



MICROSOFT EDUCATION

# Education Partner Guide

# Transformation in Education

We live in a time of great change and tremendous educational potential.

We need to provide better tools that give every student equal learning opportunities.

We need to amplify the creativity of students, teachers, and administrators.

We need to create more efficient classrooms and maximize learning time.

We need to teach students the skills they need for a rapidly transforming future.





# Contents

- Education Product Offerings
- CSP Advantage
- Student Use Benefit
- Partner Opportunity Model
- End-Customer Ready Links



# Education Product Offerings

# Microsoft Education

Empowering every student to create the world of tomorrow



Better learning outcomes

Microsoft provides personalized learning tools and immersive, intuitive experiences that help increase reading and language skills, ignite interest in STEM, and spark creativity.



Saves teachers time

Microsoft is helping teachers work more efficiently with tools to help them stay organized, easily locate and distribute content, and monitor student progress.



Affordable, easy to manage devices

Microsoft offers affordable devices that are simple to set up and manage, helping educators give more students access to technology.

# What Makes Microsoft Different?



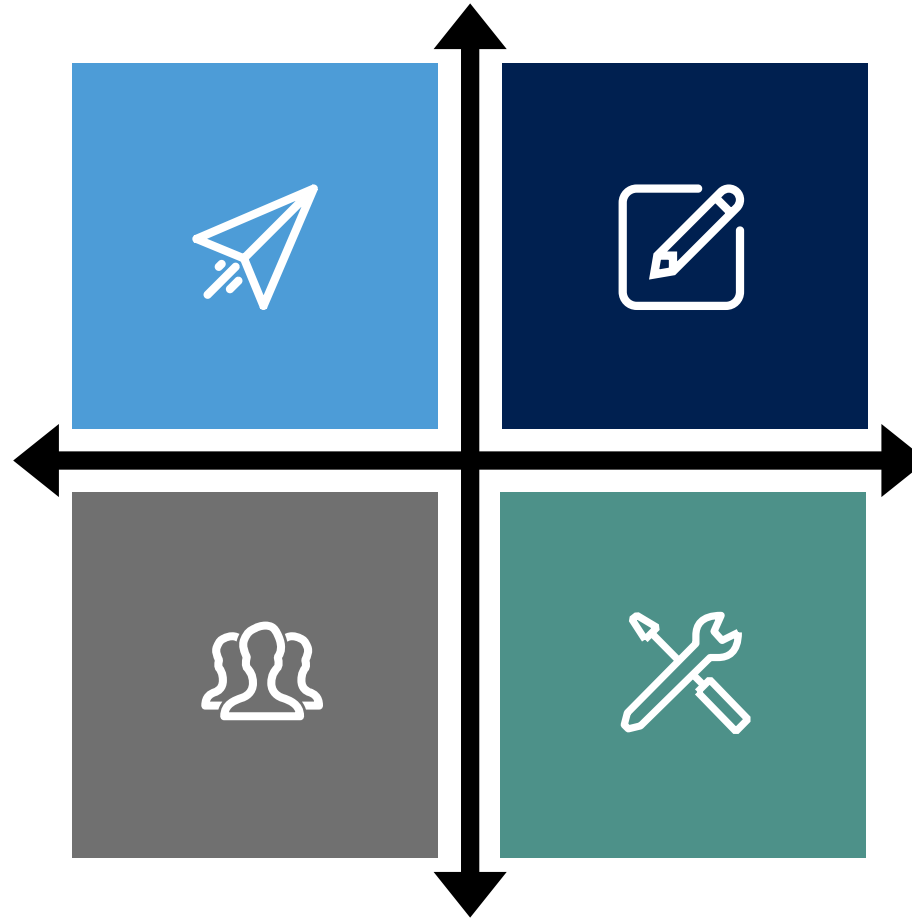


## Future Ready Skills

- Platform used in careers
- Powerful STEM software
- Minecraft: Education Edition

## Inclusion

- Learning Tools & Immersive Reader
- Integrated Language Translation



## Collaboration

- Real time editing and sharing
- Create communities with Teams
- Online and Desktop versions of Office apps

## Modern Classroom Management

- Easy set up and management with Intune for Education
- Set up in less than an hour
- Manages Windows, MacOS, iOS and Android

# Minecraft: Education Edition

A platform to build new worlds and 21st century skills

## Minecraft: Education Edition

The world's most popular computer game and video game franchise adapted into a collaboration, and problem-solving platform with integrated learning plans

