



# Office 365 - Beyond the License

Robert Crane @directorcia

# Agenda

13:45 - 14:00 = Office 365 Update

14:00 – 14:35 = Session 1

*14:35 – 14:45 = Break*

14:45 – 15:30 = Session 2

*15:30 – 15:45 = Afternoon Tea*

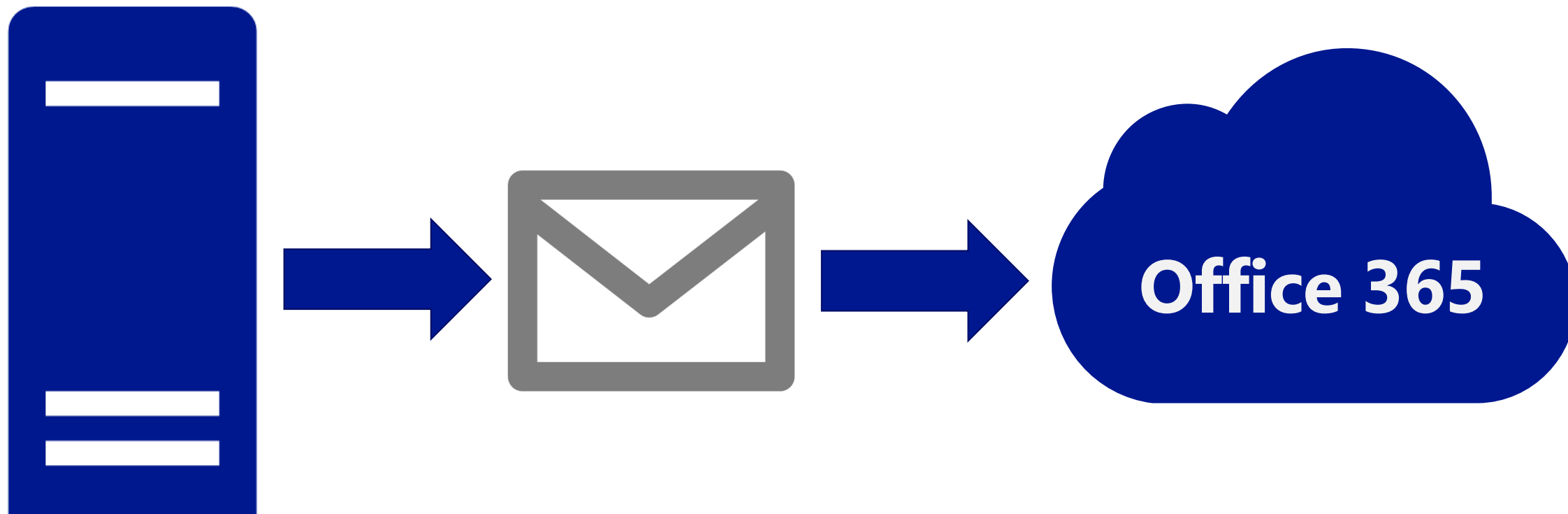
15:45 – 17:00 = Session 3

# Session 1

# Agenda Session 1

- Why selling all of Office 365 is critical
- Review of what's included in Office 365
- How to sell Office 365 to customers
- Developing your resources to support your Office 365 pitch

Why is everyone only doing this?



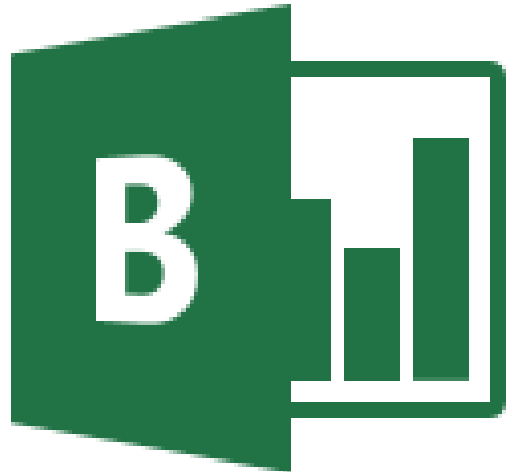
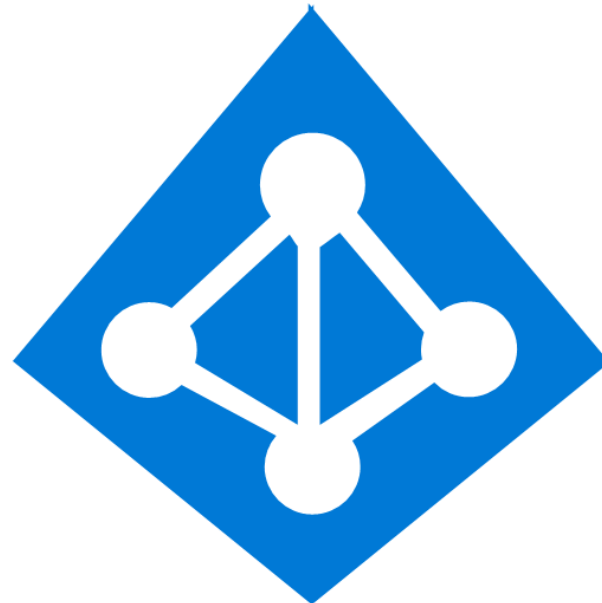
# What about doing this as well?



