



NERCOMP 2026

March 10th

Agenda

01. SHI Microsoft Team
02. Renewal “New” Agreement
03. Timeline
04. EQU
05. Server Offerings + Updates
06. Additional Discounts
07. M365 Bundles
08. Enhancing How We Keep You Informed
09. Self- Service Links



Meet The Microsoft Team



Microsoft Education Account Team



Microsoft Digital Innovation Group



Microsoft Services



Inside Sales Support



Matt Williams
Microsoft Account Executive



Michael Rutledge -
Microsoft Technical Strategist



Lauren McGovern -
Microsoft Services Sales Executive



Gerret Lok -
Microsoft Cloud Adoption Specialist - Azure



Eric May -
Microsoft Inside Sales



Ryan Ellison -
Microsoft Inside Sales



Cathy Mack
Microsoft District Sales Manager



Justin King -
Microsoft Inside Account Manager



Hayley Deitz -
Microsoft Senior Inside Account Manager

SHI Internal facing Microsoft Team Members dedicated to submitting contracts, orders, and support related challenges encompasses a team of an additional 18 team members not listed above to help our Public Sector customers.

NERCOMP Microsoft EES

Year 1



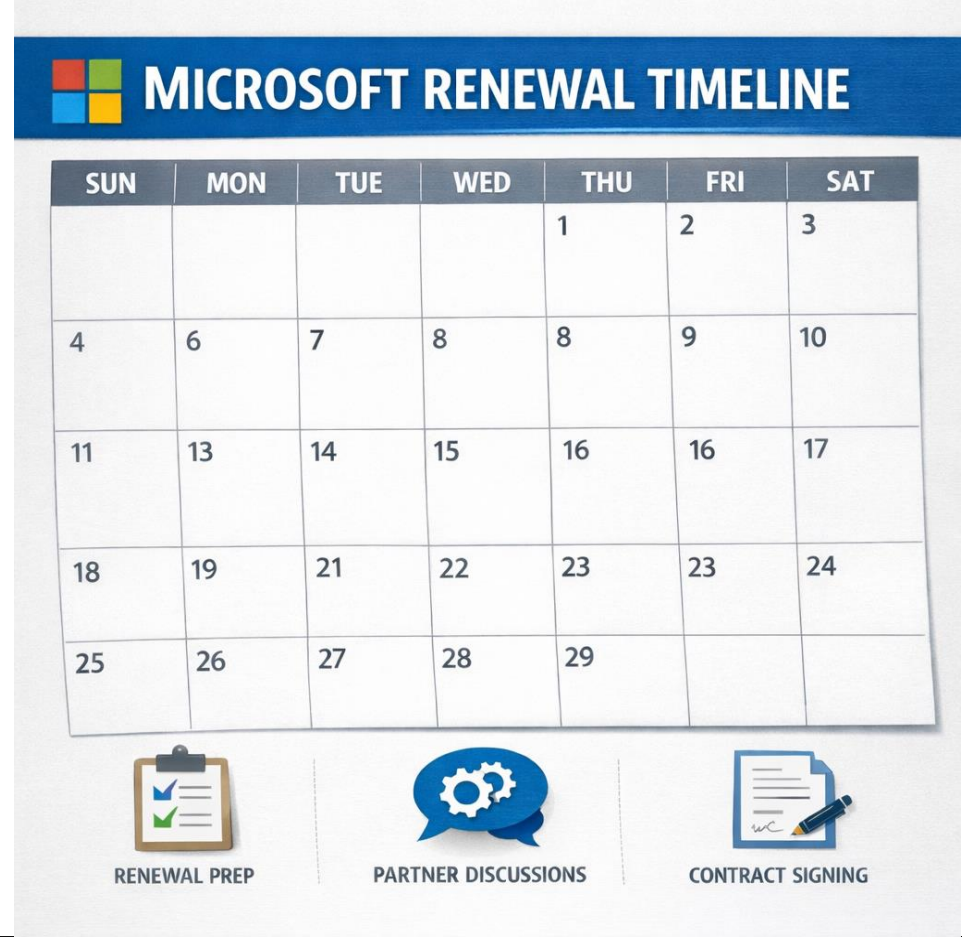
- **Year 1 – 2026-2027**
 - 3 Year Agreement July 1, 2026 – June 30, 2029, requires an annual anniversary order.
- **Minimum Requirements**
 - 50 EQU licensed for M365 A3 or M365 A5
- **Optional Licenses:**
 - Azure Monetary Commitment is not required
 - Server Platform Licenses are Optional
 - Servers may be licensed per core
- **Additional Terms**
 - Level B pricing for all Institutions
 - Basic Commitment Orders are price-locked using the January 2026 pricelist
 - Subscription License Reductions are allowed
 - New Institutions may join and will receive pro-rated pricing ONLY for the first year

Timeline



Year 1- 2026 Renewal Timeline

- Renewal Quotes - March 1st- March 31st
- April 1st - April 30th - Finalize Renewal Quote Discussions
- May - Final quote from SHI + Renewal Paperwork
- June 3rd - Purchase Order MUST be at SHI.
- August- Invoice Due



EQU Defined



Understanding User Profiles for EES

What is an "EQU"?
Education Qualified User



An employee or contractor (non-student) who access or uses one of the educational platform products

What is a Light User



Any other employee who doesn't need the educational platform products.
Janitors, Groundskeepers, Cafeteria, etc.

