



# Microsoft 365 for Education

Product licensing overview

# 2015-2018 FTE (Full Time Equivalent)

**FTE** = Full Time Equivalent means any staff/faculty who work more than 200 hours per year. When calculating your faculty/staff FTE count **include student employee**

FTE counts are calculated as follows:

$$\begin{array}{|c|} \hline \text{Full time} \\ \text{faculty} \\ \hline \end{array} + \begin{array}{|c|} \hline \text{Part time} \\ \text{faculty} \\ \hline 3 \\ \hline \end{array} + \begin{array}{|c|} \hline \text{Full time} \\ \text{staff} \\ \hline \end{array} + \begin{array}{|c|} \hline \text{Part time} \\ \text{staff} \\ \hline 2 \\ \hline \end{array} = \begin{array}{|c|} \hline \text{Total faculty/} \\ \text{staff FTE} \\ \hline \end{array}$$



# 2018-2021 KW (Knowledge Worker)

- **KW** = Knowledge Worker means any employee (including a student employee), contractor, or volunteer who uses a product or qualified device for the benefit of the institution or within the user's relationship with the Institution



# ELIMINATING COMPLEX CALCULATIONS & SIMPLIFYING USER DEFINITIONS

2015-2018

Full-Time Equivalent



Total employee count 4,000



2,000 full-time faculty

+



600 part-time faculty / 3

+



1,000 full-time staff

+



400 part-time staff / 2



2018-2021

Knowledge Worker



Total employee count 4,000



3,400 Knowledge Worker



600 Transition (= 2/3 of 600 part-time faculty + 1/2 of 400 part-time staff)

**Knowledge Worker :**  
means any employee  
(including a student  
employee), contractor, or  
volunteer who uses a  
product or qualified  
device for the benefit of  
the institution or  
within the user's  
relationship with the  
Institution

**TOTAL PAID FTE = 3,400**

**TOTAL PAID KW = 3,400**

# 2021-2024 EQU (Education Qualified User)

- **EQU** = *Education Qualified User* means an employee or contractor (**except Student**) who accesses or uses an Education Platform Product for the benefit of the Institution.



# 2021-2024 EQU (Education Qualified User)

## Qualifying for EES with Education Platform Products

EES offers you access to Microsoft online services with the Education Platform Products\*. You can qualify for EES with the Microsoft 365 A3 or A5 suites or their individual components organization-wide. The qualifying EES Education Platform Products are as follows:

- Windows 10 E3 or E5
- Microsoft Office 365 A3 or A5
- Microsoft Enterprise Mobility + Security E3 or E5
- Microsoft Office 365 ProPlus

Rientrano fra gli Education Platform Products anche i corrispettivi prodotti onpremise, per esempio Office ProPlus o la Windows CAL per accedere a un server Windows, o l'utilizzo di un dispositivo dell'organizzazione su cui è installato Windows Client o Office da VLSC.



# ELIMINATING COMPLEX CALCULATIONS & SIMPLIFYING USER DEFINITIONS

2018 -2021

Knowledge Worker



Total employee count 4,000

(including 200 Student Employees)



3,400 Knowledge Worker



600 Transition



2021 - 2024

Education Qualified User



Total employee count 4,000

(including 200 Student Employees)



