



New Microsoft Teams Rooms Licensing

Simplified licensing to help you get hybrid-ready



Two Key Changes

1

Change in Licensing

Moving from Microsoft Teams Rooms Standard and Premium Licenses to a single license – **Microsoft Teams Rooms Pro**

2

Change in Microsoft Managed Service for Rooms

All Managed Services platform value will be moved into the new Teams Rooms Pro SKU

Existing customers will retain access to Managed Rooms Service portal and its workloads

Incident management process flow will change on Oct 1st

New Microsoft Teams Rooms Licensing

- On Sept. 1, 2022, we are introducing Microsoft Teams Rooms Pro, which replaces the Microsoft Teams Rooms Standard and Microsoft Teams Rooms Premium offers in market today
- For smaller deployments (<25 rooms), core meeting functionality will be included with newly purchased Teams certified hardware at no additional cost
- Provides a durable licensing approach supporting Microsoft's track record of Teams Rooms innovations.

Today

Teams Rooms Standard
(\$15 device/month)

Core meeting and management experiences

Teams Rooms Premium
(\$50 device/month)

Everything in Teams Rooms Standard PLUS
advanced management (Teams Rooms
Managed Services)

Sep 1, 2022

Teams Rooms Pro
(\$40 device/month)

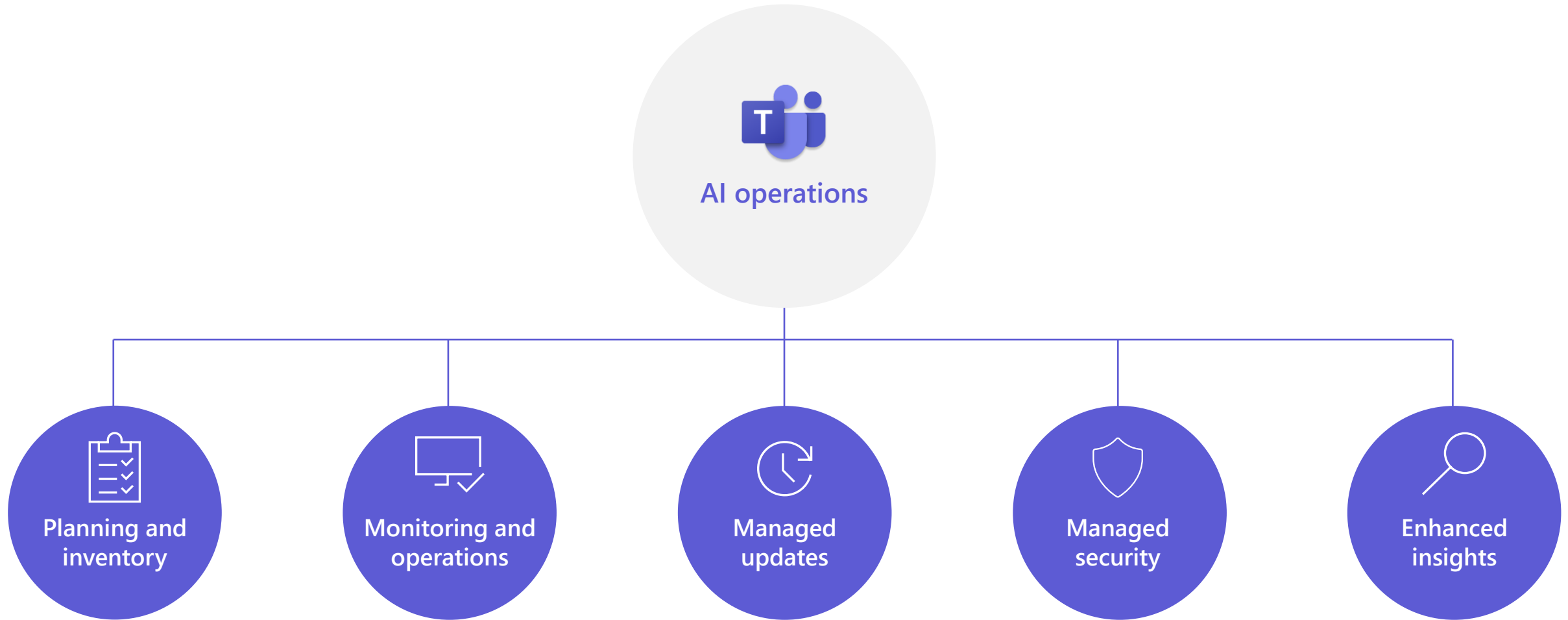
Introducing Microsoft Teams Rooms Pro—
everything you need for optimal hybrid
meetings and intelligent operations at
scale—now in one license

Teams Rooms Basic

Basic meeting experiences, limited to
25 rooms per tenant. Limited
management functionality.

**(Included with certified Teams Rooms
hardware purchased on/after Sep 1).**

Teams Rooms Managed Services: Coming to Microsoft Teams Rooms Pro



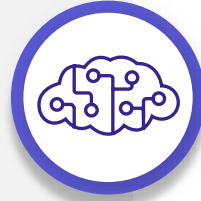
Microsoft Service engineers will no longer serve as intermediaries to incident response starting **Oct. 1, 2022*

Streamline your hybrid-readiness journey with Teams Rooms Pro

Microsoft Teams Rooms is a best-in-class meetings solution that enables inclusive, immersive, and easy-to-use hybrid meetings.