What is a Student



A person who is enrolled at the school full or part time.

Education Platform Products

Microsoft 365 A3 and Microsoft 365 A5

EMS A3 and EMS A5

Office 365 A3 and Office 365 A5

M365 Apps for Enterprise

Windows 10 Education A3 and Windows 10 Education A5

Server Offerings + Updates



Platform Servers- Still Optional

Updates

- Removal of **Enterprise Server Platform-**
 - Enterprise Platform with HPC Server ALng LSA 2017 EES- HCF-00013
- Replaced with **CIS Server Platform**
 - CISSvrPltfrmEDU ALNG LicSAPk MVL 2017EES- HVK-00001
 - *The CIS Server provides unlimited Instances for all editions of Windows Server, Windows Server External Connector, Windows RMS External Connector, and all editions of System Center.*
 - Does Not Include:
 - *Exchange Server*
 - *Sharepoint*
 - *Skype for Business*
 - Note, customers have the rights for these servers in the M365 A3 and A5 Bundle
- SQL Server Platform-
 - SQL Server Platform ALng LSA 2017 EES - NEF-00003
 - Unlimited Instances for all editions of Microsoft SQL Server
 - SQL CALs are required to be license separately at full organization wide EQU count to be eligible for the SQL Server Platform under the NERCOMP EES Framework

Additional Discounts





DISCOUNTS!

Approved Discounts

For All M365 A3 NERCAMP Institutions:

Entra ID P1 Alumni Discount – 40% for renewing customers

Flat discount as follows for the following Faculty licenses:

- 5% discount - Defender Suite Edu Sub Per User, PYQ-00001
- 5% discount - Purview Suite Edu Sub Per User, PYS-00001

M365 Bundles



M365 A3

License ALL EQU get Student Licenses at NO COST

- Copilot Chat
- OneNote Class Notebooks
- PowerPoint + Recording + Live Captions
- Microsoft Forms
- Intune P1
- Copilot Ready Foundation



M365 A5 for Education

EES Agreement



Audio Conferencing



Teams Phone



Power BI Pro



Defender for
Office 365 Plan 2



Defender for
Cloud Apps



Defender for
EndPoint Plan 2



**All-in-One Security &
Productivity Suite**

M365 A5

License ALL EQU get Student Licenses at NO COST

- Everything in M365 A3 and adds
 - Audio Conferencing
 - Teams Phone
 - Power BI Pro
 - Defender for Office 365 Plan 2
 - Defender for Cloud Apps
 - Defender for Identity
 - Defender for Endpoint Plan 2
- Student Use Benefit Rules Apply



**Enhancing the Way
We Keep You
Informed**

 |  Microsoft
DIGITAL INNOVATION GROUP

DIG Team

Product Specialists

Workshops

Microsoft Funded

Lead Generation



Microsoft Sales

Opportunity
Qualification



Programs Team

Program
Delivery



Delivery Team

Adjacencies



Collaboration with DIG
& Sales

Microsoft Implementation & Support Services

Where can SHI Help?



SELECTION SERVICES

PRE-SALES

- Microsoft License Assessment
- Cloud Economic Assessment
- Microsoft Briefings
- Azure FinOps & Governance Assessments
- Azure Stack HCI
- Azure OpenAI Strategy Workshop



DEPLOY SERVICES

- Microsoft 365 Deployments
- Microsoft 365 Migrations
- Teams Voice / Phone
- SharePoint Modernization
- Microsoft 365 Copilot
- Azure Migration / Modernization
- Azure OpenAI



MANAGED SERVICES

- Microsoft Support
SHI Expert Support
- IT Management
SHI Complete
- Training & Adoption Services
- Microsoft CSP & Microsoft Licensing Management
- Azure FinOps
SHI Cloud Optimization



Navigating Microsoft Licensing: Monthly Updates

Microsoft Licensing Updates



Self Service

Resources For You

<https://www.microsoft.com/licensing/terms/welcommage>

Microsoft Licensing Terms

Access Terms & Licensing Information

Get Started

Microsoft Licensing Terms

<https://www.microsoft.com/licensing/docs/view/Licensing-Program-Guies>

Licensing Program Guides

Guides for Microsoft Licensing Programs

Download Guides

<https://servicetrust.microsoft.com/ViewPage>

Microsoft Service Trust

Security, Compliance & Privacy

Learn More

Learn More

Thank you!



Microsoft Account Executive

SHI

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