Microsoft 365 and New MEEC Agreement

Presented by:
MEEC, Microsoft, and Belltech

MARYLAND EDUCATION ENTERPRISE CONSORTIUM

MEEC

108 - VENDORS
18 - AGREEMENTS
15 - VENDORS
(Multi-Contract)

- Identify yourself as a MEEC Member!
- Contracts are competitively bid!

AGREEMENTS

Software

- Adobe - Adobe Sign (CIA)
- Apple
- Google
- Learning Management Systems (LMS)
- Lecture Capture

- McAfee (Bell Techlogix)
- Microsoft (Bell Techlogix)
- SkillSoft
- Symantec (SHI)

AGREEMENTS

Hardware
- Hardware (28)
- Audio Visual (11)

Services
- Call Center/Help Desk (4)
- IT Security Assessment and Advisory Services (13)
- Audio Visual Services (11)
- InCommon
- Library eResources
- IT Professional Consulting Services
- Microsoft Premier

WEBINARS/SEMINARS WORKSHOPS

▶ Road Shows

▶ In-Person Workshops

▶ Seminars

▶ Webinars

▶ MEEC Member Conference & Vendor Showcase

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MICROSOFT

▶ MEEC/Microsoft Negotiations Team

▶ Microsoft Reseller RFP Team

▶ Thank you University of MD, College Park

▶ FTE vs Headcount

▶ 3 Years – (2) 1 Year Optional Years

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Agenda

Time	Content	Presenter
9:00-9:10	Welcome	MEEC
9:10-9:30	Microsoft Introduction to New Agreement	Jamie B
9:30-10:00	Windows and Education Benefits	Bonnie/Zia
10:00-10:25	New Value in M365/MEEC	Bob
10:25-10:50	New in Microsoft Cloud for MEEC	McKenzie
10:50-11:15	Agreement Pricing and Process	BellTech
11:15-11:30	Q&A/Next Steps	All

Microsoft Education

Empowering every student on the planet to achieve more
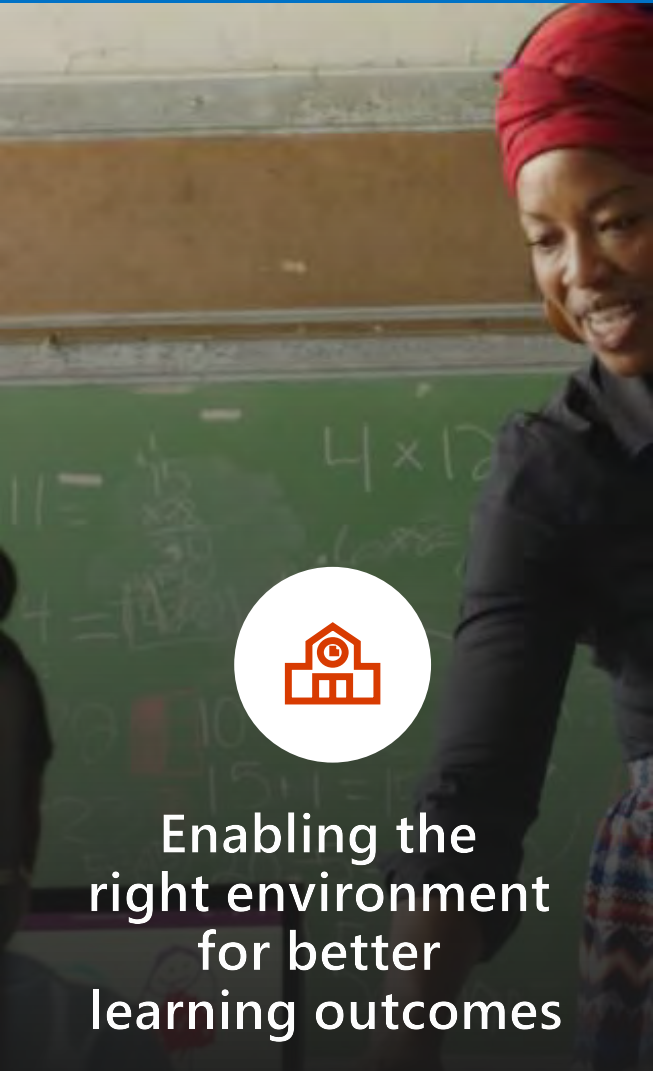
Enabling the right environment for better learning outcomes
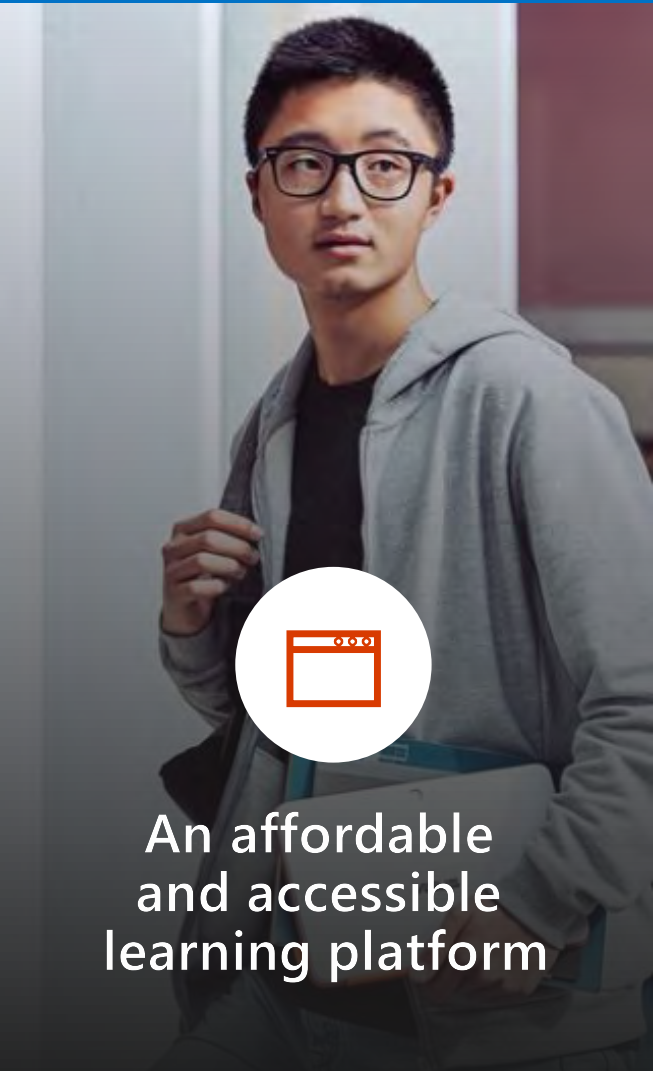
An affordable and accessible learning platform
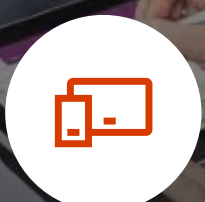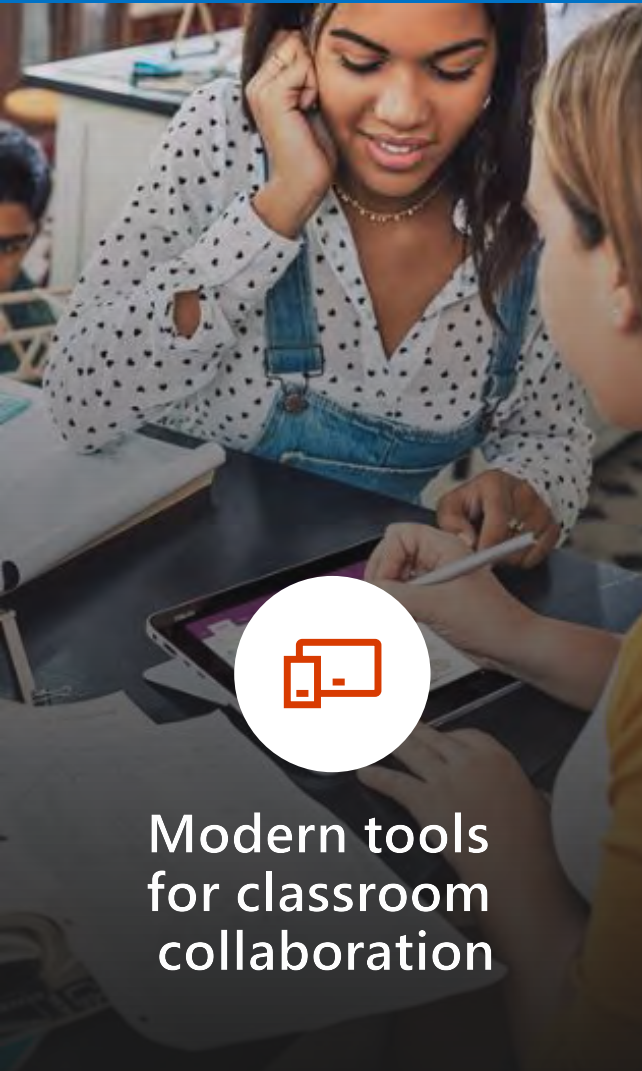
Modern tools for classroom collaboration
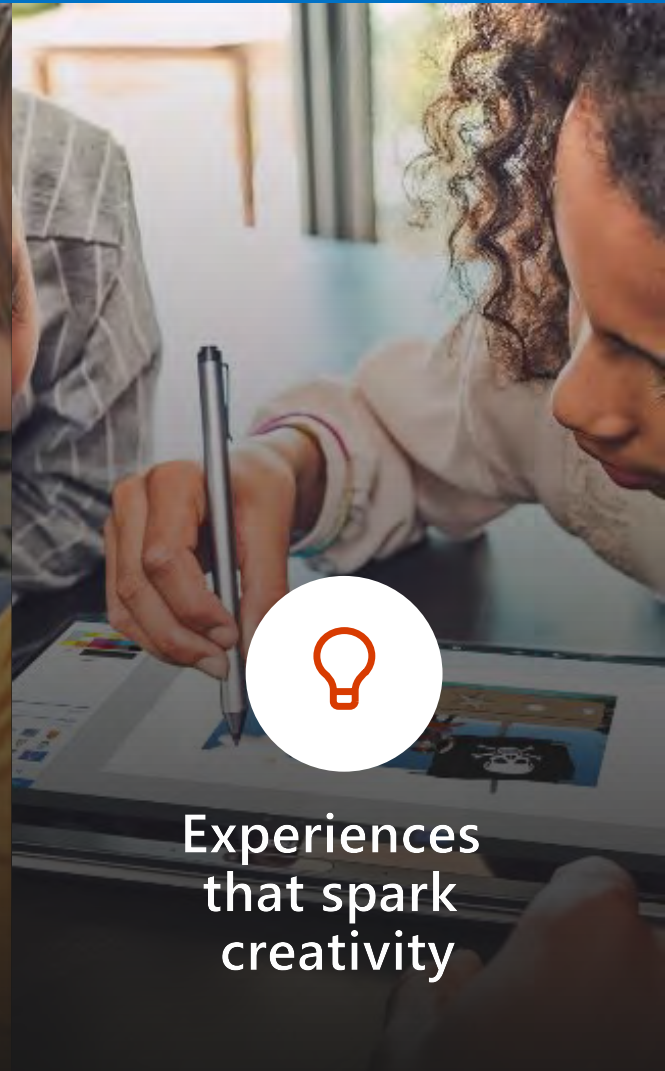
Experiences that spark creativity

