



# NERCOMP 2023

Microsoft EES Renewal

April 24<sup>th</sup>, 2023

# Agenda

01. SHI Microsoft Team
02. New Agreement
03. Timeline
04. EQU Defined
05. M365 Offerings
06. Server Offerings
07. M365 Entitlements & EES Benefits
08. Microsoft Surface & Intune
09. Digital Transformation



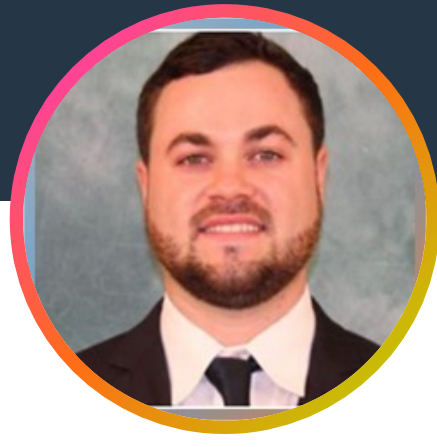
# SHI Microsoft Team

## NERCOMP



**Cathy Mack**

*District Sales Manger – MSFT East*



**Matt Williams**

*MAE NERCOMP*



**Michael Heath**

*Power Platform Solutions Architect*



**Jason Mitchell**

*Presales Bus Dev Manager- Microsoft  
Surface*

# Agreement

Basics



# Nercomp Microsoft EES

Year 1

- New Agreement
  - 3 Year Agreement July 1, 2023 – June 30, 2026, requires an annual anniversary order.
- Minimum Requirements
  - 50 EQU licensed for M365 A3 or M365 A5
- Highlighted Changes from Previous Agreement
  - 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 December 2022 pricelist
  - Subscription License Reductions are allowed
  - New Institution may join and will receive pro-rated pricing

# Timeline



# 2023 Renewal – Extension

## Timeline

- April 21<sup>ST</sup> – Quote from SHI
- April 21<sup>ST</sup> – May 1<sup>ST</sup> – Finalize discussions around your current EQU & Student counts, Confirm Contacts and identify product needs.
- May 19<sup>th</sup> – Final quote from SHI
- June 5<sup>th</sup> – Purchase Order MUST be at SHI.
- July – SHI Invoice is 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