## Implement STEM Learning through Coding

Students learn creative coding with Code Builder and MakeCode for Minecraft

## Learn New Underwater Worlds

Dive in to new project-based experiences with Update Aquatic

## Explore Science and Experimentation

Mix and develop new solutions with the Chemistry Resource Pack

## Cross Platform Support

Exclusively for Windows 10 and iOS Systems







# Intune for Education

A simpler way to deploy and manage classroom devices

## Fast enrollment and streamlined deployment

easily brings Windows 10 devices and apps under management

## Import school, student and teacher info quickly with

**School Data Sync** to automatically create classes and keep student data up-to-date

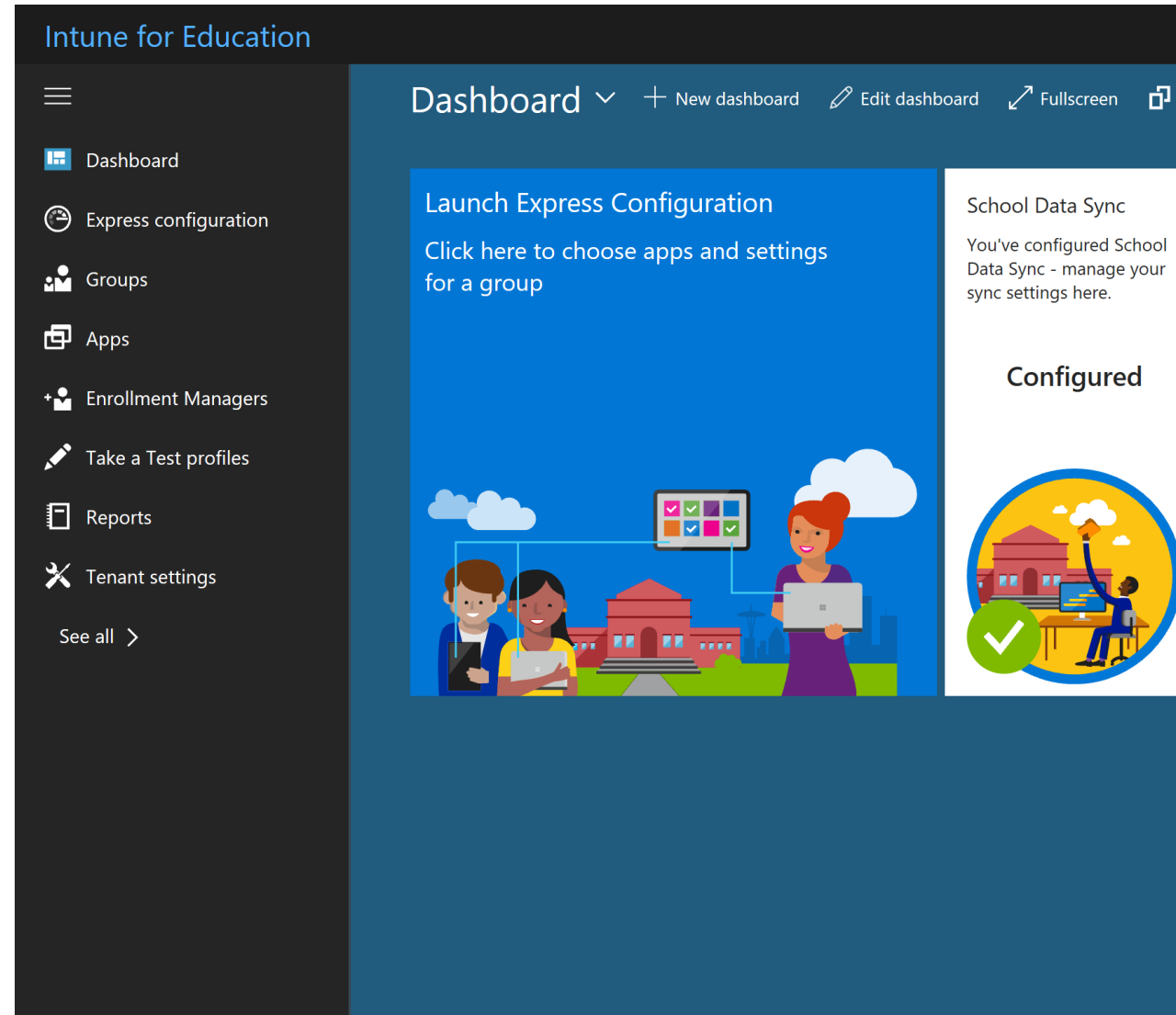
**Scales to your environment** and is easy for part-time IT staff, yet includes rights to the full enterprise-grade Intune console for cross-platform management and integrates with SCCM via co-management – transitioning to modern management iteratively

## Zero-touch management

to change apps and settings applied by default to each enrolled device through the cloud and Azure AD

## Designed for education

to address common school scenarios and settings, such as shared devices where user gets different settings and apps



# Immersive Reader

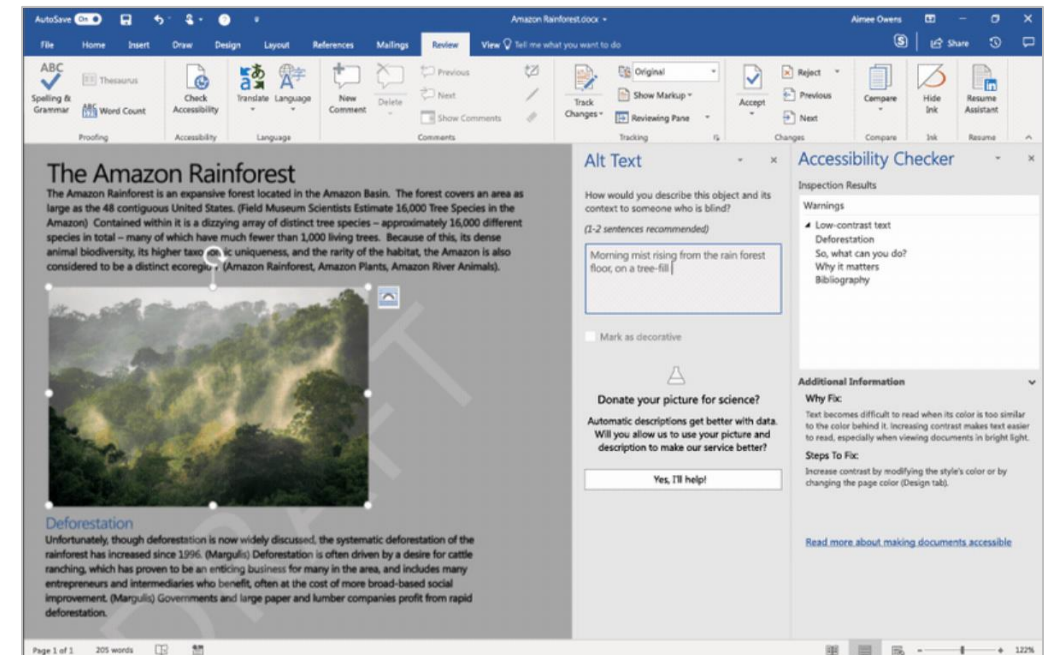
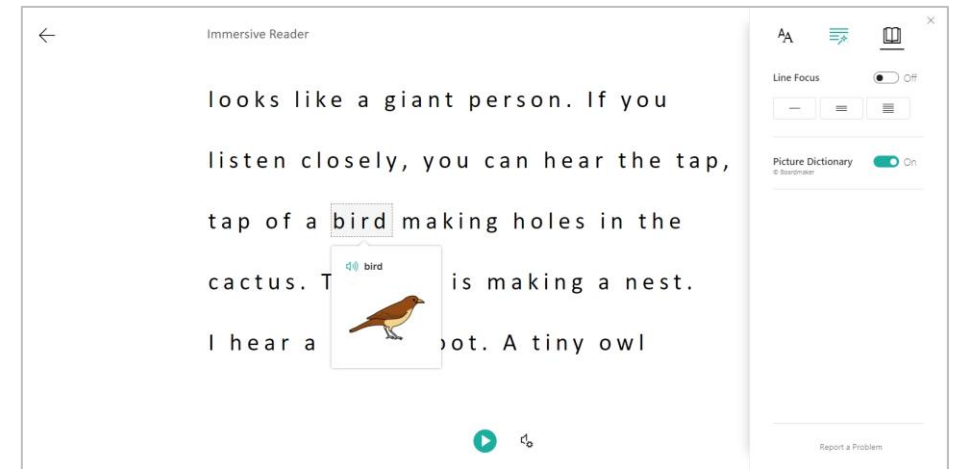
Enhance independence, efficiency, and engagement

Consume content **independently** with assistive technologies, ease of access settings and [Learning Tools](#) in Office, Windows to aid usability and comprehension