SOLUTION AREAS

MODERN WORKPLACE

BUSINESS APPLICATIONS

APPS & INFRASTRUCTURE

DATA & AI

TOOLS supporting EDUCATION DIGITAL TRANSFORMATION

ENAGAGE STUDENTS/ EDUCATORS

TRANSFORM LEARNING

EMPOWER IT

OPTIMIZE INSTITUTIONS

Microsoft 365

A complete, intelligent, secure solution to empower faculty, staff, and students

Unlocks
creativity

Built for
teamwork

Integrated
for simplicity

Intelligent
security

TOP 5

1. What are the new bundles, process and pricing?
2. What are the differences from the old bundles?
3. What features are students covers for?
4. New features for IT, Education content and additional benefits?
5. What are the next steps?

Old Option A vs. Microsoft 365 Option A

Old Option A		New Option A

Where is the new value for customers?

Office Professional Plus
w/ rights to Office 365 ProPlus

+

Windows Upgrade

+

Enterprise Mobility Suite (EMS)

+

Windows CALs *(Core or Enterprise)*

Productivity CALs *(Core or Enterprise)*

Office 365
w/ rights to Office Professional Plus

+

Windows 10 Enterprise

+

Enterprise Mobility Suite (EMS)

+

Minecraft: Education Edition

+

Windows CALs *(Enterprise)*

Productivity CALs *(Enterprise)*

Productivity Server Licenses *(Enterprise)*

- Office 365 Cloud App Security
- Skype Meeting Broadcast and Bookings
- Office Advanced Threat Protection (ATP)

- Device Guard
- Student Windows

- Intune for Education
- Microsoft Identity Manager
- Advanced Threat Analytics

- Minecraft: Education Edition

- All customers get Enterprise CALs

- Includes Productivity Server Licenses

Old Option B vs. Microsoft 365 Option B

Old Option B	>	New Option B

Old Option B

Office Professional Plus
w/ rights to Office 365 ProPlus

+

Windows Upgrade

Enterprise Mobility Suite (EMS)

+

Windows CALs *(Core or Enterprise)*

Productivity CALs *(Core or Enterprise)*

New Option B

Office 365
w/ rights to Office Professional Plus

+

Windows 10 Enterprise

+

Enterprise Mobility Suite (EMS)

+

Minecraft: Education Edition

+

Windows CALs *(Enterprise)*

Productivity CALs *(Enterprise)*

Productivity Server Licenses *(Enterprise)*

Where is the new value for customers?

- Office 365 Cloud App Security
- Skype Meeting Broadcast and Bookings
- Office Advanced Threat Protection (ATP)
- ***PowerBI Pro**
- ***Modern Voice with Phone System**
- ***Audio Conferencing**

- Device Guard
- Student Windows
- ***Windows Defender Advanced Threat Protection (ATP)**

- Intune for Education
- Microsoft Identity Manager
- Advanced Threat Analytics
- ***Azure Advanced Threat Protection (ATP)**
- ***Azure Active Directory Premium P2**
- ***Azure Information Protection Premium P2**
- ***Cloud App Security**

- Minecraft: Education Edition

- All customers get Enterprise CALs

- Includes Productivity Server Licenses

Licensing – Simplify and support for all institutions

Education Desktop

> **Office Professional Plus**
> *w/ rights to Office 365 ProPlus*

➕

> **Windows Upgrade**

➕

> **Enterprise Mobility Suite (EMS)**

➕

> **Windows CALs** *(Core or Enterprise)*

> **Productivity CALs** *(Core or Enterprise)*

Microsoft 365

> **Office 365**
> *w/ rights to Office Professional Plus*

➕

> **Windows 10 Enterprise**

➕

> **Enterprise Mobility Suite (EMS)**

➕

> **Minecraft: Education Edition**

➕

> **Windows CALs** *(Enterprise)*

> **Productivity CALs** *(Enterprise)*

> **Productivity Server Licenses** *(Enterprise)*

Where is the new value for customers?

- Office 365 Cloud App Security
- Skype Meeting Broadcast and Bookings
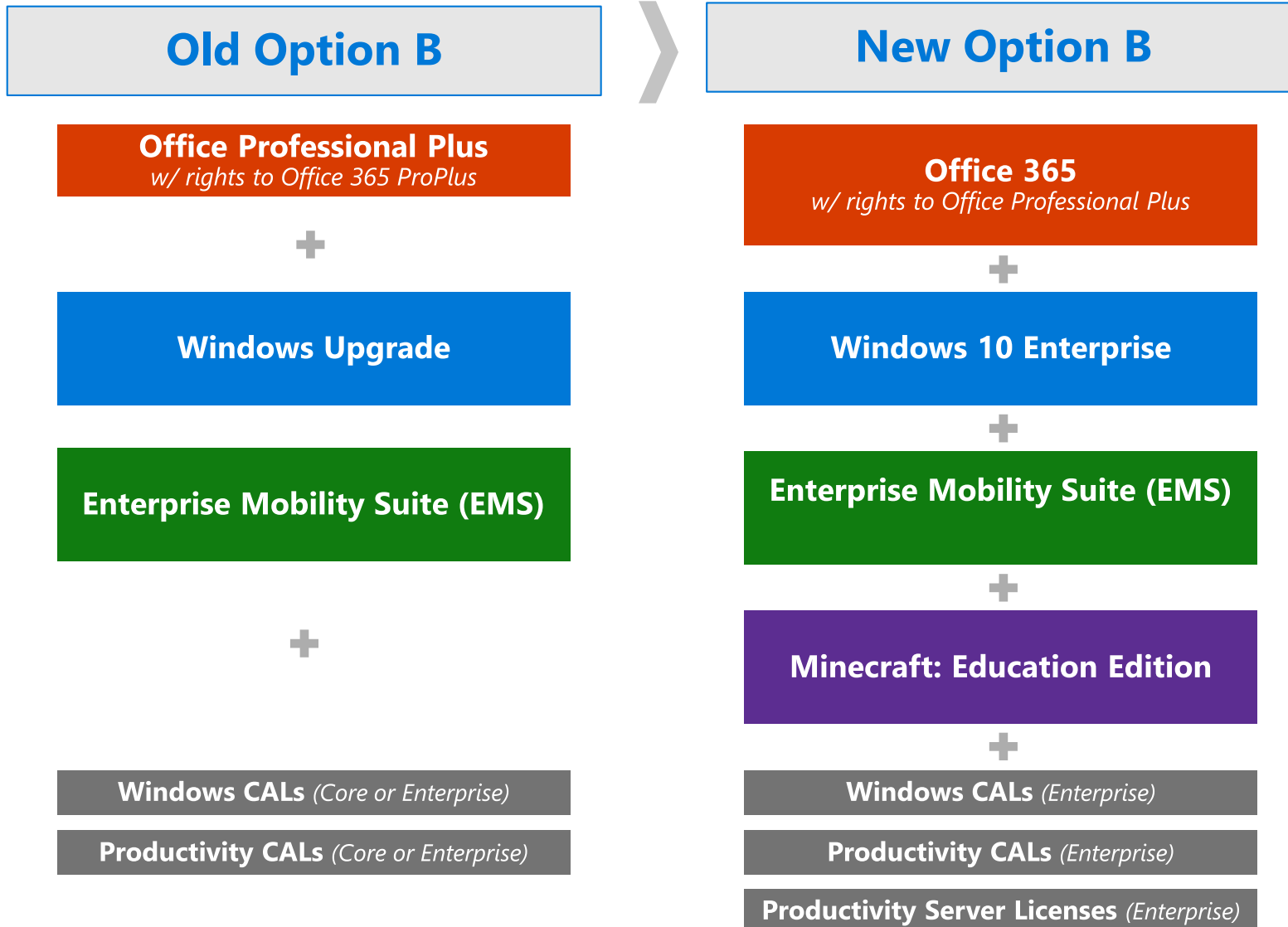- Office Advanced Threat Protection (ATP)
- ***PowerBI Pro**
- ***Modern Voice with Phone System**
- ***Audio Conferencing**