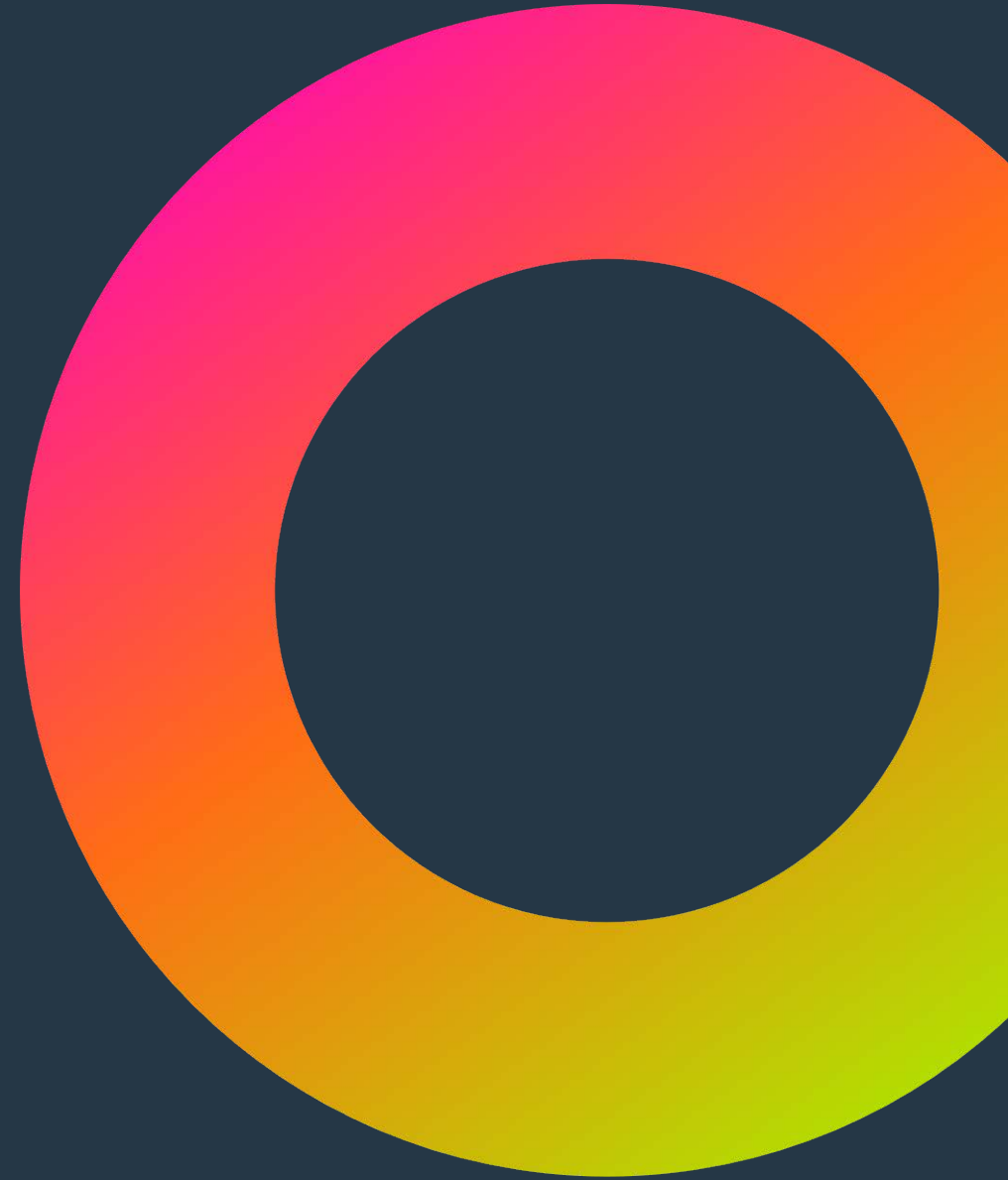
EMS A3 and EMS A5

Office 365 A3 and Office 365 A5

M365 Apps for Enterprise

Windows 10 Education A3 and Windows 10 Education A5

**M365**



# M365 A3

License ALL EQU get Student Licenses at NO COST

## M365 A3

### Office 365 A3

- Office Pro Plus - Desktop versions of Office on up to 5 PCs or Macs, 5 tablets and 5 phones per user
- Exchange - 100 GB Storage, EOP, EOA, DLP, Legal Hold and e-discovery
- OneDrive - 1 TB of Storage
- SharePoint
- Microsoft Teams - Skype for Business
- Skype for Meeting Broadcast
- Additional Services: Sway, Forms, Stream, Flow, Power Apps, School Data Sync, Bookings & Yammer
- Delve & My Analytics
- Office 365 Advanced Security Management

### Windows 10 A3

- Windows 10 Upgrade License Education Edition, Enterprise, Enterprise LTSC & Pro
- Windows Defender Antivirus - Device Guard, Credential Guard, Exploit Guard

### Enterprise Mobility & Security A3

- Azure Active Directory P1 - SSO, MFA, Conditional Access, Dynamic Groups
- Azure Information Protection P1 - Document Classification, Tracking and Revocation
- Advanced Threat Analytics - Protection from advanced targeted attacks leveraging user and entity behavioral analytics
- Intune - MDM and Mobile Application Management (MAM) without the need for device enrollment

## M365 A3 Student Use Benefit

Office 365 A1, Microsoft 365 Apps for enterprise, Office 365 Cloud App Security, Microsoft Bookings, Azure Active Directory Premium Plan 1, Advanced Threat Analytics, Microsoft Intune for Education, Windows Education A3 (Per User), and Minecraft for Education. Note: Licenses acquired through the Student Use Benefit are not eligible for Software Assurance Benefits. Licenses acquired through SUB include rights to access Azure Virtual Desktop virtual machines, but don't include any further Windows virtualization rights.