Staying organized becomes **efficient and paperless** with [Office Lens](#) and [OneNote](#), now enhanced to support students with learning or visual challenges

Students create confidently and **efficiently** with intuitive controls such as [Windows 10 keyboard shortcuts](#), voice with Office Dictate, [Tell Me](#), [Researcher](#), [Editor](#), and [Designer](#)

Collaborate inclusively using [Accessibility Checker](#) and [Automatic alt-text](#) to help create accessible content, automatic translation/captions with [Skype](#) and screen-friendly co-authoring features



# OneNote and Teams

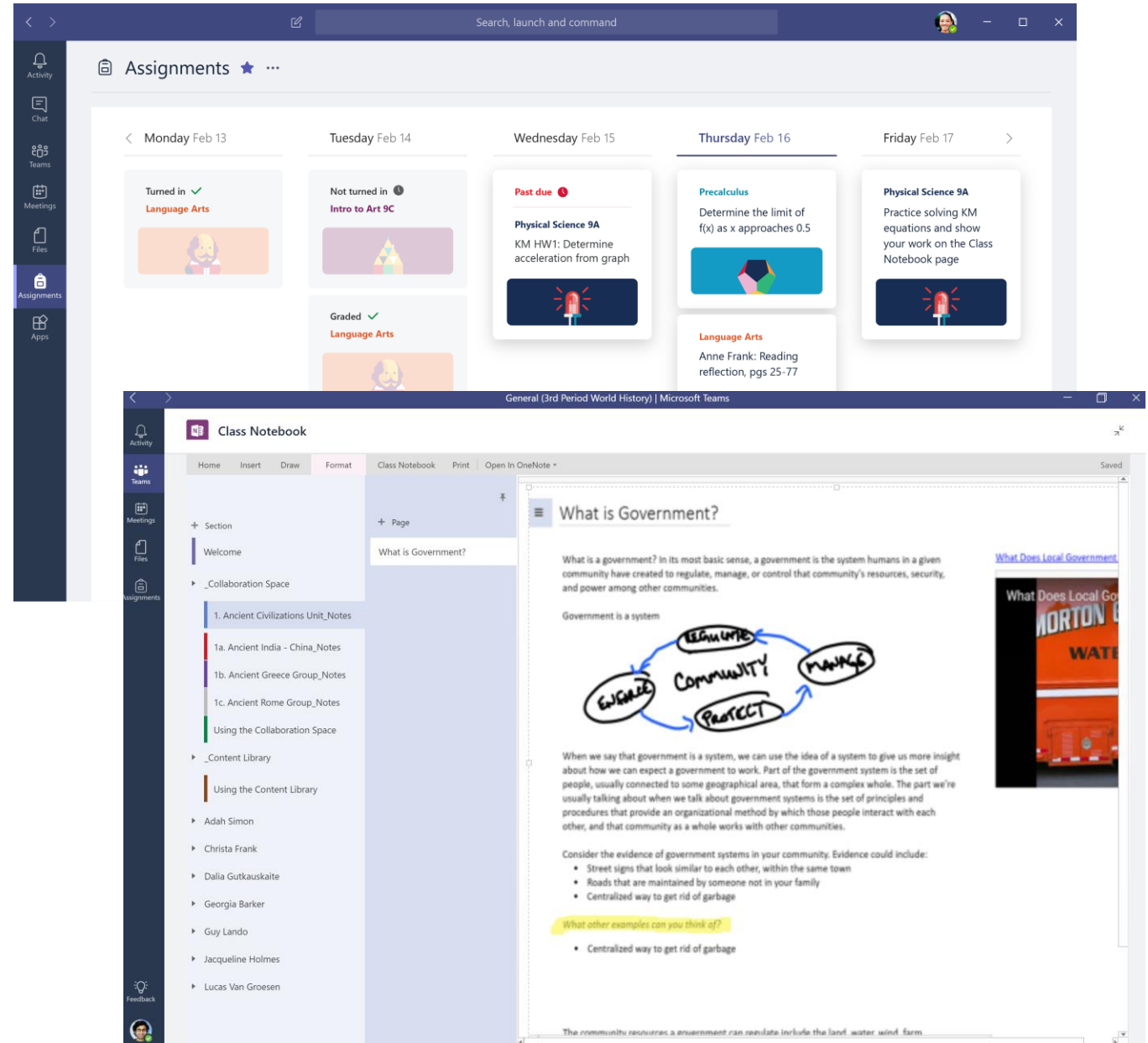
## Powered by OneNote and Assignments Integrations

Create assignments with options for individual assignments to allow for personalized learning

Grade and provide continuous feedback using point values, written feedback, and edits on the assignment itself

Stay organized with a digital binder for lesson plans, handouts, and more

Create or deliver interactive lessons to some or all students

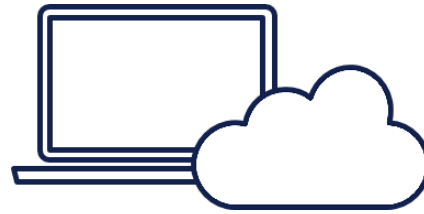


The screenshot displays the Microsoft Teams interface with two overlapping windows. The top window, titled 'Assignments', shows a calendar view of assignments from Monday, Feb 13, to Friday, Feb 17. Assignments include 'Language Arts' (turned in), 'Intro to Art 9C' (not turned in), 'Physical Science 9A' (past due), 'Precalculus' (determine the limit of  $f(x)$  as  $x$  approaches 0.5), and 'Physical Science 9A' (practice solving KM equations). The bottom window, titled 'Class Notebook', shows a digital binder for 'General (3rd Period World History) | Microsoft Teams'. The binder includes a 'Welcome' page, a 'Collaboration Space' with sections for 'Ancient Civilizations Unit\_Notes' (subdivided into Ancient India, Greece, and Rome), a 'Content Library', and a list of student names. The main content area displays a page titled 'What is Government?' with text explaining government as a system, a hand-drawn diagram showing 'Economic', 'Community', and 'Political' systems interacting, and a list of evidence for government systems in a community.



