Microsoft

Modern Desktop for the modern IT people

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WELCOME TO

Modern workplace

$103K

Microsoft 365

A complete, intelligent, secure solution to empower employees

Users

Simplicity
Flexibility
Mobility

IT

Manageability
Security
Compliance

Modern desktop

Modern desktop

The best experience for end users and IT

Most productive

Most secure

Lowest TCO

Most productive

Users demand the best tools to get things done

80%

of millennials say workplace technology influences decision to join a company[1]

42%

would change employers if not provided the technology that meet their needs[1]

6%

average amount of time spent each day by users searching for information (~15 days per year)[2]

[1] *US Future-Ready Workforce Study, 2016*
[2] *Forrester Data's Global Business Technographics® Workforce Benchmark Recontact Survey, 2017*

Most Productive

Intelligent assistance to stay on track

Mobility and access from anywhere

Actionable insights from data analytics

Powerful content-creation tools

Natural interaction via voice, touch, and ink

Contextual collaboration and sharing

Intelligent assistance to stay on track

Find what you need faster with enterprise search in Windows

Spend time on what's important with Focused Inbox

Incorporate credible content quickly with Researcher

Get proactive assistance from Cortana @ Work[1]

Pick up where you left off with Windows Timeline

[1]Cortana available in select markets; experience may vary by region and device. Cortana app required for Android and iOS devices (Requires Android version 4.1.2 or higher, or iPhone 4 with iOS 8.0 or higher).

Mobility and access from anywhere

Seamlessly work across your iPhone or Android device

Access your Office docs on any device and any platform

Stay productive anywhere with online versions of Office apps

Browse faster and safer in Microsoft Edge

Actionable insights from data analytics

Analyze data in a few clicks with Excel insights

Pull in live data from online sources with Data types Design

Simplify data discovery, access, and collaboration with Get and Transform

Powerful content-creation tools

Bring presentations to life with PowerPoint Morph, Zoom, and 3D

Create stunning slides in a few clicks with PowerPoint Design Ideas

Visualize objects in the real world with Mixed Reality Viewer

Natural interaction via voice, touch, and ink

Sketch, take notes, and annotate with Microsoft Ink[2]

Move through work fluidly with touch-optimized apps[2]

Find the right word quicker with text suggestions

Compose content with your voice using dictation[1]

Find the best way to work with accessibility in Windows and Office

[1]Hardware dependent.
[2]Touch capable tablet or PC required. Pen accessory may be sold separately.

Contextual collaboration and sharing

Co-author together in Word, PowerPoint, and Excel[1]

Flag critical actions and inputs with @mentions

Never lose your work with Version History

Share instantly with people in the same room using Nearby Sharing[2]

Ideate in real time with colleagues anywhere in Microsoft Whiteboard

[1]For real-time co-authoring, co-authors must be using Office 2016 or Office Online.
[2]Sharing is only available between Windows 10 PCs. Nearby sharing must be enabled on both devices.

Most secure

Traditional security management doesn’t scale

5B unique threats per month*

Increasing # security solutions to manage

Only capacity for **10 alerts** per day

*The Microsoft Intelligent Security Graph data

Most Secure

Proactive detection of issues

Safeguarding of your company’s data

Protection against advanced threats

Simplified identity and access management

Minimized data loss prevention input requirements

Proactive detection of issues

Microsoft AI and the Intelligent Security Graph

Office Advanced Threat Protection (ATP)

Defend against malicious documents with ATP Safe Attachments*

Ensure hyperlinks in documents are harmless with ATP Safe Links*

Neutralize spear-phishing tactics using ATP URL Detonation*

*Must have an E5 subscription or purchased a separate ATP subscription (for E1, E3, and ProPlus standalone SKUs)+

Safeguarding of your company's data

Prevent data loss via built-in **Policy Tips**

Encrypt sensitive messages with **Office 365 Message Encryption**

Embrace multi-layer defense with **Multi-factor Authentication**

Protection against advanced threats

Detect fast-changing malware variations
with Windows Defender Antivirus

Avoid compromised devices
with Windows Defender System Guard

Protect endpoints from cyber threats
with Windows Defender Advanced Threat Protection

Simplified identity and access management

Unlock your device with a look or a touch
with Windows Hello[1]

Isolate and protect credentials
from a full system compromise with Credential Guard

[1]To use Windows Hello with biometrics specialized hardware, including fingerprint reader, illuminated IR sensor, or other biometric sensors is required. Hardware-based protection of the Windows Hello credential/keys requires TPM 1.2 or greater; if no TPM exists or is configured, credentials/keys protection will be software-based.