- Archiving
- Legal Hold
- Data Loss Prevention (DLP)
- Retention policies
- Compliance
- eDiscovery
- Security
- Reporting

## And that is just for email!

But what are you doing with



# Azure



- Single Sign On Portal
- Branding
- Enhanced reports
- Cloud Self Service Password Resets
- Extend to VM, VPNs, Web Sites, etc



# Azure



Sign in with your work or school account

Keep me signed in

Sign in

Cancel

[Can't access your account?](#)

# Yammer



- Bring social to the business
- Eliminate distribution lists
- Collaborate
- Make information searchable
- Involve more people
- Communicate outside the business

# Yammer

## Office 365 Network

Get advice and share best practices with thousands of Office 365 customers

Home 9 7




Search

GROUPS

- OneDrive for Business 20+
- Change Alerts 20+
- Office 365 Summits 2
- Enterprise Social Service... 20+
- Yammer & Enterprise S... 20+
- SharePoint IT Pro 20+
- Office 365 IT Pro 20+
- Technical Training 20+
- Australia & New Zealan... 20+
- Users Work Wonders wi... 20+
- Office Mechanics 20+
- Driving Office 365 Adop... 20+
- Delve 20+
- Yammer Help (Enterpris... 20+
- O365 Partner Tools 17

Robert Crane [MVP]  
Office 365 Network

### Announcements


-  **New SharePoint Server 2016 IT Preview Materials Available**  
Posted by Bill Baer ('bear') [Micros... August 25 at 3:44am 17 3
-  **SharePoint Server 2016 IT Preview Now Available**  
Posted by Bill Baer ('bear') [Micros... August 25 at 2:20am 46 3
-  **Reminder: Yammer Embed and Sharepoint**  
Posted by Lucy Masui August 13 at 3:22am 20 3

Update Poll Praise

Welcome! Please post your message in a specific group.

Discovery · All · Following

Azure—Join

 **Christopher McMillan**  
Thursday at 11:58pm  
Follow

I really enjoyed the articles today that I got from Microsoft Cloud.

The 6 best step-by-step guides for using #Azure as part of a hybrid #cloud:  
<http://msft.it/6189BHERI>

### INVITE YOUR COLLEAGUES





Yammer works best when your team is here too.

Invite

### NETWORK USAGE POLICY

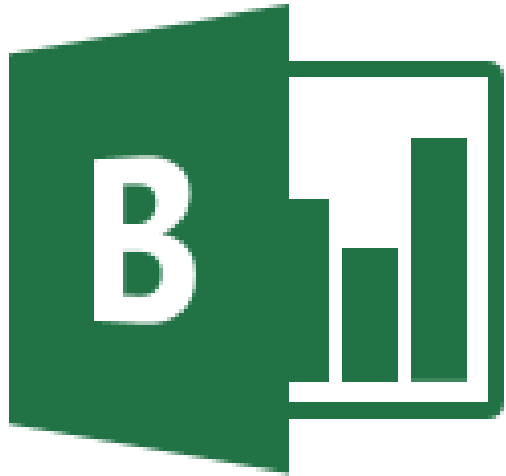
Your use of Yammer is governed by the Office 365 Network Acceptable Use Policy.

### RECENT ACTIVITY

-  Greg Dy has joined Users Work Wonders with Office 365.
-  Greg Dy has joined Office Mechanics.
-  Greg Dy has joined Office 365 Summit User Training Group.
-  Greg Dy has joined Change Alerts.