# Introducing Microsoft 365 Education

Empower educators with a single, affordable and safe solution for better learning outcomes



Office 365

Windows 10

Enterprise Mobility  
+ Security (EMS)

- ✓ Cloud-first
- ✓ Modern licensing for education
- ✓ Includes Minecraft: Education Edition with Code Builder
- ✓ Designed for K-Higher Ed
- ✓ Valuable student use benefits

For more information see the [Microsoft 365 BOM on MPN](#)

# The Hero Offer

M365 A3

M365 A3 includes:

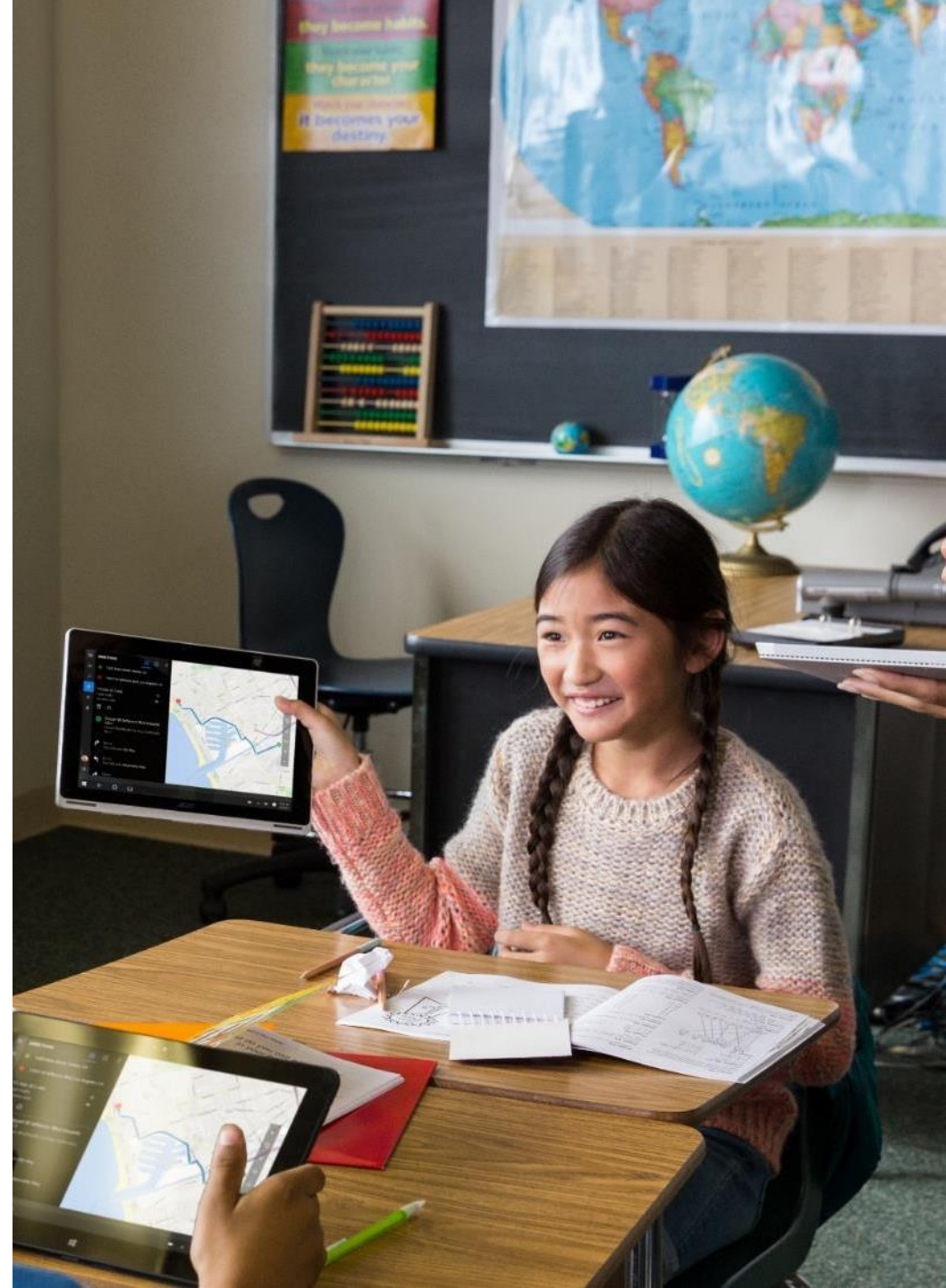
- Desktop applications in O365 ProPlus
- Minecraft: Education Edition
- Intune for Education
- Single sign-on capabilities
- Student use benefit opportunity

M365 A1  
(Device Offer)