Minimized data loss prevention input requirements

Prevent accidental or intentional data leaks with Windows Information Protection[1]

Encrypt sensitive information and protect against unauthorized access with Bitlocker[2]

Provision, enforce, report compliance, and recover data with Bitlocker Administration & Monitoring

[1]WIP requires either Mobile Device Management (MDM) or System Center Configuration Manager to manage settings. These products sold separately. Active Directory makes management easier, but is not required.
[2]Requires TPM 1.2 or greater for TPM based key protection.

Lowest TCO

IT is drowning in complexity

"I want
happier users"

"I want to be
more strategic"

"I need to do
more with less"

"I need to keep users
safe and secure"

"I need to balance
flexibility with control"

Lowest TCO

Application compatibility you can trust

Agile, lighter weight updates

Frictionless, out-of-the-box experience

Application compatibility you can trust

Upgrade with confidence and ensure devices and apps stay healthy

Windows Analytics

Get detailed guidance and project recommendations for upgrading devices to Windows 10 and keeping them current

Identify and address issues affecting end users (before they become help desk calls)

Readiness Toolkit for Office

Identify potential compatibility issues with macros and add-ins

Windows Insider and Office Monthly Channel

Explore new features, validate apps and prepare your organization for the next versions of Windows 10 and Office 365 ProPlus

ReadyforWindows.com

View Windows 10 software vendor support statements and app version usage information

Agile, lighter weight updates

With modern tools powered by the cloud

Windows and Office as a service

Monthly quality updates and semi-annual feature updates with options to take monthly features releases for Office 365 ProPlus

In-place upgrades

Automatically preserve apps, settings, and data

Windows Update for Business

Update devices directly from the cloud to minimize your IT effort

Express updates

Streamline downloads and reduce the load on your network

Delivery optimization

Enable peer-to-peer transfer of updates

Why stay current?

Attackers take advantage of periods between releases

Stay ahead of threats with continual updates

Keep users up to date with the latest productivity features

Frictionless, out-of-the-box experience

With a self-service experience, lowering help desk costs

Windows Autopilot[1]

Get new devices up and running fast, without reimaging, all powered by the cloud

Automatically configure settings, security policies and install apps like the Office 365[2] apps

Windows Subscription Activation

Easily step up from Windows 10 Pro to Windows 10 Enterprise or Windows 10 Education, without rebooting

[1] Requires Azure Active Directory and Intune to complete Hybrid Azure Active Directory Join. Sold separately.
[2] Subscription sold separately.

Most productive

Most secure

Lowest TCO

Office perpetual

Limited in-client collaboration

Limited cloud integration

Static features; subset of ProPlus

Security updates only; manual patching

One PC per license

Office 365 ProPlus

Real time co-authoring, @mentions etc.

Cloud and AI powered features

Richer and better every month

Security that evolves with threats

5 PCs/Macs, 5 tablets, 5 mobile + web

Office 365 ProPlus vs Office 2019

Features in **ProPlus** today that will NOT be in Office 2019

Most Productive

Realtime co-auth
@mentions in WXP
Office 365 groups
Editor
Tap
Designer
Researcher
*Insights in Excel
*Data Types

Most Secure

ATP in WXP
Office 365 Message Encryption
*Office Enterprise Protection

Lowest TCO

Shared computer licensing
Language packs included
FastTrack Options
Intune integration

Relying on older versions of Office apps to connect to cloud services like Exchange Online can result in an increasingly poor user experience

End user experience

Reduced functionality due to legacy client

Inconsistent experience across web, mobile, and desktop

Fewer legacy scenarios in adoption resources

Security and reliability

Slower response to modern cyber threats

Greater IT liability for compliance and security

Greater IT responsibility to monitor client health

Outdated protocols not optimized for cloud services

Modern desktop adoption

Gain insights

Windows Analytics
Office Readiness Toolkit

Set foundation

Windows 10
Office 365
Modern devices

Stay current

Phased deployments
Agile updates

Modernize IT

Windows Autopilot
Microsoft Intune

FastTrack for Microsoft 365

Your partner for Microsoft 365 success

Onboard to Microsoft 365 services and migrate your data

Deploy chat-based collaboration and productivity apps

Enable identity, device management and modern security

Gain end user adoption and realize business value

Delivered by Microsoft engineers or approved partners

Included in your eligible subscription at no additional cost

www.microsoft.com/FastTrack

End of service schedule

Windows 7

Jan 2020

Office 2010

Oct 2020

Changes to Office 365 commercial services

Oct 2020

Are you ready?

How can we help?

Get started today

Microsoft 365

Thank you.