M365 Special Use rights for Subscribers include Multi-Language Rights, Upgrade/Downgrade Rights, Product Evaluation Rights, Productivity Server Licenses and CALS for Exchange, SharePoint and Skype for Business. Windows Server CALS. System Center Configuration Manager and System Center EndPoint Protection.

Perpetual Use Rights for Students and Home Use Program are not applicable in M365.

No Cost Addons Include

- Office 365 EDU A1
- M365Apps for device

# M365 A5

License ALL EQU get Student Licenses at NO COST

## M365 A5

### Office 365 A5

- Office 365 A3+
- Customer Lock Box
- Advanced e-Discovery
- Advanced Data Governance
- Microsoft Cloud App Security
- Microsoft Defender for Office 365
- Office 365 Threat Intelligence
- M365 Information Protection & Governance
- M365 eDiscovery & Audit
- M365 Insider Risk Management
- Audio Conferencing
- Phone System

### Windows 10 A5

- Windows 10 Upgrade License Education Edition, Enterprise, Enterprise LTSC & Pro
- Windows Defender Antivirus - Device Guard, Credential Guard, Exploit Guard
- Microsoft Defender for Endpoints

### Enterprise Mobility & Security A5

- Azure Active Directory P2 – Identity and access management with advanced protection for users and privileged identities
- Azure Information Protection P2 – P1 plus, Document Classification, Tracking and Revocation
- Azure Information Protection P2 - P1 plus, automated classification and hold your own key
- Microsoft Cloud App Security - Enterprise-grade visibility, control, and protection for your cloud applications
- Microsoft Defender for Identity- Detect and investigate advanced attacks and suspicious behaviors on-premises and in the cloud

## M365 A5 Student Use Benefit

Office 365 A1, Microsoft 365 Apps for enterprise, Office 365 Cloud App Security, Microsoft Bookings, Azure Active Directory Premium Plan 1, Advanced Threat Analytics, Microsoft Intune for Education, Windows Education A3 (Per User), and Minecraft for Education. Licenses acquired through the Student Use Benefit are not eligible for Software Assurance Benefits. Licenses acquired through SUB include rights to access Azure Virtual Desktop virtual machines, but don't include any further Windows virtualization rights.

M365 Special Use rights for Subscribers include Multi-Language Rights, Upgrade/Downgrade Rights, Product Evaluation Rights, Productivity Server Licenses and CALS for Exchange, SharePoint and Skype for Business. Windows Server CALS. System Center Configuration Manager and System Center EndPoint Protection.

Perpetual Use Rights for Students and Home Use Program are not applicable in M365.

No Cost Addons Include

- Office 365 EDU A1
- M365Apps for device

# Server Offerings



# Server Platform

Optional

Enterprise Server Platform	Core Infrastructure Platform	SQL Platform
Enterprise CALS included with M365 A3/A5	Core Infrastructure CALS included with M365 A3/A5	SQL Server CALS – must be purchased for full EQU count
Unlimited Instances for all editions of the server Products and external connectors to which the Enterprise CAL provides access rights (as identified in the Product Terms), plus all editions of System Center.	Unlimited Instances for all editions of Windows Server, Windows Server External Connector, Windows RMS External Connector, and all editions of System Center.	Unlimited Instances for all editions of Microsoft SQL Server and Microsoft BizTalk Server.

# Optional Offerings



## M365 Apps for Device

### Office 365 A1

Exchange Online

SharePoint Online

Office Online

Microsoft Teams

Yammer

- Designed to simplify management of Microsoft 365 Apps for enterprise on devices shared by many users.
- Anyone that signs in and uses that device can use Microsoft 365 Apps for enterprise to create and edit documents.
- 50GB Primary Mailbox
- Unlimited Archive Mailbox/Compliance Hold/eDiscovery
- Exchange Online Protection – SPAM and Malware Protection
- OneDrive for Business – 5TB to Unlimited
- SharePoint Sites, Groups
- Office 365 Groups and Microsoft Teams
- Office Web Applications:
  - Word Online, Excel Online, PowerPoint Online, Visio Online
- Team Collaboration - Threaded discussion, files
- Realtime meetings with up to 350 participants
- Audio, Video, Recording Capability + IM and Presence
- Social Networking, Intranet