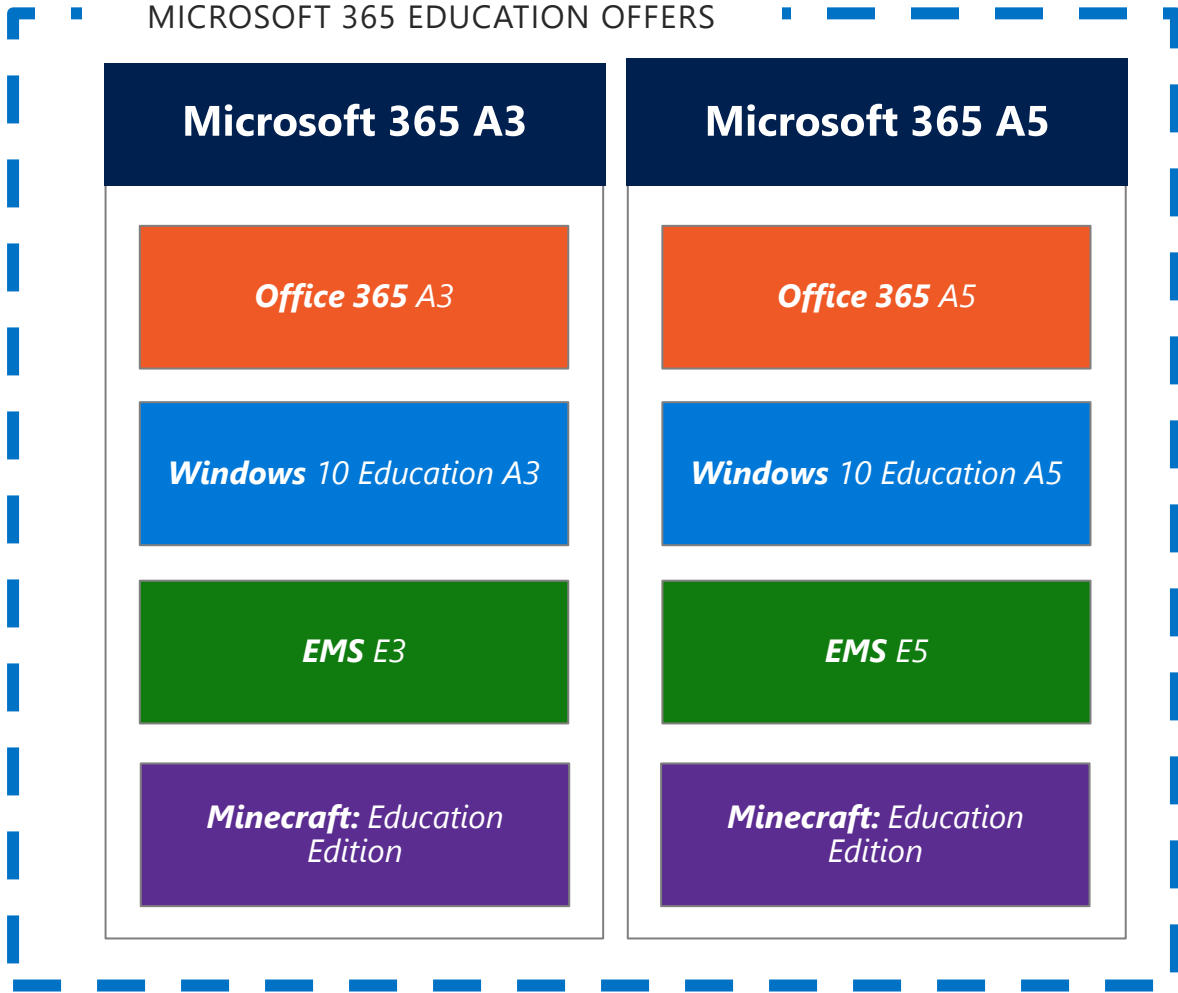
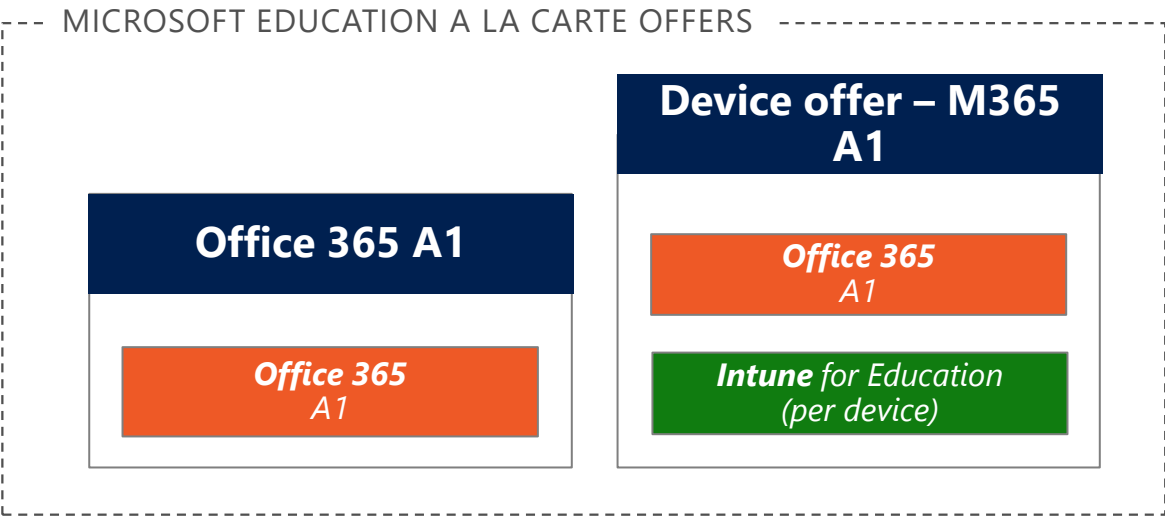


M365 A3  
(User Based)

**The device-based A1 offer does not have a step-up to M365 A3**



# Microsoft's Education Portfolio



Extend access to students with student use benefits when your institution purchases Microsoft 365 for faculty and staff†

† Student use benefit: Purchase Microsoft 365 for all faculty and staff and include students at no additional cost



Microsoft 365 Component Map		Services & Features	A1	A3	A5
Office	Collaboration & Learning	<a href="#">Exchange Online</a> (email and calendar), <a href="#">Teams</a> /skype, <a href="#">Yammer</a> (social)	✓	✓	✓
		<a href="#">OneDrive for Business</a> and <a href="#">SharePoint Online</a> (files and sharing)	✓	✓	✓
		<a href="#">Groups</a> (shared spaces) and <a href="#">Planner</a> (work management)	✓	✓	✓
		<a href="#">Office Online</a> web-based editing (Word, Excel, PowerPoint, and OneNote)	✓	✓	✓
		<a href="#">Office ProPlus</a> Client (Word, Excel, PowerPoint, Outlook, OneNote)		✓	✓
	Classroom Tools	<a href="#">Microsoft Teams Classroom</a> , <a href="#">PLCs</a> , and <a href="#">StaffHub</a>	✓	✓	✓
		<a href="#">OneNote Class Notebook</a> , <a href="#">Sway</a>	✓	✓	✓
	More Inclusive Classrooms	<a href="#">Learning Tools</a> , <a href="#">Accessibility Checker</a> , <a href="#">Office Lens</a>	✓	✓	✓
	Compliance	<a href="#">Legal Hold</a> , <a href="#">eDiscovery</a>	✓	✓	✓
		<a href="#">Advanced eDiscovery</a> , <a href="#">Customer Lockbox</a> , <a href="#">Advanced Data Governance</a>			✓
	Management & Security	<a href="#">Exchange Online Protection</a> , <a href="#">DLP</a> , <a href="#">Azure Rights Management</a> , <a href="#">Message Encryption</a> , <a href="#">School Data Sync</a>	✓	✓	✓
		<a href="#">Office 365 Cloud App Security</a>		✓	✓
	Advanced Security	<a href="#">Office 365 Advanced Threat Protection</a> , <a href="#">Threat Intelligence</a>			✓
Analytics	<a href="#">Power BI Pro</a> , <a href="#">MyAnalytics</a> , <a href="#">Delve</a>			✓	
Voice, Video, and Meetings	<a href="#">Microsoft Teams</a> , Skype for Business	✓	✓	✓	
	<a href="#">Bookings</a> , <a href="#">Meeting Broadcast</a> , <a href="#">Office 365 Video with Stream</a>		✓	✓	
Windows	Operating System	Windows 10 Upgrade License ( <a href="#">Education Edition</a> , <a href="#">Enterprise</a> , Enterprise LTSB, & Pro)		✓	✓
	Management and Security	<a href="#">Windows Defender Antivirus</a>		✓	✓
		<a href="#">Device Guard</a> , <a href="#">Credential Guard</a> , <a href="#">Exploit Guard</a>		✓	✓
	Advanced Security	<a href="#">Windows Defender Advanced Threat Protection</a>			✓
Enterprise Mobility + Security	Management and Security	<a href="#">Azure Active Directory</a> P1 ( <a href="#">SSO</a> , <a href="#">MFA</a> , <a href="#">SSPR</a> , <a href="#">Conditional Access</a> , <a href="#">Dynamic Groups</a> )		✓	✓
		<a href="#">Azure Information Protection</a> P1 (document classification, tracking, and revocation)		✓	✓
		<a href="#">Advanced Threat Analytics</a>		✓	✓
		<a href="#">Intune</a> (MDM and Mobile Application Management (MAM) without the need for device enrollment)	✓	✓	✓
	Advanced Security	<a href="#">Azure Active Directory</a> P2 ( <a href="#">Identity Protection</a> and <a href="#">Privileged Identity Management</a> )			✓
		<a href="#">Azure Information Protection</a> P2 (automated classification and hold your own key)			✓
		<a href="#">Microsoft Cloud App Security</a>			✓
Additional M365 Benefits	Student Benefits	<a href="#">Intune for Education</a> , <a href="#">Azure Active Directory</a> P1, <a href="#">Azure Information Protection</a> P1, <a href="#">Advanced Threat Analytics</a>		✓	✓
		<a href="#">Office 365 Cloud App Security</a> , <a href="#">Minecraft for Education</a>			✓
		<a href="#">Azure Active Directory</a> P2, <a href="#">Azure Information Protection</a> P2			✓
	Game Based Learning	<a href="#">Minecraft for Education</a>		✓	✓
		Server Access	Client Access Licenses (CALs) for Exchange, SharePoint, Skype for Business, etc.		✓
	Windows Server Client Access Licenses (CALs)			✓	✓
	System Center Configuration Manager Client Management Licenses (CMLs)			✓	✓
	System Center Endpoint Protection		✓	✓	