- Device Guard
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- Microsoft Identity Manager
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- ***Azure Advanced Threat Protection (ATP)**
- ***Azure Active Directory Premium P2**
- ***Azure Information Protection Premium P2**
- ***Cloud App Security**

- Minecraft: Education Edition

- All customers get Enterprise CALs

- Includes Productivity Server Licenses

*Denotes 9 additional features in Option B

Microsoft 365 Component Map		Services & Features	A	B
Office	Collaboration & Learning	Exchange Online (email and calendar), Teams and Skype (chat and IM), Yammer (social)	✓	✓
		OneDrive for Business and SharePoint Online (files and sharing)	✓	✓
		Groups (shared spaces) and Planner (work management)	✓	✓
		Office Online web-based editing (Word, Excel, PowerPoint, and OneNote)	✓	✓
		Office ProPlus Client (Word, Excel, PowerPoint, Outlook, OneNote)	✓	✓
	Classroom Tools	Microsoft Teams Classroom, PLCs, and StaffHub	✓	✓
		OneNote Class Notebook, Sway	✓	✓
	More Inclusive Classrooms	Learning Tools, Accessibility Checker, Office Lens	✓	✓
	Compliance	Legal Hold, eDiscovery	✓	✓
		Advanced eDiscovery, Customer Lockbox, Advanced Data Governance		✓
	Management & Security	Exchange Online Protection, DLP, Azure Rights Management, Message Encryption, School Data Sync	✓	✓
		Office 365 Cloud App Security	✓	✓
	Advanced Security	Office 365 Advanced Threat Protection, Threat Intelligence	✓	✓
	Analytics	Power BI Pro, MyAnalytics, Delve		✓
	Voice, Video, and Meetings	Microsoft Teams, Skype for Business	✓	✓
		Bookings, Skype Meeting Broadcast, Office 365 Video	✓	✓
		PSTN Dial-in Conferencing, Cloud PBX		✓
Windows	Operating System	Windows 10 Upgrade License (Education Edition, Enterprise, Enterprise LTSB, & Pro)	✓	✓
	Management and Security	Windows Defender Antivirus	✓	✓
		Device Guard, Credential Guard, Exploit Guard	✓	✓
	Advanced Security	Windows Defender Advanced Threat Protection		✓
Enterprise Mobility + Security	Management and Security	Azure Active Directory P1 (SSO, MFA, SSPR, Conditional Access, Dynamic Groups)	✓	✓
		Azure Information Protection P1 (document classification, tracking, and revocation)	✓	✓
		Advanced Threat Analytics	✓	✓
		Intune (MDM and Mobile Application Management (MAM) without the need for device enrollment)	✓	✓
	Advanced Security	Azure Active Directory P2 (Identity Protection and Privileged Identity Management)		✓
		Azure Information Protection P2 (automated classification and hold your own key)		✓
		Microsoft Cloud App Security		✓
Additional M365 Benefits	Student Benefits	Intune for Education, Azure Active Directory P1, Azure Information Protection P1, Advanced Threat Analytics	✓	✓
		Office 365 Cloud App Security, Minecraft for Education	✓	✓
		Azure Active Directory P2, Azure Information Protection P2		✓
	Game Based Learning	Minecraft for Education	✓	✓
	Server & CAL	Productivity Server Licenses and Client Access Licenses (CALs) for Exchange, SharePoint, Skype for Business, etc.	✓	✓
		Windows Server Client Access Licenses (CALs)	✓	✓
		System Center Configuration Manager Client Management Licenses (CMLs)	✓	✓

MEEC- Student Use Benefits

When a MEEC customer licenses 100% of their FTEs, and provide additional knowledge worker count, students are granted product at no charge

Faculty : student ratio is up to 1:40

New! Microsoft Student Use Benefits

Office	Office 365 ProPlus[1]
	Advanced Security Management
	Advanced Threat Protection
Windows	Windows 10 Enterprise
EMS	Intune for Education
	AADP Plan 1
	Advanced Threat Analytics
	AADP Plan 2 (Option B)
Minecraft: Education Edition	

New Microsoft 365 value for education customers

Security

Advanced Threat Protection

Office 365 Cloud App Security

Advanced Compliance

Customer Lockbox

Analytics

Power BI Pro

MyAnalytics

Voice

PSTN Conferencing

Cloud PBX

PSTN Calling

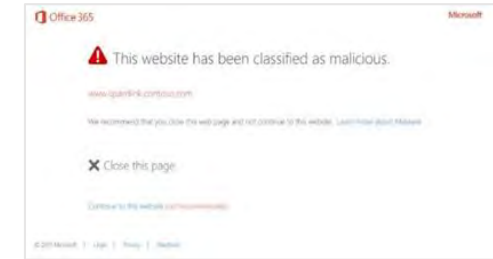Skype Meeting Broadcast

Built-in Enterprise Protection — Advanced Analytics for All — Complete Cloud Communication

Security

Advanced Threat Protection

- Help protect against unknown malware and viruses
- Provide real-time, time-of-click protection against malicious URLs
- Deliver rich reporting and URL trace capabilities with Click Tracing

Office Cloud App Security

- Identify high-risk and abnormal usage, security incidents, and threats
- Gain enhanced visibility and context into Office 365 usage and shadow IT
- Reduce the possibility of attacks with granular controls that monitor access

Customer Lockbox

- Meet HIPAA & FedRAMP compliance needs with explicit data access procedures
- Full access control and oversight provided to customer
- Maximize data security and privacy by logging access control activities

Advanced Compliance (previously eDiscovery)

- Focus on what is unique and relevant by training the system to identify emails and documents through predictive coding
- Reduce document volume with Near Duplicates and Email Threading

Advanced Threat Protection

Office Cloud App Security

Customer Lockbox

Advanced Compliance

Analytics

Power BI Pro

- Gain fast, easy access to the data you need with a simple intuitive experience
- Access a live, 360° view of your business through a single dashboard
- Discover new insights by exploring your data with rich visualizations
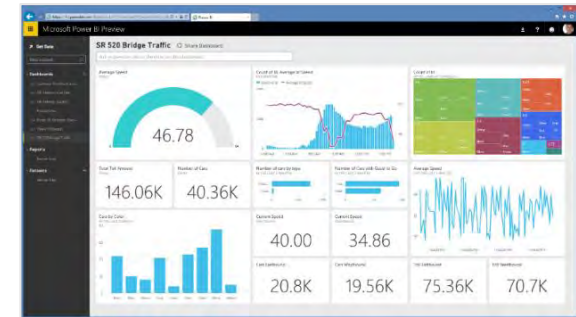
MyAnalytics

- Leverage personal analytics to improve individual effectiveness
- Use the Outlook add-in to understand email reach and impact
- Identify top collaborators and understand collaboration trends

Power BI Pro
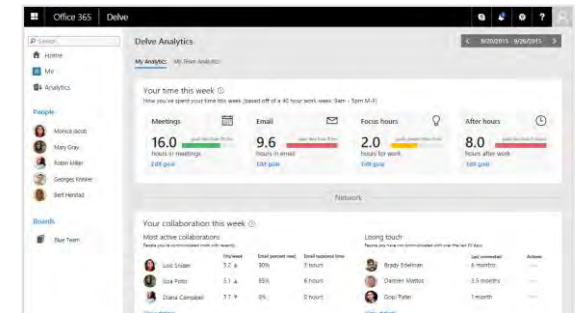
MyAnalytics

Voice

Audio Conferencing

- Use a tolled dial-in number to join meetings from any device
- Dial out to bring participants into the meeting

Phone System

- Centrally manage users for communications, email, and content from Office 365
- Eliminate separate PBX systems and transition to the cloud

PSTN Calling Plans

- Subscribe to calling plans from Office 365
- Use existing phone numbers or get new ones

Skype Meeting Broadcast

- Broadcast a Skype meeting to thousands of attendees
- Attendees can join via nearly any browser

Audio Conferencing

Phone System
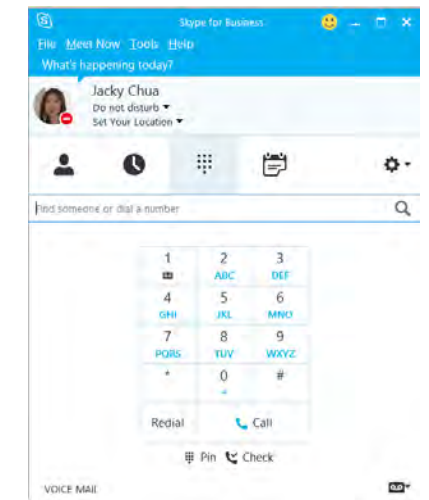
PSTN Calling

Skype Meeting Broadcast

Microsoft Enterprise Mobility + Security

Holistic and innovative solutions for protection across users, devices, apps and data
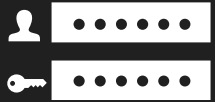
Identity and access management	Mobile device & app management	Information protection	Threat protection

Protect at the front door

Protect your data anywhere
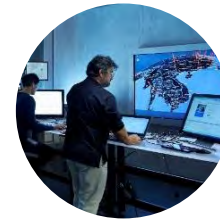
Detect & remediate attacks

WINDOWS DEFENDER ATP
Detect, investigate & respond to advanced attacks

Built in to Windows 10, not bolted on
Sensors are built deep into Windows 10.
No additional deployment and infrastructure.