*O365 A1 is designed for “light users” without advanced computing requirements*





# M365 Add On

## Compliance and Security Packages

### M365 A5 Compliance

- Azure Information Protection Plan 2
- Customer Key for O365
- M365 A5 Information Protection & Governance
  - Cloud & Communication Data Loss Prevention
  - Records Management
  - Machine Learning based auto classification
  - Customer Key
  - Advanced Message Encryption
- M365 A5 Insider Risk Management
  - Communication Compliance
  - Information Barriers
  - Customer Lockbox
- M365 A5 eDiscovery & Audit
  - Investigation and eDiscovery solutions for IT & Legal
  - One-Year Retention of Audit Logs

### M365 A5 Security

- Microsoft Defender for O365 Plan 2 - Defender for O365 + Threat Intelligence
  - Protects against sophisticated attacks like phishing and zero-day malware
- Microsoft Defender for Cloud Apps
  - Is a Cloud Access Security Broker solution
- Microsoft Defender for Identity
  - Protects enterprise hybrid environments from advanced targeted cyber-attacks and insider threats
- Azure Active Directory Plan 2
  - Identity Protection – risk based conditional access
  - Privileged Identity Management – just in time access
- Microsoft Defender for Endpoints
  - Risk based vulnerability management and assessment
  - Attack surface reduction capabilities
  - Behavioral based and cloud-powered next gen protection

# M365 Entitlements & EES Benefits



# EES Special Use Rights for M365 Education A3/A5

Microsoft 365 Education A3/A5 are the successors to the Education

Desktop and give equivalent and enhanced rights:



## Desktop Rights

- Rights to downgrade this installation of Office Professional Plus
- Rights to downgrade to Windows 10 Enterprise/Pro or earlier versions, or Windows 11 Pro Education, or Windows 11 Enterprise LTSC



## Enterprise CAL Suite Rights

- Exchange Server, SharePoint Server, Teams Server Standard and Enterprise CALs
- Windows Server and Windows Server ADRMS CALs
- Advanced Threat Analytics CML
- System Center Configuration Manager CML
- System Center Endpoint protection SL



## Server Installation Rights

- Rights to install current or previous versions of Exchange Server, SharePoint Server, Teams Server on as many servers as required, dedicated to the customer, in physical or virtual infrastructures



# What is the Student Use Benefit?

Customer may acquire student use benefit by

purchasing the Product via a suite/bundle or as Standalone

If customer purchases a suite/bundle containing a Qualifying product, they receive SUB only for the individual product, not for the entire suite/bundle

If a Qualifying product is purchased via a suite/bundle the education qualified user : student ratio is 1:40, if the Qualifying product is purchased Standalone

the education qualified user : student ratio is 1:15

## Customer Benefits

Easy, convenient

Cost Effective

Way to license student owned and institution owned devices

# Microsoft Learn

## F/K/A Imagine Academy

The Microsoft Imagine Academy program was transitioned and sunset on December 30, 2022, however we want to provide educators with resources needed to complete their current class schedule.

Microsoft is continuing our commitment to skills development as well as evolving and building new resources for educators and students through the [Microsoft Learn](#) platform.

Within [Microsoft Learn](#) are two locations we encourage educators to explore and access expanded resources, Microsoft Official Curriculum (MOC), and certification preparation materials:

1. The [Microsoft Learn Educator Center](#) is Microsoft's centralized training and professional development platform for K12 where educators and school leaders can explore free learning and skills resources and learn about programs, professional development offerings, and Microsoft technologies that advance teaching and learning practices.

- Access the **Microsoft Office Specialist (MOS)** certification exam preparation materials: [Microsoft Office 2019 certification preparation materials](#). (M365 certification exam preparation materials coming soon.)

- Access an [overview session](#) about the [Microsoft Learn Educator Center](#) to learn more.