# Choose the Right Windows 10 Device

Windows 10 devices come in a wide array of form factors and price points. We can help you find affordable devices that fit your needs and budget.

Laptops start at \$219 and 2-in-1s at \$299.<sup>1</sup>

<sup>1</sup>Estimated retail price; actual prices may vary.

## Lenovo 100e

### 1:1 Deployments

Ruggedized Clamshell  
4/64 GB  
\$219



## HP Stream

### 1:1 Deployments

Ruggedized Clamshell  
4/64 GB  
\$264



## Lenovo 300e

### 2-in-1 Touch

Convertible 360 hinge  
Pen option  
4/64 GB  
\$299



## HP x360

### 2-in-1 Touch

Convertible 360 hinge  
Pen option  
4/64 GB  
\$364



CSP Advantage



CSP is the only way  
education customers with  
fewer than 1,000 EQU can  
license M365 A3



**EQU = Education Qualified User**

# Showcasing the features of Office A1, Microsoft A3, & A5

## Office 365 A1

- Office Online
- Exchange Online
- SharePoint Online
- Skype for Business Online
- Office 365 apps: Sway, Forms, Teams etc.
- Azure Active Directory Basic for Education

*Free product*

ERP - USD per user/month\*

**Students are no charge with full fac/staff coverage**

	Faculty	Student
M365 A3	\$ 5.75	\$ 4.25
M365 A5	\$ 10.75	\$ 8.00

\*Pricing as of Jan 2019 – subject to change

## Microsoft 365 A3

### Office 365 A3

- Office 365 A1 +
- Office 365 ProPlus
- Skype Meeting Broadcast
- Office 365 Cloud App Security

### Windows 10 Education A3

### EMS E3

- Intune/Intune for Education
- Azure Active Directory Premium Plan 1
- Azure Information Protection Premium Plan 1
- Advanced Threat Analytics

### Minecraft: Education Edition

## Microsoft 365 A5

### Office 365 A5

- Office 365 A3 +
- Advanced Threat Protection
- Threat Intelligence
- Advanced Compliance
- MyAnalytics
- Power BI Pro
- Audio Conferencing\*
- Phone System

### Windows 10 Education A5

- Windows 10 Education A3 +
- Windows Defender Advanced Threat Protection

### EMS E5

- EMS E3 +
- Azure Active Directory Premium Plan 2
- Azure Information Protection Premium Plan 2
- Microsoft Cloud App Security

### Minecraft: Education Edition

# Special Use Rights for CSP Education Products

## Office 365 A3/A5

- Standard and Enterprise CALs for:
  - Exchange Server
  - SharePoint Server
  - Skype for Business Server



## EMS E3/E5

- Windows Server and Windows Server ADRMS CALs
- Advanced Threat Analytics CML
- System Center Configuration Manager CML
- System Center EndPoint Protection SL

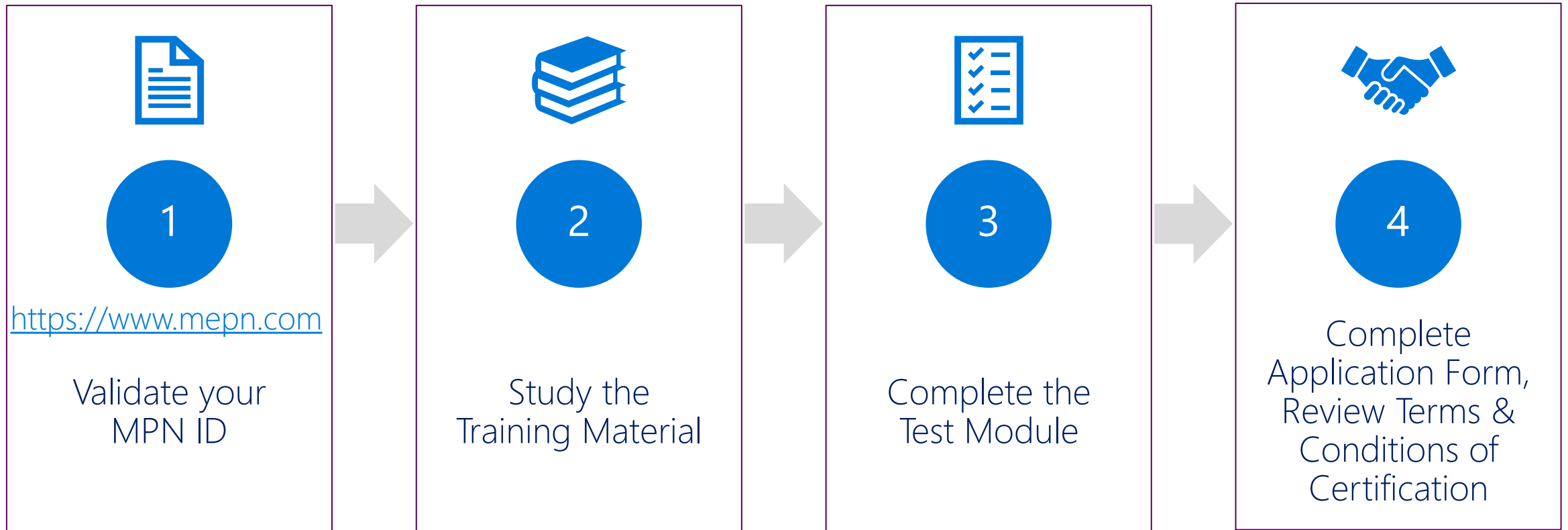
## Microsoft 365 Education A3/A5

- Rights as individual suites
- No rights to install productivity server products
- No rights to install Office Professional Plus instead of Office 365 ProPlus, or any downgrade rights
- No rights to downgrade Windows 10