3800 Education Qualified Users



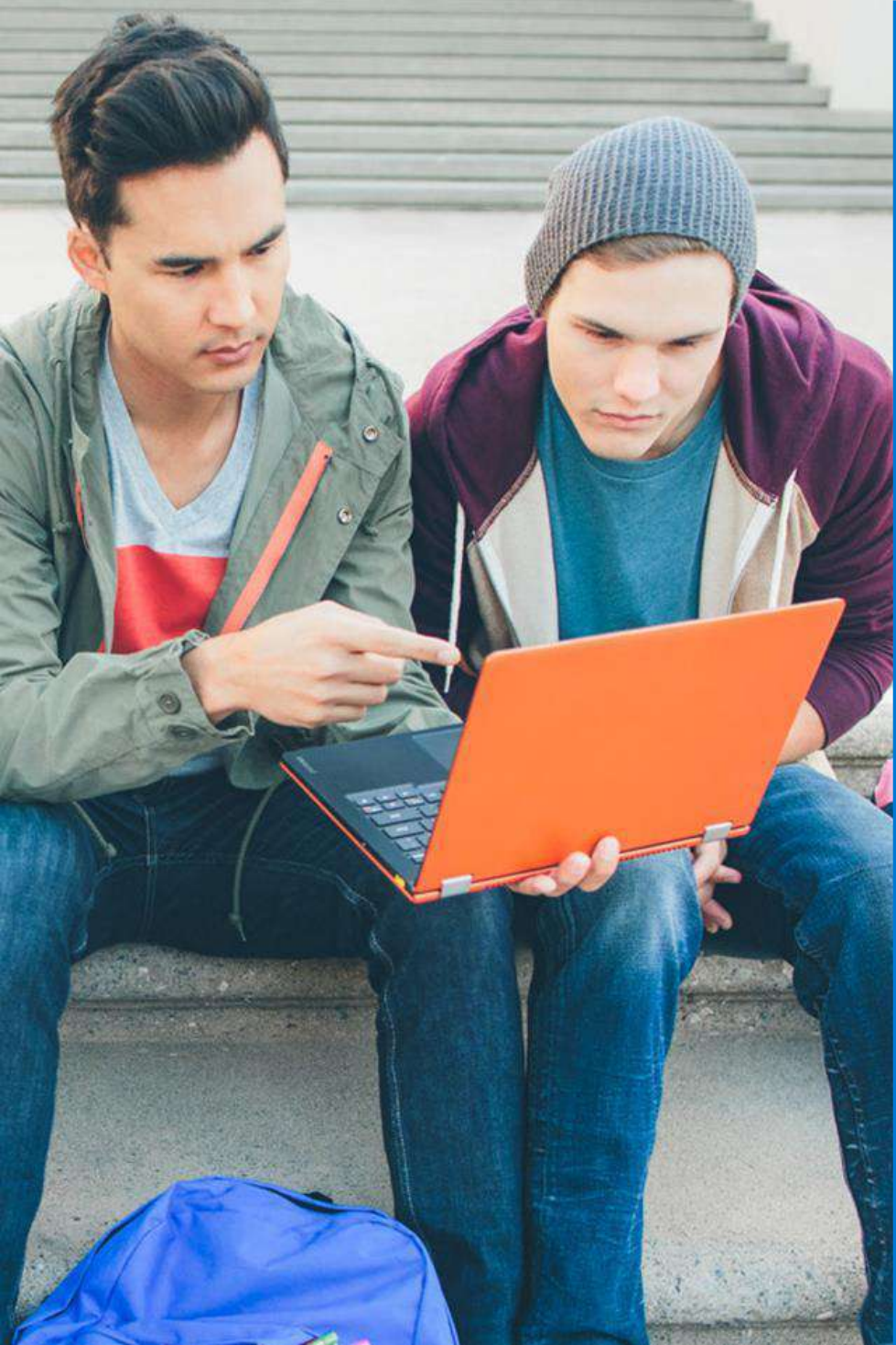
200 Student employee

**Education Qualified User:**

Education Qualified User means an employee or contractor (except Student employee) who accesses or uses an Education Platform Product for the benefit of the Institution.