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Appendix

Windows 10 gets better with each release

1507

- Windows Defender Antivirus
- Windows Hello
- Microsoft Edge
- Device Guard
- Credential Guard
- BitLocker
- SmartScreen
- Windows as a service
- In-place upgrades
- Continuum
- Cortana
- Windows 10 core

1511

- Mobile Device Management
- AAD Join
- Windows Store for Business
- Windows Update for Business
- Mail, Calendar, Photos, Maps, Groove, Skype
- Windows Defender Antivirus
- Windows Hello
- Microsoft Edge
- Device Guard
- Credential Guard
- BitLocker
- SmartScreen
- Windows as a service
- In-place upgrades
- Continuum
- Cortana
- Windows 10 core

1607

- Windows Information Protection
- Windows Hello for Business
- Windows Analytics Upgrade Readiness
- App-V, UE-V
- Hybrid Azure Active Directory Join
- Windows Ink
- Mobile Device Management
- AAD Join
- Windows Store for Business
- Windows Update for Business
- Mail, Calendar, Photos, Maps, Groove, Skype
- Windows Defender Antivirus
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1703

- Windows Autopilot
- Windows Defender ATP
- Windows Defender Security Center
- Express update delivery
- Hyper-V
- Windows 10 Subscription Activation
- Windows Insider Program for Business
- Paint 3D
- Cortana at work
- Night light, mini view
- Windows Information Protection
- Windows Hello for Business
- Windows Analytics Upgrade Readiness
- App-V, UE-V
- Hybrid Azure Active Directory Join
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1709

- Windows Defender Exploit Guard, System Guard, Application Guard, Application Control
- Mobile Device Management
- Windows Analytics Update Compliance
- Windows Analytics Device Health
- Co-management
- Enterprise search in Windows
- Continue on PC
- OneDrive Files On-Demand
- Narrator
- Mixed Reality Viewer
- Windows Autopilot
- Windows Defender ATP
- Windows Defender Security Center
- Express update delivery
- Hyper-V
- Windows 10 Subscription Activation
- Windows Insider Program for Business
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1803

- Windows Analytics – Spectre & Meltdown, Delivery Optimization, Application Reliability Logon Health
- WDATP Automated Remediation
- Conditional Access based on WDATP device risk
- Threat Analytics
- Emergency Outbreak Updates
- Advanced hunting
- Cloud Credential Guard
- Diagnostic data viewer
- Windows Autopilot enrollment status page
- Windows 10 Enterprise in S mode
- Shared Windows Devices
- Nearby Sharing
- Dictation
- Timeline
- Windows Defender Exploit Guard, System Guard, Application Guard, Application Control
- Mobile Device Management
- Windows Analytics Update Compliance
- Windows Analytics Device Health
- Co-management
- Enterprise search in Windows
- Continue on PC
- OneDrive Files On-Demand
- Narrator
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Windows 10 commercial edition comparison

	Home	Pro	Pro for Workstations	Enterprise E3	Enterprise E5
Intelligent security | Advanced security, powered by cloud intelligence, that proactively protects your business.					
Attack surface reduction	◔	◑	◑	◕	●
Next-generation protection	◑	◑	◑	◕	●
Endpoint detection and response					●
Automatic investigation and remediation					●
Security posture					●
Cross-platform extensibility and integration					●
Multifactor authentication and biometrics [1]		●	●	●	●
Credential protection				◕	●
Full-volume encryption [2]	◔	◑	◑	◕	●
Data loss prevention [3]		●	●	●	●
Simplified updates | Tools and insights IT can trust to simplify deployment and updates, freeing resources to drive more business value.					
Windows Analytics Upgrade Readiness		●	●	●	●
Windows Analytics Update Compliance		●	●	●	●
Windows Analytics Device Health				●	●
Windows as a service	●	●	●	●	●
Windows Update for Business	●	●	●	●	●
Flexible management | Comprehensive endpoint management that supports traditional, cloud, or hybrid IT on your terms.					
Windows Autopilot [4]		●	●	●	●
Single or multi app kiosk mode [5]		●	●	●	●
Mobile device management (MDM) [6]	◑	●	●	●	●
Windows 10 Subscription Activation [7]				●	●
Hybrid Azure AD Join [8]		●	●	●	●
Mobile Application Management (MAM)		●	●	●	●
Microsoft Store for Business [9]		●	●	●	●
Manage user experiences		●	●	●	●
Enhanced productivity | An intuitive experience with built-in features that help employees collaborate and work efficiently.					
Enterprise search [10]	●	●	●	●	●
Windows Timeline [11]	●	●	●	●	●
Microsoft Edge	●	●	●	●	●
Cortana [12]	●	●	●	●	●
Office 365 on Windows [13]	●	●	●	●	●
Microsoft Whiteboard [14]	●	●	●	●	●
OneNote	●	●	●	●	●
Continue on PC [15]	●	●	●	●	●
Windows Ink [16]	●	●	●	●	●
3D in Windows 10 [17]	●	●	●	●	●