# Selling Education Products through CSP

*Direct Partners and Indirect Resellers can sell education products if they attain Authorized Education Partner (AEP) status*



# The Student Use Benefit



# Student Use Benefit Requirements

## Requirements

License all Education Qualified Users with qualifying products to qualify for relevant \$0 student licenses via the Student Use Benefit

Ratio Maximums:

- 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**

## Education Qualified User

**An Education Qualified User is any employee or contractor (except Students) who accesses or uses an Education Platform Product**

## Education Platform Products:

- Microsoft 365 A3 or A5
- EMS E3 or E5
- Office 365 ProPlus
- Office 365 A3 or A5

# Student Use Benefit Advantage

**Students are no charge when institution covers all faculty/staff (EQU)**

ERP - USD per user/month\*

	Faculty	Student
M365 A3	\$ 5.75	\$ 4.25
M365 A5	\$ 10.75	\$ 8.00



	Faculty	Student
M365 A3	\$ 5.75	\$ 0.00
M365 A5	\$ 10.75	\$ 0.00

Savings per student per year:
\$ 51.00
\$ 96.00

\*Pricing as of Jan 2019 – subject to change



# Student Use Benefit (CSP)

Student use benefit licenses available January 2019\*\*

Qualifying products

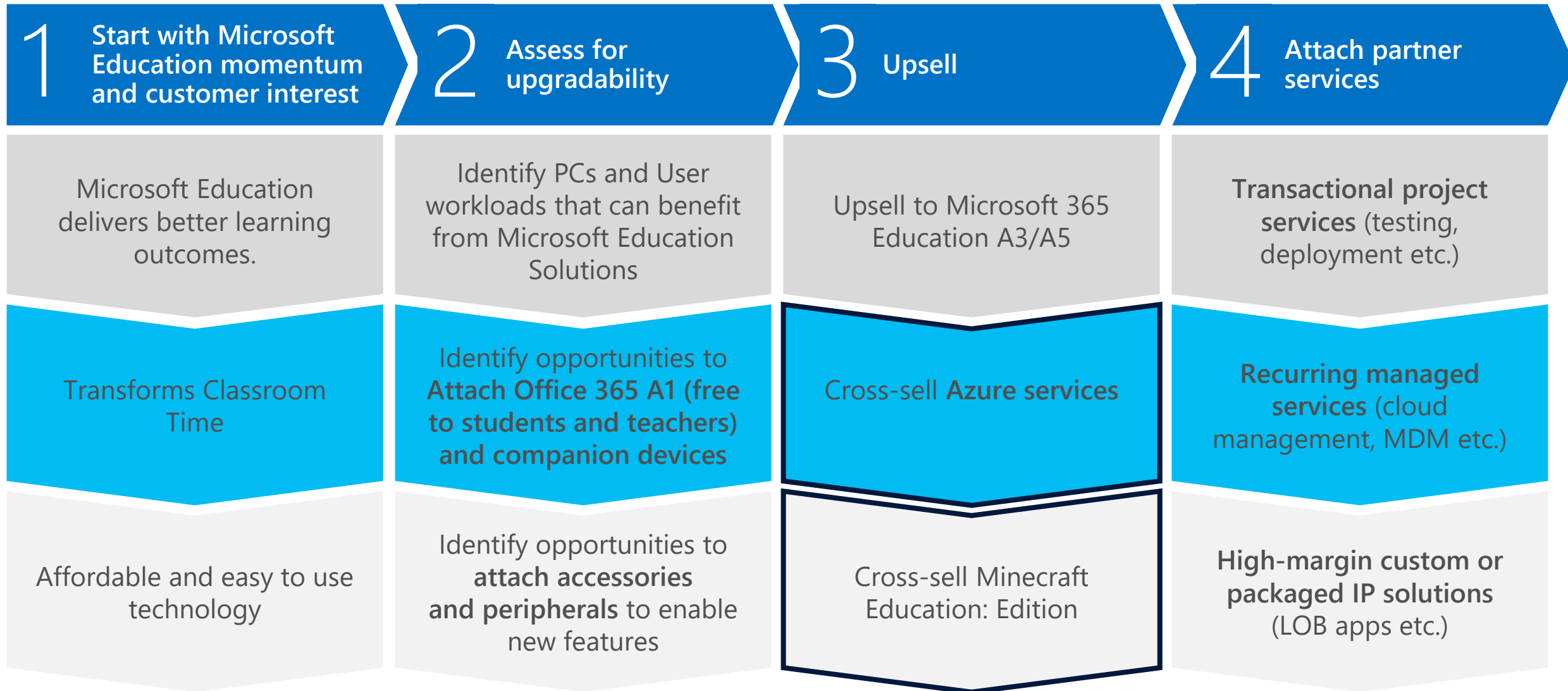
Qualifying Products	Ratio*	Office 365 ProPlus	Office 365 Cloud App Security	Office 365 Advanced Threat Protection	Azure Active Directory Premium Plan 1	Azure Active Directory Premium Plan 2	Advanced Threat Analytics	Intune/Intune for Education	Windows 10 Education A3	Minecraft: Education Edition
Microsoft 365 Education A3	1:40	✓	✓		✓		✓	✓	✓	✓
Microsoft 365 Education A5	1:40	✓	✓	✓		✓	✓	✓	✓	✓
Office 365 A3	1:40	✓	✓							
Office 365 A5	1:40	✓	✓	✓						
Office 365 ProPlus	1:15	✓								
EMS E3	1:40				✓		✓	✓		
EMS E5	1:40					✓	✓	✓		
Office 365 Cloud App Security	1:15		✓							
Office 365 Advanced Threat Protection	1:15			✓						
Intune/Intune for Education	1:15							✓		
Windows 10 Education A3/A5	1:40								✓	

\* Ratio of total EQU (faculty) licenses to eligible student use benefit licenses