To help simplify your Teams Rooms planning, we are retiring our current licensing structure (Standard & Premium), in favor of a single solution.

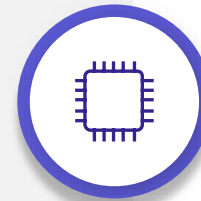
This new offering will combine meeting and management features into one great price, to future-proof your spaces as new innovations arrive, and your needs evolve.



Advanced Management and monitoring with Teams Rooms Managed Services platform



Optimal hybrid meetings with AI powered intelligent device experiences as the foundation for more immersive, inclusive, and collaborative meetings



Latest innovations in one comprehensive license that delivers all the innovation and value from Microsoft Teams Rooms

Teams Rooms Pro

Advanced Management

Simplify, automate, and optimize the management and deployment of your Microsoft Teams Rooms.

Productive meetings start behind the scenes.

Microsoft Teams Room Pro provides a comprehensive and effective system, powered by AI operations and software intelligence.

Advanced management keeps your rooms running well, all the time, every time, proactively in the background so that your life is easier, and you can focus on the problems that are essential to your business.

Combine the power of Teams Rooms managed services and Teams Admin Center

Update Management

- Management and delivery of application, OS, and firmware updates to keep your platform current and secure.

Optimized policies

- Configuration management, patching, and best practices tailored to your environment.

Real-time monitoring and alerts

- Around-the-clock monitoring, detection, and validation of issues.

Predictive remediation

- AI and advanced analytics detect developing issues and takes real-time intervention to prevent and remediate events before they hit the room.

Enhanced Insights

- Insights into room trends and learnings across hundreds of customers applied to your environment, continually improving the in-room experience.

Granular self-controls with Teams Admin Center

- Comprehensive self-management tools, integrated with Microsoft 365 workflows

Teams Rooms Pro

Optimal hybrid meetings

Microsoft Teams Rooms Pro delivers optimal hybrid meeting experiences by providing inclusive video layouts, intelligent devices support, and AI-powered features.



Don't just get hybrid ready, get hybrid-optimized!

- Intelligent camera support with multiple video streams and people recognition*
- Intelligent speaker support helps to identify in-room participants..
- Add a Surface Hub or share a whiteboard with a content capture camera to create a hybrid meeting experience.
- Inclusive features like front row optimize room and furniture layouts for hybrid experiences like face-to-face interactions.
- Scale meeting rooms and spaces to many sizes and needs.

*Feature coming soon.

Teams Rooms Pro

Latest Innovation

One comprehensive license that delivers all the innovation and value from Microsoft Teams Rooms.

Teams Rooms Pro delivers what you need for productive hybrid meetings and managing your room operations at scale—now in one license.

Teams Rooms Pro includes all the experiences you know and use, as well as the latest innovation across security, management, and hybrid optimization. As newer innovation arrives, it will land in Teams Room Pro.

The latest hybrid meeting innovations coming to Pro

- Remote PTZ controls
- Engage with chat and Loop components
- Inbound and outbound SIP/H323 video calls
- Advanced device management previously only available through the Managed Services
- New layouts
 - Large gallery (up to 50 videos)
 - Split gallery across 2 screens
 - Together mode

Licensing Overview

(Available Sept. 1)

Meeting join

	Teams Rooms Basic	Teams Rooms Pro
	Included with hardware	\$40 /d/m
Join Teams meetings with 1-touch, proximity, and meeting ID	•	•
Start ad hoc meetings from the room	•	•
Direct Guest Join for Zoom and Webex meetings	•	•
Join meetings across Teams clouds		•
Room check-in with Teams Panel		•

Share and collaborate

Share and view all Teams content types	•	•
Share whiteboard with Content Capture Camera		•

Meeting engagement

Teams video gallery with multiple layout options	•	•
Front row		•
Engage with Chat, Loop content*		•
Together mode		•
Large gallery (up to 50 videos)		•
Split gallery across 2 screens		•

Calling

Make and receive peer to peer and group calls	•	•
Microsoft 365 Phone System		•
PSTN Calling**		•
Inbound and outbound SIP/H323 video calls*		•

*Feature in development.

**Requires calling plan

Intelligent Audio & Video

(May require additional peripherals)

	Teams Rooms Basic	Teams Rooms Pro
	Included with hardware	\$40 /d/m
Support for Intelligent Speaker live transcript with speaker identification		•
Multi-stream support for intelligent cameras*		•
Multi-camera support		•
Panoramic room view		•
Remote PTZ controls*		•
AI noise suppression		•
People counting		•

Security & Compliance

Secure operating system	•	•
System level security (Secure boot, Assigned Access mode, etc.)	•	•
Azure AD Conditional Access policies		•

Device Management

Teams Admin Center enrollment and inventory	•	•
Automatic software updates	•	•
Detailed system and configuration information		•
Peripheral health management		•
Remote configuration		•
Device history and activity		•
ITSM integration		•
Custom health alerts		•
Device analytics		•
Application updates and AI-powered remediation service previously under Managed Services in the Premium SKU*		•

*Feature in development.

Your path to future-proof meetings

To benefit from the latest Teams Rooms innovation, we encourage you to transition to Teams Rooms Pro at your next renewal or anniversary date.

- You can continue to use the Standard or Premium licenses until the end of your Enterprise Agreement (EA) term.
- If you are leveraging a non-Teams Rooms license (O365 E3/E5, M365 E3/E5) you will need to apply a valid Microsoft Teams Rooms license by July 1, 2023.