1. Windows Hello for Business with biometric authentication requires specialized hardware, such as a fingerprint reader, illuminated IR sensor, or other biometric sensors, depending on the authentication method.
2. Requires TPM 1.2 or greater for TPM-based key protection.
3. Windows Information Protection requires either MDM or System Center Configuration Manager to manage settings. Sold separately.
4. Requires Azure AD for automatic MDM enrollment. Requires Microsoft Intune for Blocking Status page. Sold separately.
5. Requires Microsoft Intune or third-party MDM service. Sold separately.
6. Not all MDM capabilities are available in the Home SKU. MDM requires an MDM product such as Microsoft Intune or other third-party solutions, sold separately.
7. Requires Azure AD for identity management. Sold separately.
8. Requires Azure AD and Microsoft Intune, sold separately.
9. Available in select markets. Functionality and apps may vary by region and device.
10. Requires Bing for business to search across company resources and portals. Requires Office 365 subscription, sold separately, to search across OneDrive for Business and SharePoint locations.
11. Shows up to 30 days of past activities done on table and mobile phone when users are signed into their Microsoft accounts.
12. Available in select markets; experience may vary by region and device.
13. Requires Office 365 subscription. Sold separately.
14. Touch-based capabilities require a touch capable device. Pen accessory sold separately.
15. Users must link their mobile phone to their PC in PC settings, install the appropriate app for their device, and follow the setup prompts.
16. Touch capable device required. Pen accessory sold separately.
17. Remix 3D catalog available in select markets. Experience may vary by region and device.

Additional offerings available for Windows IoT and Education products

Office 365 Commercial Plan Comparison

		Business[1]			Enterprise[2]				
		Business	Business Essentials	Business Premium	ProPlus	F1	E1	E3	E5
	Estimated retail price per user per month $USD (with annual commitment)	$8.30	$5	$12.5	$12	$4	$8	$20	$35
Standard Services	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user	Business[3]		Business[3]	ProPlus[4]			ProPlus[4]	ProPlus[4]
	Access to Office apps and documents from all major smartphones and iPad	●		●	●			●	●
	OneDrive for Business – personal online document storage	1 TB	1 TB	1 TB	1 TB	2 GB[9]	1 TB	1-5+ TB[8]	1-5+ TB[8]
	Office Mobile Apps – Create/edit rights for commercial use of Office Mobile apps[14]	●	●[18]	●	●	●[18]	●[18]	●	●
	Office Online – Create/edit rights for online versions of core Office apps	●	●	●	●	●	●	●	●
	Sway for Office 365[5]	●	●	●	●	●	●	●	●
	To-Do – Personal task management app		●	●		●	●	●	●
	PowerApps and Flow		●	●		●[11]	●	●	●
	Team collaboration & internal portals (SharePoint), Internal social networking (Yammer)		●	●		●[15]	●	●	●
	Email - 50 GB email, contacts, shared calendars (Exchange)		●	●		2 GB[13]	●	●[16]	●[16]
	Skype for Business, Microsoft Teams – Conferencing, meetings, IM/presence, chat-centered workspace		●	●		●[10]	●	●	●
	Shift scheduling, content sharing, and workgroup messaging			●		●	●	●	●
	Microsoft Bookings			●				●	●
	Outlook Customer Manager, Invoicing, Business center, Listings, Connections & MileIQ			●[17]					
	Microsoft Stream					●[12]	●	●	●
Advanced Services	On-premises Active Directory synchronization for single sign on	●	●	●	●	●	●	●	●
	Mobile Device Management (MDM) for Office 365[6]	●	●	●	●	●	●	●	●
	Access to equivalent on-premise servers (Exchange, SharePoint, Skype for Business)						●	●	●
	Legal compliance & archiving needs for email – archiving, eDiscovery, mailbox hold							●	●
	Information protection – message encryption, rights management, data loss prevention							●	●
	Enterprise Voice w/Skype for Business (on-prem only)[7]								●
	Office 365 Cloud App Security, Advanced Compliance, Advanced Threat Protection, Threat Intelligence								●
	Threat Intelligence								●
	Data analytics and visualization (Power BI Pro), personal productivity analytics (MyAnalytics)								●
	Phone System, Audio Conferencing								●

See speaker notes section for footnotes