Behavior-based, cloud-powered breach detection
Signature-less, intelligent, behavioral, machine learning and past attack detections.
Actionable, correlated alerts for known and unknown adversaries.

Best of breed investigation experience
Up to 6 months of historical data for every endpoint, global
search across machines, files, processes registry, users, IPs, URLs

Unique threat intelligence knowledge base
Unparalleled threat optics provide detailed actor profiles
1st and 3rd party threat intelligence data.

Response based on the Windows stack
Rich SOC toolset ranging from machine-specific intervention or
forensic actions to cross-machine blacklisting
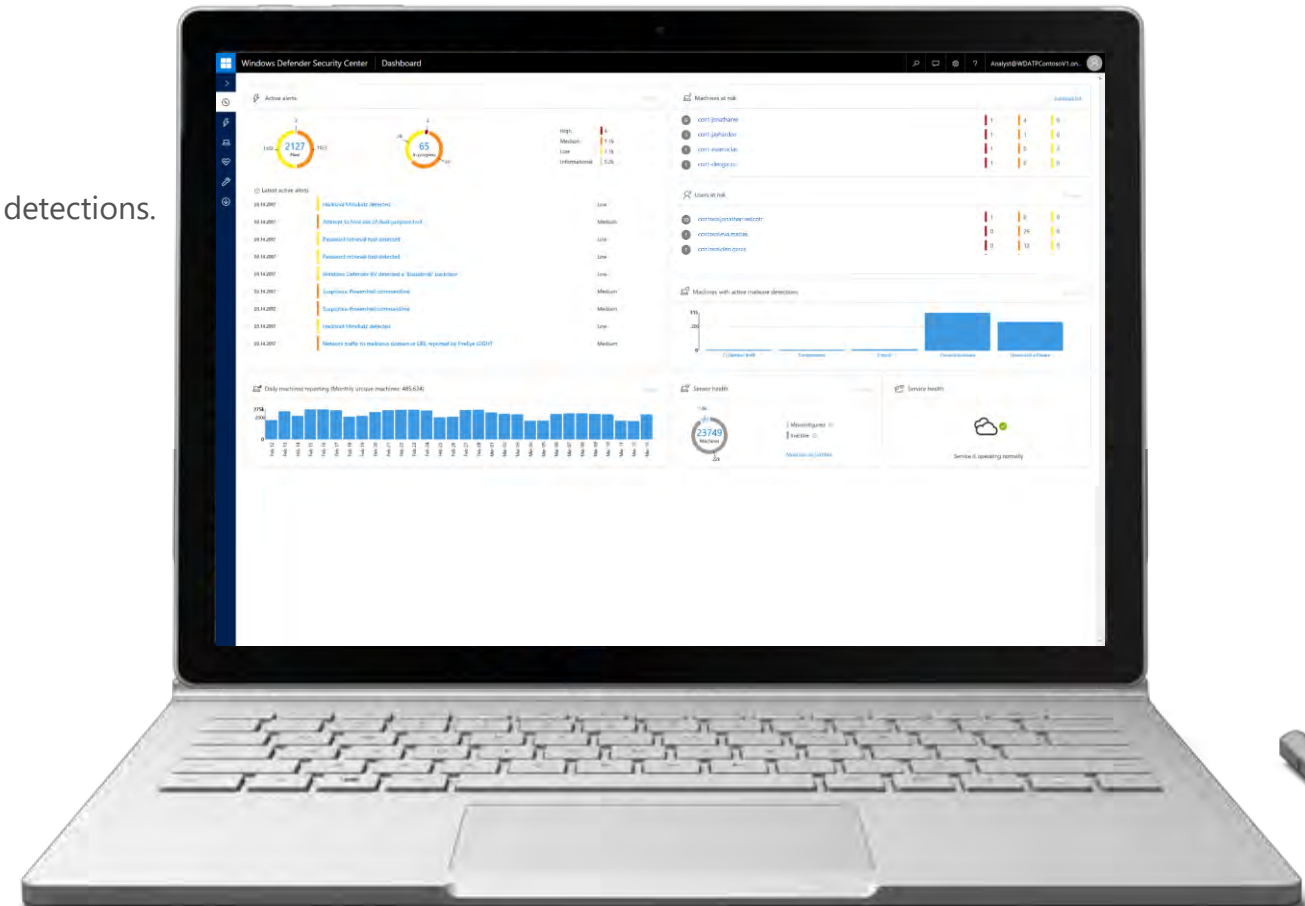
Maximize detection coverage
throughout the attack stages