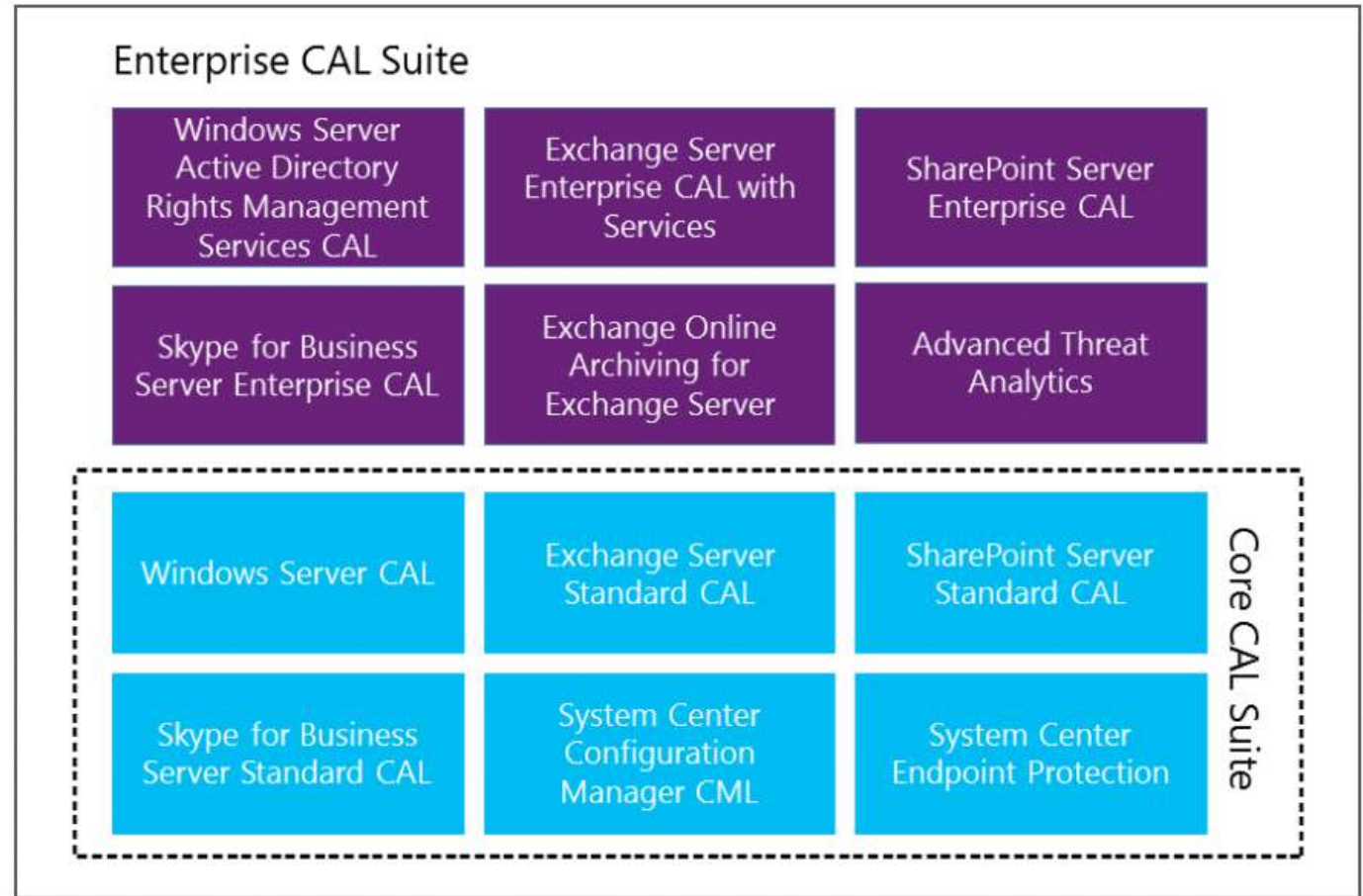
**TOTAL PAID KW = 3,400**

**TOTAL PAID EQU = 3,800**



## Core CAL Suite and Enterprise CAL Suite

### CAL Suite Mapping





# STUDENT USE BENEFITS

Student Use Benefits is a program that entitles Students to free copies of the software after paid versions are purchased for 100% of an Institution's Education Qualified User count.