2. The [Microsoft Learn for Educators](#) program enables educators to bring Microsoft Official Curriculum (MOC) and instructor-led training materials into classrooms. Eligible educators and faculty members at colleges, universities, community colleges, polytechnics, and secondary schools can access Microsoft ready-to-teach curriculum and teaching materials aligned to industry-recognized **Microsoft Fundamentals** certifications. These certifications augment a student's existing degree path and validate the skills needed to be successful across a variety of technical careers. Using the content and courseware from Microsoft can free up educators' time to focus on what they do best: teach.

- Access **Microsoft Fundamentals** certification exam preparation materials through the [Microsoft Learn for Educators Program Overview](#).

- Access an [overview session](#) about the [Microsoft Learn for Educators](#) program.



# Azure Dev Tools for Teaching



The new Azure Dev Tools

Microsoft announced Feb 13, 2019

New Subscription benefits

Manage and access software through a centralized online location that eliminates the need to maintain a web store or an internal site.

Provide your academic users with access to software and the Azure cloud platform through one online portal. Verified students can also get [free access to Azure](#) without a credit card, plus USD100 in credit. *Limited to STEM Departments.*

Give your academic users one-stop access to additional training and learning materials via [Microsoft Learn](#).

[FAQ](#)

# Monthly Azure Credit

## For Visual Studio Subscribers

### BENEFITS

Credit for us on a wide range of Azure services – Virtual Machines, Storage, SQL Databases, Containers, Cognitive Services, Functions, Data Lake, and much more.

Azure dev/test pricing helps your credit last longer.

Exclusive access to Windows 10 virtual machine

Easy-sign-up. No credit card required.

No surprises. A spending limit protects you from overage charges. You can remove the spending limit when you're ready.



**Visual Studio Enterprise subscribers get the largest monthly credit:**

\$50	\$100	\$150
Visual Studio Professional (standard subscription)	MSDN Platforms	Visual Studio Enterprise (standard subscription)
Visual Studio Test Professional		Visual Studio Enterprise (BizSpark) Visual Studio Enterprise (MPN)