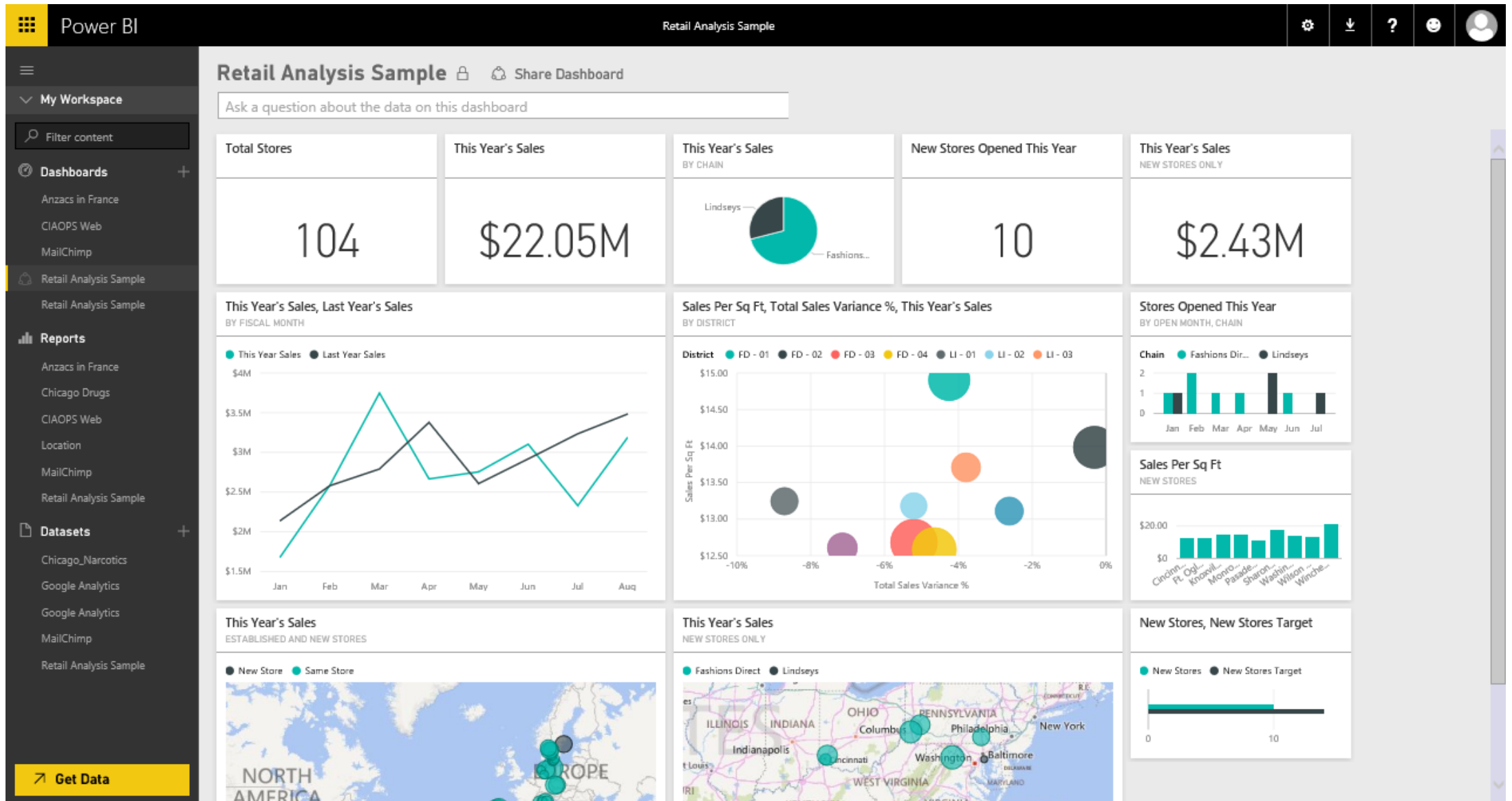
AF Online Now

# Power BI



- Excel is everywhere
- Power BI is free
- Data analysis is growing
- Connect to third party data sources