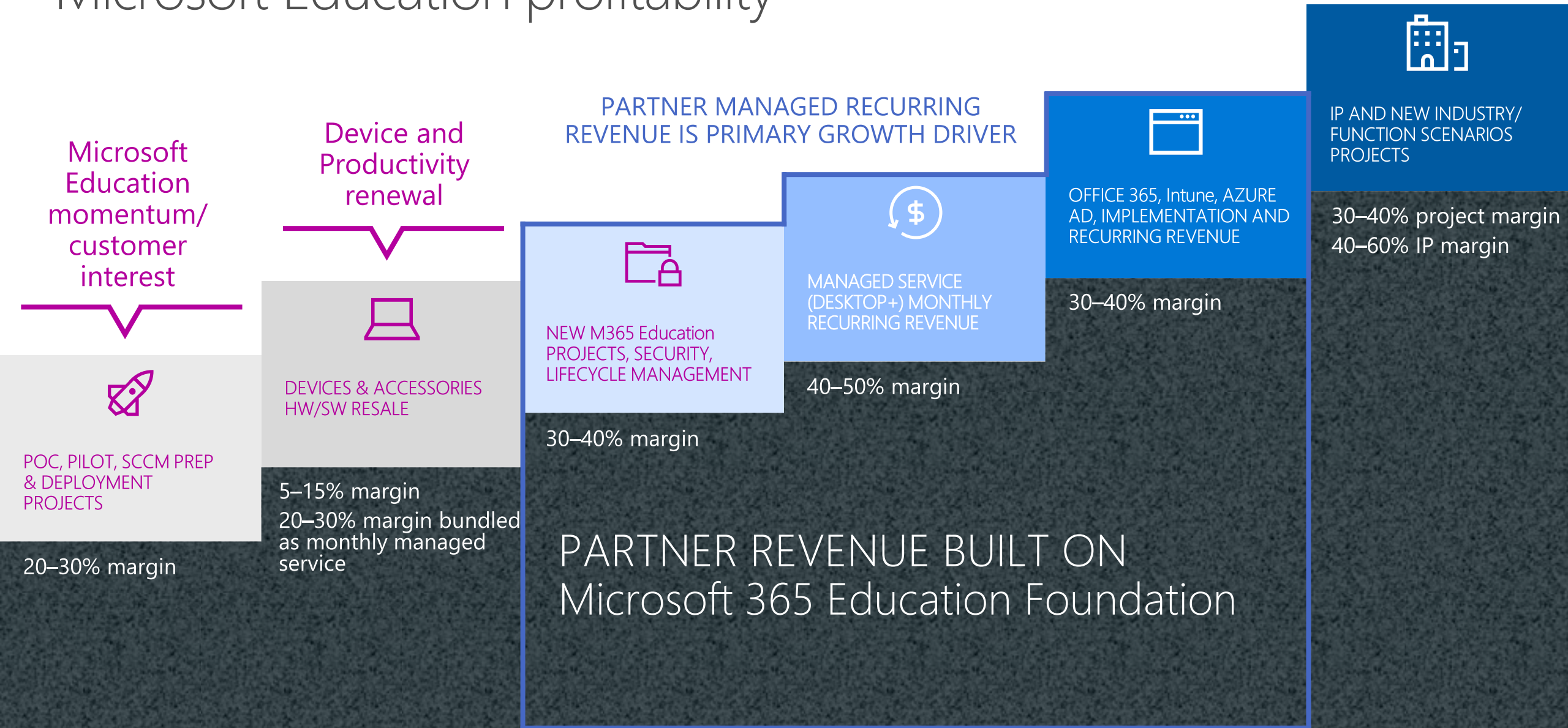
\*\* Refer to the Product Terms for exact use rights for student use benefit licenses

# Partner Opportunity Model

# The sales opportunity



# Partner with SYNnex and maximize your Microsoft Education profitability





# Education Licensing Fundamentals

- It is the responsibility of AEPs to validate that education customers meet the [Qualified Educational User criteria](#) before transacting Microsoft education offers.
- Detailed usage information for each Microsoft product can be found in the [Product Terms](#).

Get Started

# Customer Ready Resources

## Education Resources

Why Microsoft 365: <https://www.microsoft.com/en-us/education/buy-license/microsoft365>

Intune for Education trial: [Free Trial](#)

Microsoft Education Solution Overview:  
<https://www.youtube.com/watch?v=yDI01v1I01c&t>

## Intune for Education

Overview: <https://docs.microsoft.com/en-us/intune-education/what-is-intune-for-education>

Introduction: <https://www.youtube.com/watch?v=ukrnCwclV8&t>

Live Intune setup: <https://aka.ms/backtoschoolintune>

Training videos: <https://aka.ms/intuneedudeploymenttraining>

World of tomorrow ad: <http://aka.ms/intuneeduteaservideo>

Resources: <https://aka.ms/intuneformeduresources>

Case studies: [Port Alberni](#), [Escola Bosque](#), [French American School of Puget Sound](#), [Calvert County School District](#), [Davidson Academy](#)

## SYNNEX for Education Partners

SYNNEX for Microsoft Education:  
<http://resources.synnecorp.com/Index-CSP-EDU-Education.html>

Resource Hub:  
<http://resources.synnecorp.com/CSP-for-EDU-Resource-Hub.html>

Windows 7 EOS for Education Campaign:  
<http://resources.synnecorp.com/Windows-7-EDU-Resources.html>

Microsoft 365 for Education Campaign:  
<http://resources.synnecorp.com/M365-Education-Product-Page.html>

# SYNNEX GOV*Solv*. your trusted resource for reaching education customers



STEM (science, technology, engineering, and math) skills are critical requirements for the 2.6 million projected STEM-related job openings from 2014 to 2024—and some sources estimate there won't be enough qualified candidates to fill them.\*

The SYNNEX GOV*Solv* program provides resources to help educators address this knowledge gap and prepare K–12 and higher-education students for success. These include training materials to guide educators in creating their curriculums, as well as resources to help them select the right IT devices and solutions.

## Building a STEM practice in schools

### STEP 1:

#### **Augment physics or math curriculums**

- 3D printers
- Circuit/coding kits
- Charging station/cart
- Audio-visual equipment
- Document cameras
- Headphones

### STEP 2:

#### **Develop a STEM curriculum**

- Creative apps
- Robotics
- Digital microscopes
- Virtual reality sets
- Standalone career-tech courses
- After-school club and STEM camps

### STEP 3:

#### **Offer trade certifications and community programs**

- HP Sprout
- HP Zvr
- Augmented reality
- Drones
- Laser cutters
- Workstations





# Questions

Have questions about  
Microsoft for education?

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Please contact Allison Arango at:  
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Microsoft