User receives an email

Opens an attachment

Clicks on a URL

Brute force an account

Exploitation

Installation

Command and Control channel

Reconnaissance

Lateral Movement

Domain Dominance

Office 365 ATP
Email protection

Windows Defender ATP
End Point protection

Azure ATP
Identity protection

User browses to a website

User runs a program
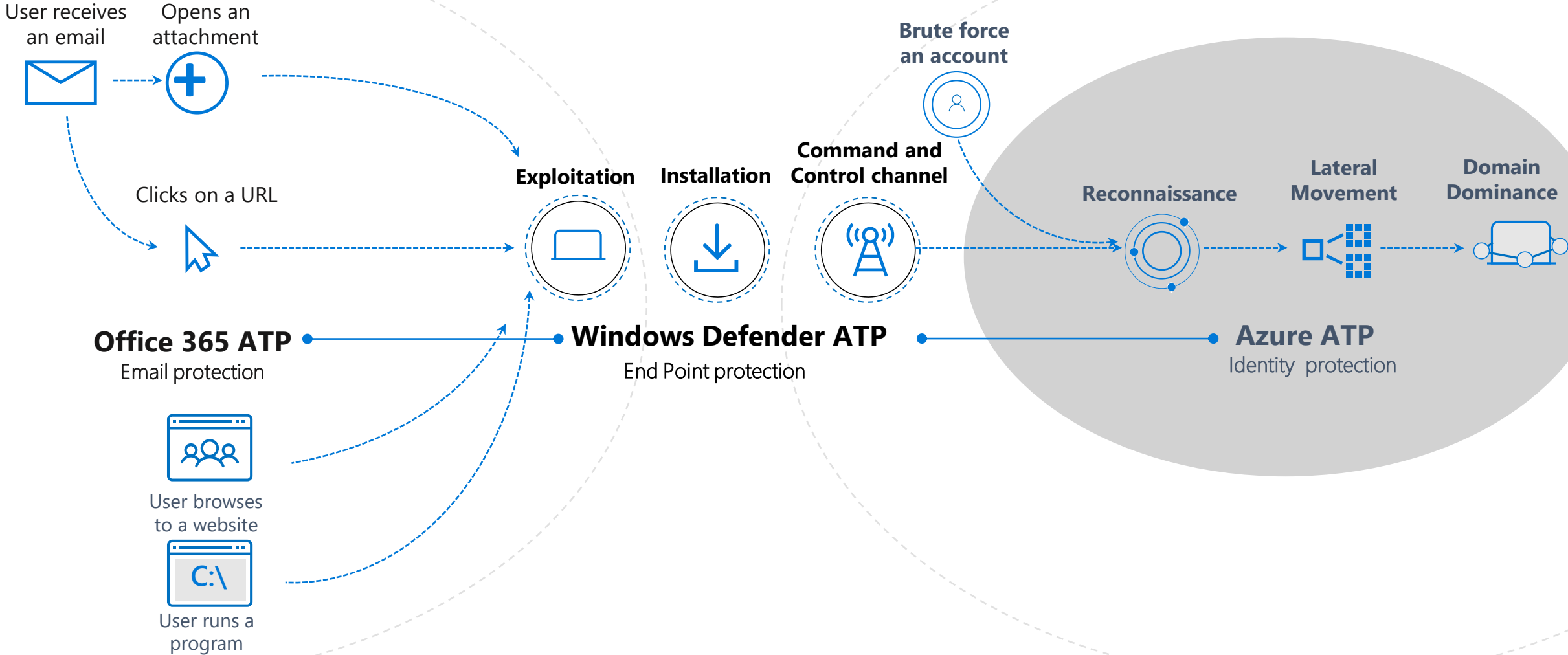
Microsoft FastTrack

Onboarding and adoption assistance

Windows 10 Deployment

Enterprise Mobility & Security onboarding/adoption assistance

Exchange, SharePoint, Skype, Teams onboarding/adoption assistance

Identity and platform onboarding/adoption assistance

Email migration from Exchange, Notes, Gmail and GroupWise

Files migration from file shares, SharePoint, Box and Google Drive

Plan for a
successful rollout

Move to Office 365
with confidence

ENVISION

ONBOARD

FastTrack.microsoft.com

METHODOLOGY &
RESOURCES

TOOLS &
INSIGHTS

ENGINEERS

DRIVE VALUE

Boost user engagement
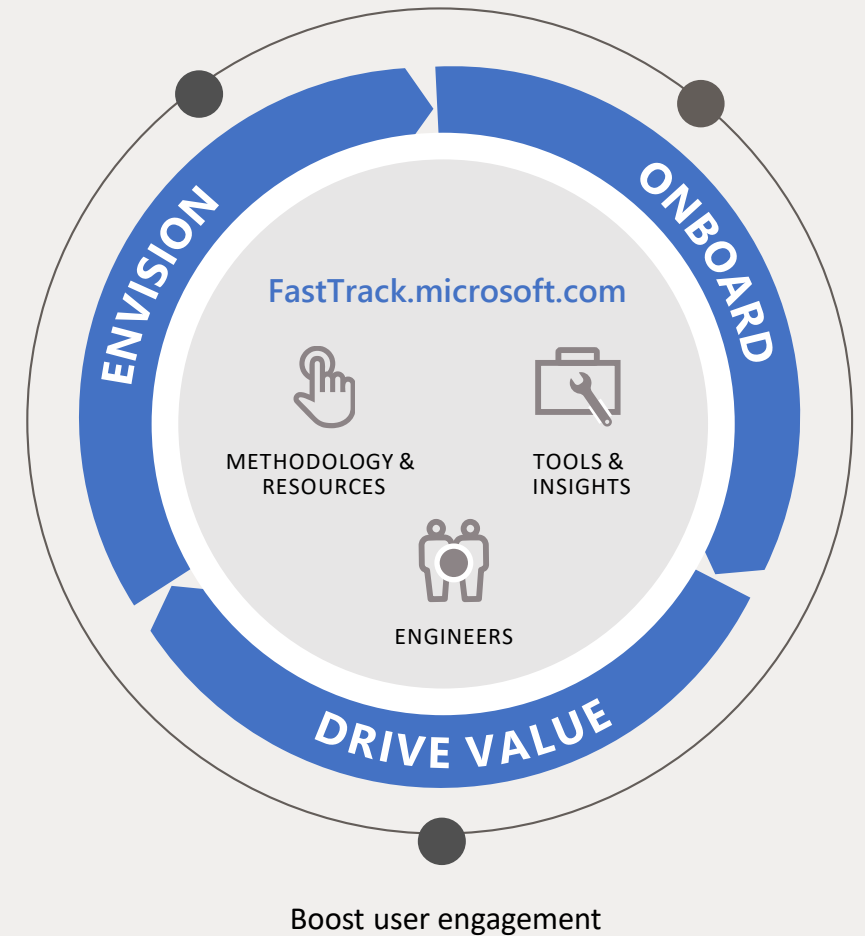
What's new with Microsoft Education

Windows 10 for Education
Windows as a Service
Continuous Updates
Best Platform for Office 365

Intune for Education
Simple to set up, easy control, works with School Data Sync

Affordable Windows 10 devices
New devices from Microsoft and our partners

Amazing & affordable new devices for K through College

- Windows 10 Pro & 10 S devices starting at $189 & 2-in-1 starting at $279 with Windows Ink

Ruggedized notebooks designed for students

Lenovo 100e
Starting at $189*

HP Stream 11 Pro G4 EE
Starting at $219

Dell Latitude 11 3180
Starting at $229

Asus VivoBook W202/E201
Starting at $279

2-in-1s with touch and Windows Ink

Lenovo 300e
Starting at $279*

HP ProBook x360 11 EE
Starting at $299

Dell Latitude 11 3189
Starting at $299

Acer TravelMate Spin B1
Starting at $299

Asus VivoBook Flip 14 TP401
Starting at $329

More performance with Intel Core i processors

Lenovo ThinkPad 11e

Lenovo ThinkPad 11e Yoga

Toshiba Tecra C-40D

Toshiba Portege X20W-D

Fujitsu Lifebook P727

Help students and educators do amazing things
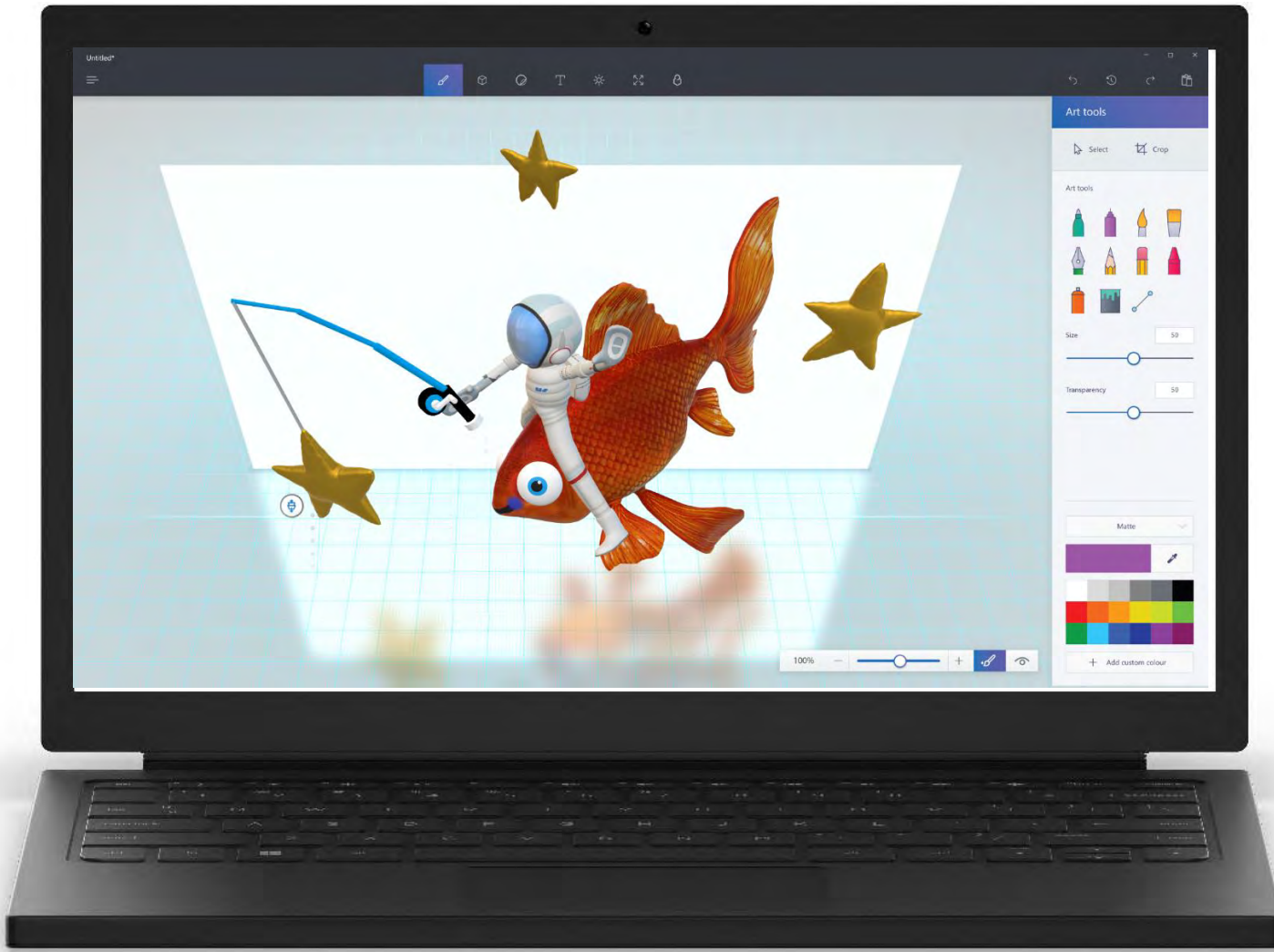
Windows 10 for Education with VR and MR
Streamline setup, simplified testing, 3D for everyone, plus a whole lot more

Accessibility and Inclusive Classrooms
English Lang Learners, Emerging Readers, ADHD, Dyslexia, IEPs, 504s and students with vision, hearing or cognitive challenges

Built in Curriculum
Partnerships with Open Up Resources teachers have access to Math curriculum via OneNote

Microsoft Teams
Conversations, File sharing, Classroom assign, Video conferencing

Teacher Training
Face to Face and On-line content help teachers on board new technology

