Office 365 Business Premium



\$14.5 per user/month

## Plan description

Always up to date version of Office applications, plus core cloud services for running your business - from online meetings to sharing documents to business-class email.

## Target customer

1-250 seats

Using Office 2003, 2007, 2010, wants the latest Office apps

In need of a new email solution – either first professional email or to replace aging email server

Has many point-solutions for collaboration, storage & online meetings and would like to manage holistically, while saving money

## Included Office 365 services

Office apps on up to 5 PCs & Macs	Office apps for tablets & smartphones	Office Online	Cloud storage and file sharing (OneDrive)
Business-class email & calendar (Exchange)	Online meetings, IM, video chat (Lync)	Team sites & internal portals (SharePoint)	Private social networking (Yammer)

## Plan notes

Included apps: Word, Excel, PowerPoint, OneNote, Outlook, Publisher

Apps can be fully installed to a PC or Mac, available offline

50 GB mailboxes with custom domains (me@mybusiness.com) & shared calendaring

1TB of OneDrive for Business cloud storage

Online meetings for up to 250 participants, with screen sharing, audio and video, virtual whiteboards, polls, and shared notes.

Supports on-premises Active Directory sync for single sign on

300 user cap

Financially-backed 99.9% uptime service level agreement, 24/7 support for business critical issues