# Power BI



# Office 365 Review

# What is Office 365?



Office Desktop Apps  
Office Web Apps  
Office Mobile

Plus



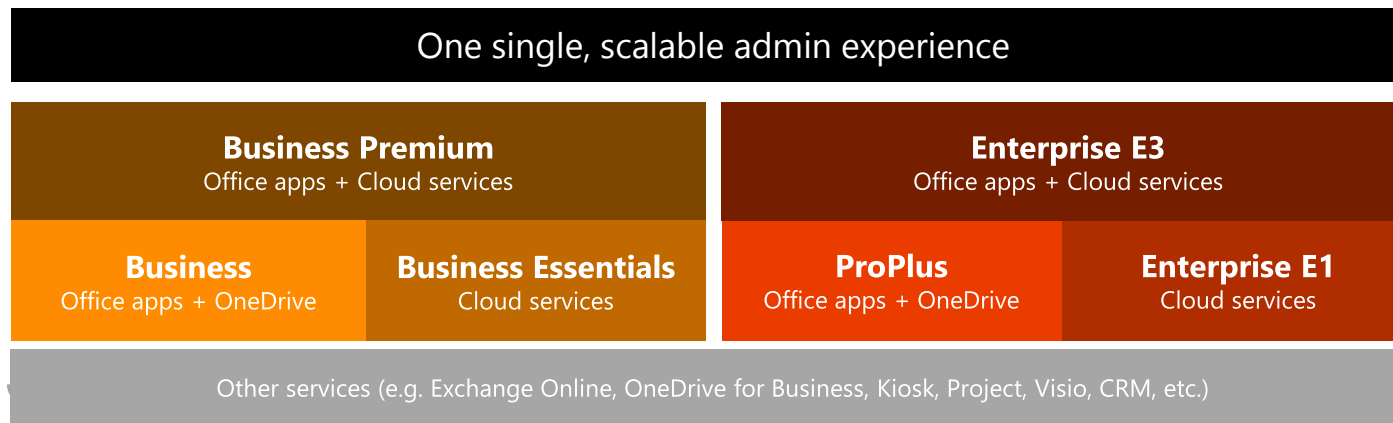
# Core Office 365 plan layout

## Business

Core needs

## Enterprise

Advanced needs



Combine **ANY** of these plans in a single Office 365 account

Business plans have 300 seat cap, per plan

Enterprise plans have no seat cap

Only top plans for SMB listed





# Office 365 Business v. ProPlus

	Office 365 Business	Office 365 ProPlus
<b>Office Applications</b>		
Word, Excel, PowerPoint, OneNote, Outlook, Publisher	•	•
Access, Skype for Business		•
<b>Core Value</b>		
OneDrive for Business cloud storage	Unlimited	Unlimited
Office Online	•	•
Core Excel BI features: PowerMap, PowerQuery (public data)	•	•
<b>Enterprise Value</b>		
<i>Enterprise Excel BI features:</i> PowerPivot, PowerQuery (enterprise data), PowerView, spreadsheet controls (compare/inquire)		•
<i>Compliance:</i> create IRM mail, email retention, data loss, prevention, archiving		•
<i>IT controls:</i> group policy, app telemetry, update controls		•
Enterprise voice		•
Support for shared computer activation (RDS)		•
<b>Licensing</b>		
Price/user/month \$AUD (with annual commitment)	\$13.20	\$19/14
Seat Cap	300	N/A
PC/Mac installs	5	5
Tablet installs	5	5
iOS/Android smartphone	5	5
iPad Apps	•	•
Office 2013 RT commercial use rights	•	•

# Full plan lineup

		Business			Enterprise		
		Business	Business Essentials	Business Premium	ProPlus	E1	E3
<b>Target customer</b>	Price	\$158	\$68	\$167	\$230	\$107	\$328
	Seat Cap	300 (for each plan)			Unlimited		
	24/7 phone support from Microsoft <sup>1</sup>	Critical issues			All issues		
<b>Office</b>	Word, PowerPoint, Excel, Outlook, OneNote, Publisher	•		•	• <sup>3</sup>		• <sup>3</sup>
	iPad, Windows RT & smartphone apps	•		•	•		•
	Office Online	•	•	•	•	•	•
	Access				•		•
<b>Standard services</b>	Unlimited cloud storage (OneDrive for Business)	•	•	•	•	•	•
	Email, calendar (Exchange)		•	•		•	•
	Online meetings, IM (Skype for Business)		•	•		•	•
	Team sites, internal portals (SharePoint)		•	•		•	•
	Enterprise social (Yammer)		•	•		•	•
<b>Advanced services</b>	Active Directory integration	•	•	•	•	•	•
	Supports hybrid deployment				•	•	•
	Office shared computer activation support (RDS)				•		•
	Office 365 Video					•	•
	Compliance – Archiving, eDiscovery, mailbox hold						•
	Information protection – message encryption, RMS, DLP						•

# Hero offering for advanced needs



Pricing figures in AU Dollar figures based on Telstra T-Suite..