A collaborative platform to build 21ˢᵗ century skills

- Minecraft: Education Edition

- Promote creativity, collaboration, and problem-solving
  - Create and share lessons across STEM, Humanities, and the Arts
  - In-game camera and student portfolio to capture evidence of learning
  - Safe game environment for project-based experiences
  - Empower educators to guide projects with Classroom Mode for Minecraft
  - Promote computational thinking and creative coding with Code Builder for Minecraft
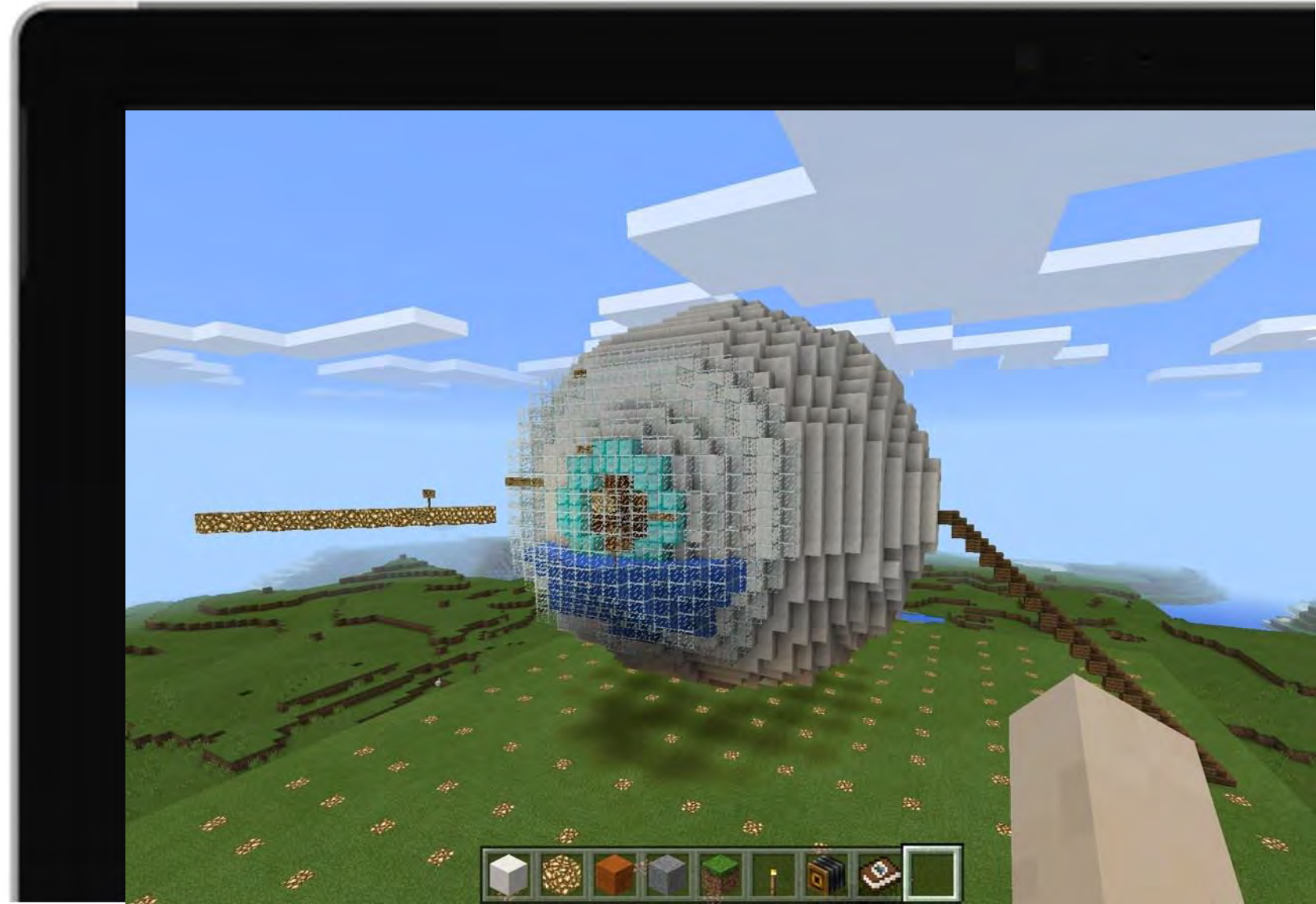
Microsoft Azure
The cloud platform for digital transformation

Shuhan Majid smajid@Microsoft.com
Microsoft

How do you buy Azure and MEEC benefits?

Azure Hybrid Use Benefit & Reserved Instances

The most cost-effective cloud for your Windows Server or SQL Server migration.

- Save up to 82% on Windows Server with Azure Hybrid Benefit and Reserved Instances
- Save up to 30% on migrations to Azure SQL Database2 with Azure Hybrid Benefit
- Go at your own pace - move a few workloads or entire datacenters
- Maximize your current investment in Software Assurance

License included

With Azure Hybrid Benefit

With Azure RI + Azure Hybrid Benefit

D3: $358/mo

HUB D3:
$167/mo
53% Savings

HUB & RI D3:
1 YR: $108/mo (73%)
3 YR: $71 (80%)
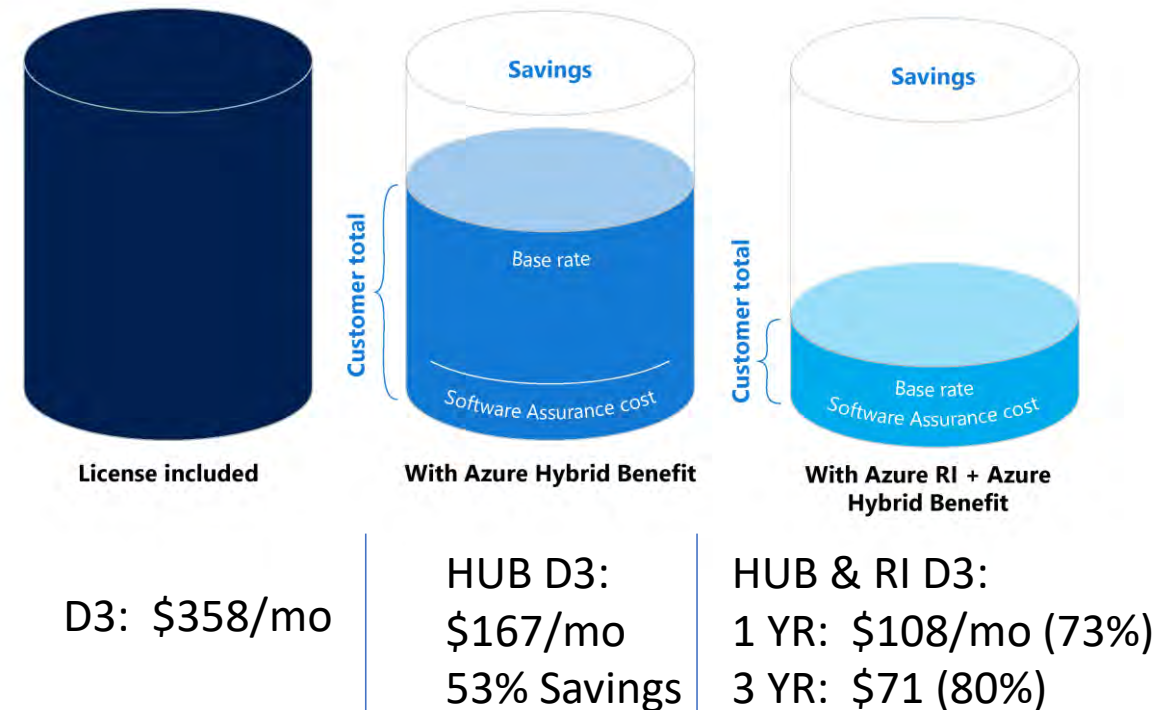
Azure can be purchased through BellTech to begin the onboarding process
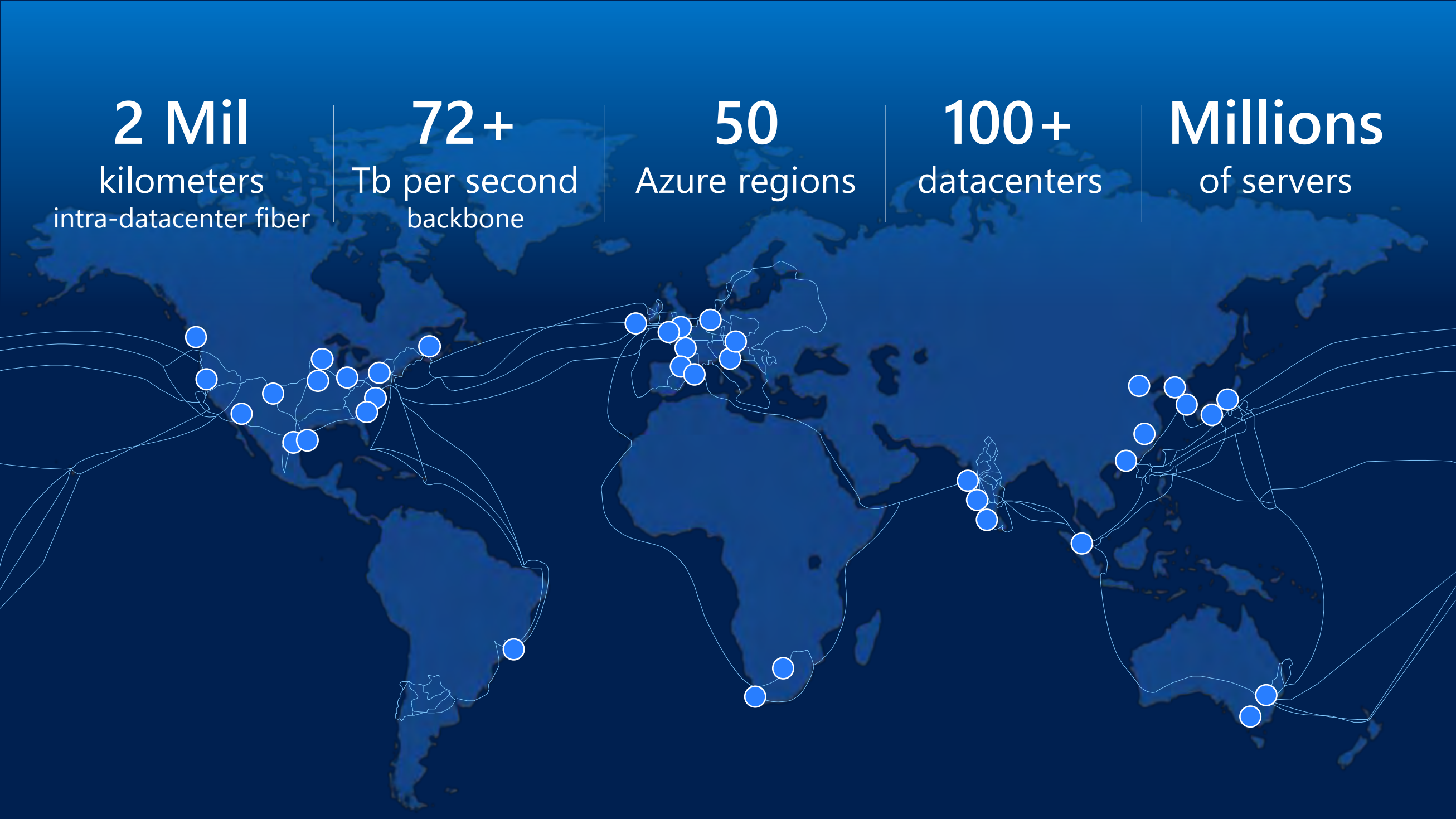
Platform Services

