Microsoft 365 A3

ACTEM’s New Microsoft EES Subscription Licensing
Beginning in Spring of 2019
Education Desktop vs. Microsoft 365 A3

**Education Desktop**
- Office Professional Plus w/ rights to Office 365 ProPlus
- Windows Upgrade

**Microsoft 365 A3**
- Office 365 A3 w/ rights to Office Professional Plus
- Windows 10 Enterprise A3
- EMS A3
- Minecraft: Education Edition

**Windows CALs (Core)**
**Productivity CALs (Core)**
**Productivity Server Licenses (Core)**

**Where is the new value for customers?**
- Cloud App Security for Office 365
- Skype Meeting Broadcast
- Bookings
- Azure Active Directory Premium P1
- Azure Information Protection P1
- Intune for Education
- Advanced Threat Analytics
- Minecraft: Education Edition
- All customers get Core CALs
- Includes Productivity Server Licenses

**NOTE:** ACTEM’s agreement includes rights to use desktop version of Microsoft software
Student Use Benefits

When a customer licenses 100% of their knowledge worker count for a qualifying product, students are granted product at **NO CHARGE**.

If the qualifying product is purchased via a suite/bundle the supported faculty:student ratio is up to 1:40.

If the qualifying product is purchased as a standalone the supported faculty:student ratio is up to 1:15.

<table>
<thead>
<tr>
<th>New! Microsoft Student Use Benefits</th>
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</thead>
<tbody>
<tr>
<td><strong>Office</strong></td>
</tr>
<tr>
<td>Office 365 ProPlus</td>
</tr>
<tr>
<td>Advanced Security Management</td>
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<tr>
<td><strong>Windows</strong></td>
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<tr>
<td>Windows 10 Enterprise</td>
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<tr>
<td><strong>EMS</strong></td>
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<td>Intune for Education</td>
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<td>AADP Plan 1</td>
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<td>Advanced Threat Analytics</td>
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<td><strong>Minecraft: Education Edition</strong></td>
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</tbody>
</table>
Shifting from FTE to “Qualified Education Users” Count

**Old - FTE Count System**
Complex calculation of “full-time equivalent” staff

<table>
<thead>
<tr>
<th>Total employee count 4,000</th>
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<tbody>
<tr>
<td>2,000 full-time employees (FTE) +</td>
</tr>
<tr>
<td>600 part-time faculty / 3 +</td>
</tr>
<tr>
<td>1,000 full-time staff +</td>
</tr>
<tr>
<td>400 part-time staff / 2</td>
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</tbody>
</table>

**Total Qualifying FTE** = 3,400

**Today - Qualified Education Users**
Simple 1:1 count of “Qualified Education Users”

<table>
<thead>
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<th>Total employee count 4,000</th>
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<tr>
<td>3,700 Qualified Education Users</td>
</tr>
<tr>
<td>300 light users (covered by free O365 EDU)</td>
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</table>

**Total Qualifying QEU** = 3,700

Per Qualified Education User model increased count by 300

Microsoft requires a **minimum purchase of 30 Qualified Education Users** under this new ACTEM agreement beginning in 2019.
What’s an Education Qualified User?

Any employee, contractor, or volunteer who uses a product or qualified device for the benefit of the institution or within the user’s relationship with the Institution.

**Education Qualified User Examples:**
- Full Time Faculty/Staff Member
- Part Time Faculty/Staff Member
- Adjunct/Substitute Teacher
- Librarian
- Public Safety

**Light User Examples:**
- Bus Driver
- Custodian
- Cafeteria Worker
- Facilities Maintenance

**NOTE:**
- Microsoft requires a [minimum purchase of 30 Qualified Education Users](#) under this new ACTEM agreement beginning in 2019.
- ACTEM pricing is at the 3,000 Qualified Education User level.
- All new ACTEM agreements will have a full 12-month term beginning from the date of purchase.
- Existing ACTEM Microsoft EES agreements will use their current renewal date.