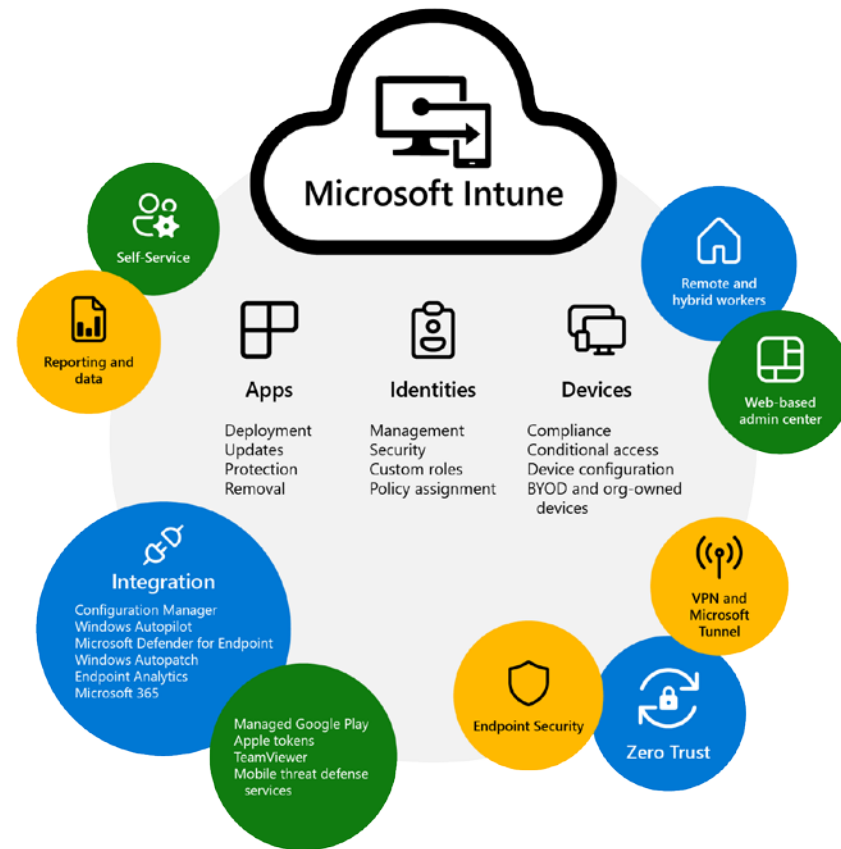


# Microsoft Intune & Surface





# Intune



# Surface Laptop 5

- Laptop 5 is Microsoft's latest iteration of a traditional clamshell laptop.
- Comes with Thunderbolt 4 connectivity.
- Available in 13.5 or 15 inches in a wide variety of color options.
- 12<sup>th</sup> Gen core i5 or i7 with Iris XE graphics.
- Price range (depending on specifications) ~ \$1200-\$2400 USD



# Surface Pro 9

- Microsoft's latest iteration of our flagship 2 in 1 tablet line.
- Designed with adjustable built in kickstand, optional attachable keyboard and built for Slim Pen 2 accessory.
- Dual Thunderbolt 4 ports.
- Intel 12<sup>th</sup> Gen Intel i5 or i7 processor with Iris XE Graphics.
- Price range (depending on specifications) ~ \$1000-\$2100 USD



# Surface Laptop Studio

- Microsoft's most powerful end user device.
- Leverages 3 separate form factors in a unique 2 in 1 design.
- Dual Thunderbolt 4 ports.
- Options for Nvidia discrete graphics- RTX 3500 Ti or RTX A2000.
- Supports Slim Pen 2 with 120hz refresh rate screen and 3:2 aspect ratio.
- Price range (depending on specifications) ~ \$1400-\$3200 USD.



# Digital Transformations: Solution Empowerment



# Data Operations Overview

## From IT to End-User



### Data Strategy

To drive better business, means planning accordingly. Work with us to build and implement an innovative data strategy so that you can get the edge over the competition. Keeping your data safe and compliant across your enterprise.



### Data Management

Our experts can help you manage data for maximum value. From design to migration and integration services, we will provide advanced analytics and management tools to improve decision-making power within your organization.



### Data Governance

Understand your enterprise's data culture and use to adopt powerful governance framework to ensure that data is standardized but also doesn't jeopardize the meaningful behaviors and norms of the organization.



### Data Empowerment

Take Data from analysis to action by making the data available and empowering a community of citizen developers to use it to deliver real value and ideation to the institution.

# What is the Microsoft Power Platform?

## Develop

Power Platform delivers low-code/no-code/pro-code development, workflow, and business intelligence tools into a single hub.

## Empower

These capabilities empower citizen developers to create solutions for themselves and the organization. **NO PROGRAMMING EXPERIENCE REQUIRED.**

## Improve

Streamline operations, reduce development costs and the reliance on corporate IT, and improve institution outcomes.



The low code platform that spans Microsoft 365, Azure, Dynamics 365, and standalone apps.



**Power BI**  
Business analytics



**Power Apps**  
App development



**Power Automate**  
Process automation



**Power Virtual Agents**  
Intelligent virtual agents



**Power Pages**  
External-facing websites



**Data connectors**



**AI Builder**



**Dataverse**

# Power Platform Lineup

## Power Apps

Application Development

## Power Automate

Workflow Automation

## Power BI

Storytelling through Analytics.

## Power Virtual Agents

Chat bots handling routine inquiries.

## Power Pages

Lightning fast web development.

### Low-code tools and how they are used





# Common Challenges

## Education



### Higher Education

- Graduation Rates
- Placement Rates
- Retention Rates
- Student Performance
- Mental Health
- Campus Safety
- Tuition, Aid, and Revenue
- Student Life
- Counseling Services

## Automation Application Analytics



# End-to-End Solutions

## Campus Safety - Addressing Challenges Head-On

*Existing campus safety measures are insufficient in addressing safety risks, resulting in fear, disruption, and limited situational awareness. Traditional approaches are manual and time-consuming, while new challenges from technology and social media emerge. A comprehensive and modern campus safety solution is needed to proactively detect, prevent, and respond to incidents, enhance communication, and create a safe campus environment.*



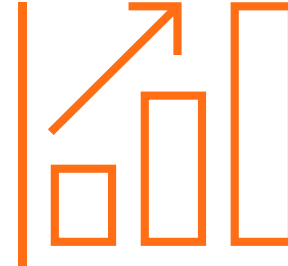
### Application

Campus safety apps that empower students, faculty, and staff to report incidents, such as accidents, harassment, or suspicious activities, in real-time.