If a Qualifying product is purchased via a suite/bundle for 100% of Education Qualified Users: student ratio is 1:40, if the Qualifying product is purchased Standalone the Education Qualified User: student ratio is 1:15

If customer purchases a "mix" of plans within an EPP (e.g. M365 A3 and M365 A5), the Student Use Benefit is based on the lower plan (e.g. M365 A3)

## Microsoft Student Use Benefits

<b>Office</b>	Office 365 ProPlus
	Advanced Security Management
	Advanced Threat Protection (A5)
<b>Windows</b>	Windows 10 Education
<b>EMS</b>	Intune for Education
	AADP Plan 1
	Advanced Threat Analytics (A5)
	AADP Plan 2
<b>Minecraft: Education Edition</b>	

## Office 365 A1 license (free)

A1 license can be assigned to NON-EQU qualified users

There is no limit to the A1 licenses that can be requested, but request should be explicit through the CRUI portal

A1 licensing will not change in the transition to the new agreement

A1 features and products may be changed by Microsoft



# Concessioni per framework CRUI al MS CASA-EES

- Si applica per almeno 100.000 EQU totali
- **Minimo 100 EQU per Enrollment (fuori CRUI richiesti 1.000 EQU)**



# Principali novità nuovo accordo MS CASA-EES

- Completata concessione Transition SKU
- Completata concessione M365 A3 CoreCAL SKU
- Sconto Azure da 0% a 8%  
(sconto Microsoft)
- Sconto M365 A3 del 19,2%  
(sconto Microsoft)
- Sconto M365 A5 tra 10% e 33%  
(sconto Microsoft)
- Possibile mix M365 A3 e M365 A5





# Microsoft 365 Education Plan Comparison

		Microsoft 365 A3 (Per-User)	Microsoft 365 A5 (Per-User)
Operating System	Windows 10 Enterprise upgrade	Pro Edu/Ent	Pro Edu/Ent
Microsoft 365 Apps	Install Word, Excel, PowerPoint, OneNote, Outlook, Access <sup>2</sup> , and Publisher <sup>2</sup> on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user	●	●
	Commercial use rights for Office mobile apps and Office for the web <sup>3</sup>	●	●
Email & Calendar	Exchange	Plan 2 (100 GB)	Plan 2 (100 GB)
Social & Intranet	SharePoint,	Plan 2	Plan 2
	Yammer Academic	●	●
Meetings, Calling, Collaboration, & Learning	Teams	●	●
	Phone System, Audio Conferencing		●
	Minecraft: Education Edition	●	●
Files & Content	OneDrive	1-5+ TB <sup>4</sup>	1-5+ TB <sup>4</sup>
	Microsoft Search, Microsoft Stream, Sway for Office 365 <sup>5</sup> , Microsoft Forms <sup>6</sup>	●	●
Business Apps	Planner, To-Do	●	●
	Bookings	●	●
Power Platform	Power Apps for Microsoft 365 <sup>7</sup> , Power Automate for Microsoft 365 <sup>7</sup>	●	●
Device & App Management	Microsoft 365 Admin Center, Microsoft Intune for Education <sup>8</sup> , Windows AutoPilot, Fine Tuned User Experience, Windows Analytics Device Health	●	●
	Mobile Device Management for Microsoft 365 <sup>9</sup>	●	●
Security	Windows Hello, Credential Guard and Direct Access <sup>10</sup> , Azure Active Directory Plan 1, Microsoft Advanced Threat Analytics, Defender Antivirus and Device Guard <sup>10</sup> , Azure Information Protection Plan 1, Windows Information Protection, BitLocker	●	●
	Azure Active Directory Plan 2, Microsoft Defender Advanced Threat Protection (ATP), Office 365 ATP Plan 2, Azure ATP		●
	Cloud App Security, Safe Documents		●
Compliance	eDiscovery Content Search, manual sensitivity and retention labels	●	●
	Office 365 Data Loss Prevention (DLP) for email and files, eDiscovery Export, eDiscovery Hold, Litigation Hold, In-Place Hold, basic Audit, Email archiving	●	●
	Automatic classification and retention, Customer Key, Advanced Message Encryption, Insider Risk Management, Communication Compliance, Information Barriers, Customer Lockbox, Privileged Access Management, Advanced Audit, Advanced eDiscovery		●
Analytics	Insights by MyAnalytics (Outlook plug-in)	●	●
	Education Analytics	●	●
	Power BI Pro		●