Office 365 Enterprise (E3)
Full suite designed for room to grow beyond 250 users
Supports different user types, access to your own servers
eDiscovery and advanced archiving
Data Loss Prevention, Information Rights Management
Access, Excel, Visio Services, InfoPath forms, Voicemail
24/7 technical phone support for all issues
\$28.15 per user per month

# How to Sell Office 365



Frustrations

Wants

Fears

Aspirations



1. Spoken problems

2. Unspoken problems

3. Unknown problems

Developing resources

# All about content

- LinkedIn.
- Email lists.
- Social Media
- Videos
- Blogs/articles
- Demo site/accounts
- Presentations



# Conclusions

# Conclusions

- Office 365 is a platform.
- Add value, not just margin.
- Be more than a one hit wonder.
- Fully exploit the options of each service.
- You can't do it all, partner with others.
- Demonstrate thought leadership.
- There has never been more opportunity.

A close-up photograph of a white ceramic coffee cup filled with a frothy, light brown beverage, likely coffee with milk. The cup sits on a white rectangular tray. Beside the cup on the tray are several slices of golden-brown bread studded with dark chocolate chips. The entire scene is set against a dark, textured wooden background. A semi-transparent white horizontal band runs across the middle of the image, containing the word "Break" in a large, bold, black sans-serif font.

**Break**

# Session 2

# Agenda Session 2

- Focus on communications opportunity
- Focus on the collaboration opportunity









A close-up photograph of a white ceramic coffee cup filled with a frothy, light brown beverage, likely coffee with milk. The cup sits on a white rectangular tray. Beside the cup on the tray are several slices of golden-brown bread, possibly a loaf of banana bread or a similar soft bread, studded with dark chocolate chips. The entire scene is set against a dark, textured wooden background. A semi-transparent white horizontal band runs across the middle of the image, containing the word "Break" in a large, bold, black sans-serif font.

**Break**

# Session 3

# Questions/Feedback

Robert Crane



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# Resources

From me

@directorcia

<http://about.me/ciaops>

# Helping IT Business Owners Profit From The Cloud Opportunity



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26  
OCT

## Act fast

by Robert Crane  No Comments yet, be the first.

Why? Because the the subscription to the Cloud Business Blueprint community will be rising on the 1st of November 2015. After that date you'll need to pay \$74 per month to gain access to the mountains of material that is in the community. In fact, we are busy adding a 10 part training course on [Keep Reading>>](#)

[PODCAST EPISODES](#)

Episode #033 - Support Networks

# www.cloudbusinessblueprint.com



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### PowerShell for Office 365

Learn how to connect and use PowerShell to administer Office 365



Robert Crane

\$39



### Getting Started with Office 365 Administration

From creating a new tenant to enabling and using all the Office 365 services

10 Course Bundle

\$349



### Integrating Azure Active Directory Features with Office 365

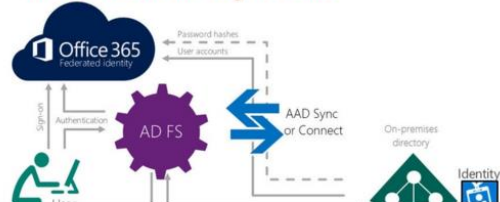
Extend the functionality of Office 365 using the built in Azure Active Directory features



Robert Crane

\$39

### Federated identity model





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things and got a useful refresher on lots of things!" - Ian*

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# CIAOPS

Information about SharePoint, Office 365, Mobility and Productivity from the Computer Information Agency

Wednesday, November 25, 2015

## Wanna transform your current technology business?



One of the most common frustrations I see when I speak with IT businesses is the fact that they are still struggling to transform their business to the new cloud model. The challenge is independent of technology, it is about the business model and many simply don't know what to do.

Nigel Moore and myself, who also head up Cloud Business Blueprint, have decided to address these frustration head on with a new offering called My Cloud Business.

How is My Cloud Business different? It is totally business focused and

lh3.googleusercontent.com/.../mcb-300%25255B3%25255D.jpg

your business is Office 365 Amazon

### CIAOPS Products

[CIAOPS SharePoint Services](#)

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