Security & management

- Security Center
- Portal
- Azure Active Directory
- Azure AD B2C
- Multi-factor authentication
- Automation
- Scheduler
- Key Vault
- Store/marketplace
- VM image gallery & VM depot

Media & CDN

- Media Services
- Media Analytics
- Content Delivery Network

Integration

- API Management
- BizTalk Services
- Logic Apps
- Service Bus

Compute Services

- Container Service
- VM Scale Sets
- Batch
- RemoteApp
- Dev/Test Lab

Application Platform

- Web apps
- Mobile apps
- API apps
- Cloud services
- Service Fabric
- Notification Hubs
- Functions

Developer Services

- Visual Studio
- Mobile Engagement
- VS Team Services
- Xamarin
- Application insights
- HockeyApp

Data

- SQL Database
- SQL Data Warehouse
- DocumentDB
- SQL Server Stretch Database
- Redis Cache
- Storage Tables
- Azure Search

Intelligence

- Cognitive Services
- Bot Framework
- Cortana

Analytics & IoT

- HDInsight
- Machine Learning
- Stream Analytics
- Data Catalog
- Data Lake Analytics Service
- Data Lake Store
- IoT Hub
- Event Hubs
- Data Factory
- Power BI Embedded

Hybrid Cloud

- Azure AD Health Monitoring
- AD Privileged Identity Management
- Domain Services
- Backup
- Operational Analytics
- Import/Export
- Azure Site Recovery
- StorSimple

Infrastructure Services

Compute

- Virtual Machines
- Containers

Storage

- Blob
- Queues
- Files
- Disks

Networking

- Virtual Network
- Load Balancer
- DNS
- Express Route
- Traffic Manager
- VPN Gateway
- App Gateway

Datacenter Infrastructure (50 Regions)

Azure is an open cloud

| DevOps | Nagios · VAGRANT · Jenkins · GRUNT · gradle · Gradle | Clients | Android · iPhone · Xamarin · Apache Cordova |

| Management | CHEF · puppet labs · ANSIBLE · SALTSTACK · mist.io · libcloud · SCALR Cloud Management |

| Applications | WordPress · Joomla! · Drupal | PaaS and DevOps | apprenda · Jelastic · Cloud Foundry · GitHub |

| App frameworks and tools | php · nodeJS · Python · Java · Ruby · IntelliJ IDEA · eclipse |

| Databases and middleware | hadoop · redis · cleardb · cloudera · MySQL · mongoDB · Couchbase |

| Infrastructure | Linux · Ubuntu · redhat · SUSE · bitnami · ORACLE LINUX · freeBSD · docker |
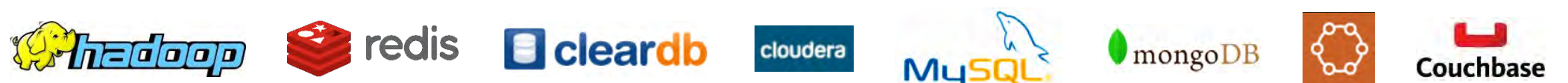
Comply with industry and regional requirements

Azure has the deepest and most comprehensive compliance coverage in the industry

GLOBAL

| ISO 27001 | ISO 27018 | ISO 27017 | ISO 22301 | SOC 1 Type 2 | SOC 2 Type 2 | SOC 3 | CSA STAR Self-Assessment | CSA STAR Certification | CSA STAR Attestation |

US GOV

| Moderate JAB P-ATO | High JAB P-ATO | DoD DISA SRG Level 2 | DoD DISA SRG Level 4 | DoD DISA SRG Level 5 | SP 800-171 | FIPS 140-2 | Section 508 VPAT | ITAR | CJIS | IRS 1075 |

INDUSTRY

| PCI DSS Level 1 | CDSA | MPAA | FACT UK | Shared Assessments | FISC Japan | HIPAA / HITECH Act | HITRUST | GxP 21 CFR Part 11 | MARS-E | IG Toolkit UK | FERPA | GLBA | FFIEC |

REGIONAL

| Argentina PDPA | EU Model Clauses | UK G-Cloud | China DJCP | China GB 18030 | China TRUCS | Singapore MTCS | Australia IRAP/CCSL | New Zealand GCIO | Japan My Number Act | ENISA IAF | Japan CS Mark Gold | Spain ENS | Spain DPA | India MeitY | Canada Privacy Laws | Privacy Shield | Germany IT Grundschutz workbook |

Cloud service models

Traditional on-premises

You manage
- Applications
- Data
- Runtime
- Middleware
- O/S
- Virtualization
- Servers
- Storage
- Networking

Infrastructure (as a Service)

You manage
- Applications
- Data
- Runtime
- Middleware
- O/S

Managed by vendor
- Virtualization
- Servers
- Storage
- Networking

Platform (as a Service)

You manage
- Applications
- Data

Managed by vendor
- Runtime
- Middleware
- O/S
- Virtualization
- Servers
- Storage
- Networking

Software (as a Service)

Managed by vendor
- Applications
- Data
- Runtime
- Middleware
- O/S
- Virtualization
- Servers
- Storage
- Networking

K12 Use Cases

"The only way we can respond to the shift to digital that is sweeping through education is to use the cloud."
Sally Askman: Director, Technology Operations
Lake Washington School District

School	Challenges	Solution	Benefits
Lake Washington School District	large data storage system, which needed regular care, feeding, and refreshing. continued its move to the cloud and decommissioned on-premises resources	Azure StorSimple, disaster recovery, Virtual Machines, Storage, Networking	$200k in savings from new tape backup system, focus on educating kids rather than deploying servers, time savings, cost savings, dev/test
Omaha Public Shools Tucson Unified School District	Limited on-premise data warehousing solution, Conflicting and out-of-date reporting; limited budget, outdated infrastructure	Azure SQL Database and PowerBI	Near Real-time contextual data – qualitative and quantitative, more organized, meaningful data collection, visualization, and reporting. Entire data worklflow has been optimized; Improved Efficiency, more robust infrastructure, saved costs
Tacoma Public Schools	Turn at-risk students around, 55% on-time graduation rate	Azure Data Factory, Storage, Machine Learning, Power BI	Graduation rate jumped from 55 to 82.6 percent

University Use Cases

School	Challenges	Solution	Benefits
RIT	Student Learning Accessibility and Multi-modal learning	Azure Cognitive Services and Translator (with technical term learning), Microsoft Custom Speech Service; Translator add-in Powerpoint	Augments captionist staff; 10 Classroom deployment; multi-channel learning; multi-language learning
Cambridge	Increase Student Learning and Preparation In Engineering Classes	Python in Azure Notebooks powered by Jupyter Open Source Project	Faster Time to Value, Scale, New Data Scenarios, Collaboration , Open Source, Anywhere, Anytime, Any Device
Cornell	eBirds: Calculations on one large, unified database taking too long, need larger compute	Hadoop, Linux, R on Azure	Calculation timelines from weeks to hours

Cloud Benefits

- Resiliency and Service Availability
- Scale and Elasticity
- Costs
- Agility
- Reach
- Economies of Scale
- Greener Footprint
- Computational Power
- Improved Business Focus
- Evolution of IT

The Most In-Demand Hard and Soft Skills of 2018

Linked in.