### Automation

Streamline campus safety processes, such as incident escalation and notification workflows, ensuring better incident response.



### Analytics

Monitor campus safety data, such as incident trends, response times, and resource allocation. make data-driven decisions to improve campus safety measures., they can identify high-risk areas on campus, track incident patterns, and allocate resources strategically to enhance campus.



### Human Approach

Campus safety-related FAQs, emergency procedures, and reporting processes can be automated through chatbots. This can help disseminate important campus safety information, provide guidance during emergencies, and encourage proactive reporting of safety concerns.

# End-to-End Solutions

## Student Retention - Addressing Challenges Head-On

*High student attrition rates in higher education institutions result in reduced retention rates, increased costs, and lower student success rates. The lack of personalized support, difficulties in identifying at-risk students, and inefficient communication channels contribute to this problem, requiring a comprehensive solution to address student retention challenges effectively.*



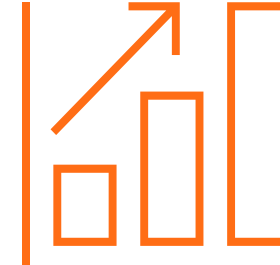
### Application

Provide a personalized dashboard that integrates with multiple campus systems providing learning resources, and personalized recommendations and interventions that create an individual student experience.



### Automation

Automate communication and personalized support to students. For example, when a student is identified as at risk of dropping out, Power Automate can automatically send personalized emails or text messages with resources and support services that can help them stay on track.



### Analytics

Visualize and analyze student retention data, such as retention rates, graduation rates, and time-to-degree. These insights can be used to identify trends and patterns in student behavior and academic performance, and to inform strategic decisions to improve student retention.



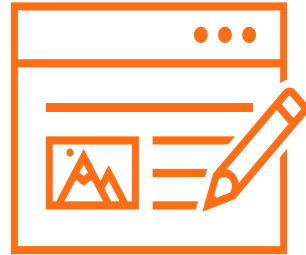
### Human Approach

Develop predictive models that analyze historical data to identify factors that contribute to student retention, such as demographic information, course selection, and engagement metrics based off individual student behaviors and needs.

# End-to-End Solutions

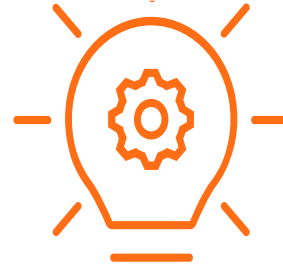
## Counseling Services - Addressing Challenges Head-On

*Many higher education institutions struggle with providing efficient and effective counseling services to their students, leading to inadequate support for mental health and well-being. Limited resources, long wait times, and challenges in identifying students in need of counseling contribute to this problem, necessitating a solution that can optimize counseling services to ensure timely and accessible support for students' mental health needs.*



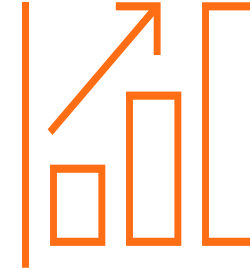
### Application

Facilitate scheduling and appointment management for counseling services. Students can use these apps to book counseling appointments, view availability of counselors, and receive reminders for upcoming appointments



### Automation

Automate workflows related to counseling services, such as appointment reminders, follow-up surveys, and notifications to counselors



### Analytics

Universities can use analyze data on counseling service utilization and identify trends or patterns, such as peak times or areas of high demand. This data can be used to allocate resources effectively, optimize scheduling, and improve the quality of counseling services.



### Human Approach

Chatbots provide initial triage and support for students. Provide information on counseling services, help students assess their mental health needs, and provide self-care resources. They can also route urgent cases to counselors or provide crisis support. Chatbots can provide students with accessible and confidential support, while reducing the burden on counseling services staff.



# Thank You