The 10 most in-demand hard skills

1. Cloud and Distributed Computing
2. Statistical Analysis and Data Mining
3. Middleware and Integration Software
4. Web Architecture and Development Framework
5. User Interface Design
6. Software Revision Control Systems
7. Data Presentation
8. SEO/SEM Marketing
9. Mobile Development
10. Network and Information Security

Where to Begin

- ❑ Connectivity & Identity
- ❑ Governance
- ❑ Hybrid Operations Management
- ❑ Backup, Archive, and Disaster Recovery
- ❑ Lab Environments for Students
- ❑ Dev/Test Environments for Devs
- ❑ IaaS Workloads – ERP, LRM, SIS, other Linux/Windows Workloads
- ❑ Data Warehousing & Big Data Analytics
- ❑ High Performance Computing

Next Steps

1. Engage BellTech and Microsoft to add an Azure Enrollment to your agreement
2. Work with Microsoft to schedule an onboarding briefing
3. Experiment on your own and work with Microsoft Architects (and/or Partners) to strategize around what workloads make sense to move/create in cloud

"Take chances, make mistakes, and get messy!"

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Agreement Process

Calculating Employee FTE Counts

Full Time		Part Time		
2017 Faculty: 2018 Faculty: ☐		*2017 Faculty: / 3 =* 2018 Faculty: ☐ / 3 = ☐		*2017 Employee FTE Totals:*
2017 Staff: 2018 Staff: ☐		*2017 Staff: / 2 =* 2018 Staff: ☐ / 2 = ☐		2018 Employee FTE Totals: ☐

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Calculating Knowledge Workers & Light Users

KW Definition: Any employee (including a Student employee), contractor, or volunteer of or for the Institution who uses a Product or Qualified Device for the benefit of the institution or within the user's relationship with the Institution.

Knowledge Workers (KW)	Difference between KW and FTE	Light Users
2017 (estimated):	*2017 (estimated):*	*2017: Not Previously Counted*
2018:	2018:	2018:

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Option A & B

Option A	Choose Option A	Option B	Choose Option B
	   		

• Office 365 A3 Subscription
    o O365 Office Pro Plus, Skype Meeting Broadcast & Advanced Security Management
• Enterprise Mobility Security (EMS E3)
    o Intune for Edu, AADP P1, AIPP P1, Advanced Threat Analytics (ATA)
• Windows 10 Education A3
• Minecraft: Education Edition
• Advanced Threat Protection (ATP)
		• All the components in Option A plus:
		• Office 365 A5 Subscription
		    o Threat Intelligence, Advanced Compliance, MyAnalytics, Power BI Pro, PSTN Conferencing & Cloud PBX
		• Enterprise Mobility Security (EMS E5)
		    o AADP P2, AIPP P2, MS Cloud App Security
		• Windows 10 Education A5
		    o Windows Defender ATP	

Special Use Rights (Opt. A & B):
Enterprise CALs (including Exchange, SharePoint, Skype for Business and Windows), Unlimited On-Premise Exchange, SharePoint & Skype for Business Servers, System Center Configuration Manager CML and System Center Endpoint Protection.
Note: Windows Servers are not part of the Special Use Rights

Student Count & Student Use Benefits

Full Time Students	Part Time Students	2017 Student FTE Totals:
2017:	*2017: / 3 =*	2018 Student FTE Totals: ☐
2018: ☐	2018: ☐ / 3 = ☐	
Full Time High School Students	Part Time High School Students	High School Student Counts
2017:	*2017: / 3 =*	*2017 Student FTE Totals:*
2018: ☐	2018: ☐ / 3 = ☐	2018 Student FTE Totals: ☐
Student Use Benefits Option A: Office 365 Pro Plus, Advanced Security Management, Advanced Threat Protection (ATP), Intune for Education, Azure Active Directory Premium (AADP) P1, Advanced Threat Analytics (ATA), Windows 10 Education A3 & Minecraft		**Student Use Benefits Option B:** All the components in Option A plus: Azure Active Directory Premium P2

EES Agreement Add-ons for Option A

Employee Online Subscriptions (Step-Up from Bundle A / Not required for Option B)	Part Number	2017 Reported O365 Subs	2018 Total O365 Subs	Annual Price Per O365 Sub
Microsoft 365 A5 Step-Up *(includes 1, 2 & 3 below) [Requires full FTE]*	AAA-73003-M			
1. Office 365 A5 Step-Up	T3P-00007-M			
o Advanced Compliance	2ZR-00001-M			
o Audio (PSTN) Conferencing	LJ9-00001-M			
o Phone System (Cloud PBX)	LK7-00001-M			
o My Analytics	32M-00001-M			
o Power BI Pro	NK5-00001-M			
o Threat Intelligence	FTG-00001-M			
2. EMS E5 Step-Up	CE6-00004-M			
o Azure Active Directory Premium P2 Step-Up	6E9-00002-M			
o Azure Info Protection Premium P2 Step-Up	CFJ-00004-M			
o Cloud App Security	2ER-00003-M			
3. Windows Education A5 Defender ATP Step-Up	AAA-72989-M			

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Employee Add-ons

Employee Online / On-Premise Add-ons	Part Number	2017 Reported Users	2018 Total Users	Annual Price Per User
Azure Active Directory Basic *(for Light Users)*	965-00002-M			
Dynamics 365 for Operations Full CAL	GRK-00004-M			
Enterprise CAL Services *(Includes On-Premise DLP, EOP & EOA)*	6QV-00003-M			
Exchange Online *(for Alumni)*	5RS-00002-M			
Flow P1 Online Subscription	EHQ-00001-M			
Project Online Premium Subscription	7TR-00001-M			
Project Professional On-Premise License	H30-00237-M			
Power Apps P2 Online Subscription	EHW-00001-M			
Skype for Business (SfB) Plus CAL	YEG-00631-M			
SfB Calling Plan Domestic (3000 minutes per month)	LM7-00001-M			
SQL Server CAL [Full Count]	359-00765-M			
Stream P2 Online Subscription	EVZ-00001-M			
VDA (Virtual Desktop Access) License [Per Device]	4ZF-00019-M			
Visio P2 Online Subscription	P4U-00001-M			
Visual Studio Professional with MSDN Subscription	77D-00110-M			
Windows Remote Desktop Services (RDS) CAL [Full Count]	6VC-01251-M			

* Partial listing

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Student Add-ons

Student Online / On-Premise Add-ons *(Requires Full Student Count)*	Part Number	2017 Reported Users	2018 Total Users	Annual Price Per User
Project Online Essentials Subscription	7HS-00001-SM			
Project Professional On-Premise License	H30-00237-SM			
Visio Professional On-Premise License	D87-01057-SM			
Windows 10 Education A3 OS Upgrade*	AAA-72987-SM			
Windows Remote Desktop Services RDS CAL*	6VC-01251-SM			
Windows Server CAL*	R18-00095-SM			

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Server Platform Agreement SKU's

Server Platform Agreement		Part Number	2017 Reported Users	2018 Total Users	Annual Price Per User
Core Server Platform Agreement *Unlimited usage of all editions of Windows Server Licenses*	Employee	HAF-00005-M			
	Student	HAF-00003-SM			
Enterprise Server Platform Agreement *Unlimited usage Windows Server and System Center Server MLs*	Employee	HCF-00009-M			
	Student	HCF-00005-SM			
SQL Server Platform Agreement *Includes unlimited usage of all SQL and BizTalk Server Licenses*	Employee	NEF-00002-M			
	Student	NEF-00002-SM			

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Server Licenses

Server Licenses	Part Number	2017 Reported Servers	2018 Total Servers	Annual Price Per License
Azure Monetary Commit Subscription (Based on Azure Units)	6QK-00001-M			
Dynamics 365 For Operations Server	GRN-00004-M			
Microsoft Imagine Academy Subscription	54R-00098-M			
Project Server	H22-00479-M			
SQL Enterprise Server (2 Core Pack) (Minimum 2 per Server)	7JQ-00341-M			
SQL Standard Server (2 Core Pack) (Minimum 2 per Server)	7NQ-00302-M			
SQL Standard Server (CAL-based – requires SQL CALs)	228-04437-M			
System Center DC Server Mgmt Lic (2 Core Pack) (Minimum 8 per Svr)	9EP-00037-M			
System Center Std Server Mgmt Lic (2 Core Pack) (Minimum 8 per Svr)	9EN-00494-M			
Visual Studio Team Foundation Server (requires VS Team CALs)	125-00110-M			
Windows DC Server (2 Core Pack) [Unlimited VMs] (Minimum 8 per Svr)	9EA-00039-M			
Windows Std Server (2 Core Pack) [Up to 2 VMs] (Minimum 8 per Svr)	9EM-00562-M			
Windows Server External Connector*	R39-00374-M			
Windows MultiPoint Server (requires RDS CALs)	V7J-00430-M			
Windows Remote Desktop Server External Connector*	6XC-00298-M			

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Next Steps: Pre-enrollment

- Complete & Return True Up and Contact Form   6/8/18

- Purchase Order Submitted to Bell Techlogix   7/13/18

- Program Signature Form   Due Upon Receipt
  - Emailed directly from Microsoft - eagreements@microsoft.com
  - Submit electronically

Next Steps: Post-enrollment

- Multiple email confirmations sent from Microsoft
  - VLSC
  - Office 365 tenant
  - Azure (if enrolled)

- Link new enrollment number (from email confirmations)
  - VLSC – to access key codes and downloads
  - Office 365 tenant – administer subscriptions

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Recap/Next Steps

1. What are the new bundles, process and pricing?
2. What are the differences from the old bundles?
3. What features are students covers for?
4. New features for IT, Education content and additional benefits?
5. What are the next steps?