



# Accelerate digital transformation in learning

## Microsoft 365 Education updates

Marilena Ionascu

Microsoft Romania



# Agenda

Microsoft 365 evolution

Licensing updates

What's new



“We have seen two years’ worth of **digital transformation** in two months.”



Satya Nadella,  
April 2020



**Nowhere is that more true than in education.**

Education has proven to be agile, responding and adapting to the needs of students, educators, and institutions.

# And society continues to expect more



Meet the needs of the diverse learner population and improve student outcomes

**20%** of students have learning, attention, or neurodiversity challenges<sup>1</sup>



Work, teach, learn and collaborate smarter and more efficiently

**74%** of teachers say staff shortages have forced them to fill in for colleagues<sup>2</sup>



Help build skills for the workforce of tomorrow

**85%** of jobs that college students will have in 2030 have yet to be invented<sup>3</sup>



Keep students, teachers, data, and devices safe and secure

**13%** of schools are infected by ransomware, the most of any sector<sup>4</sup>

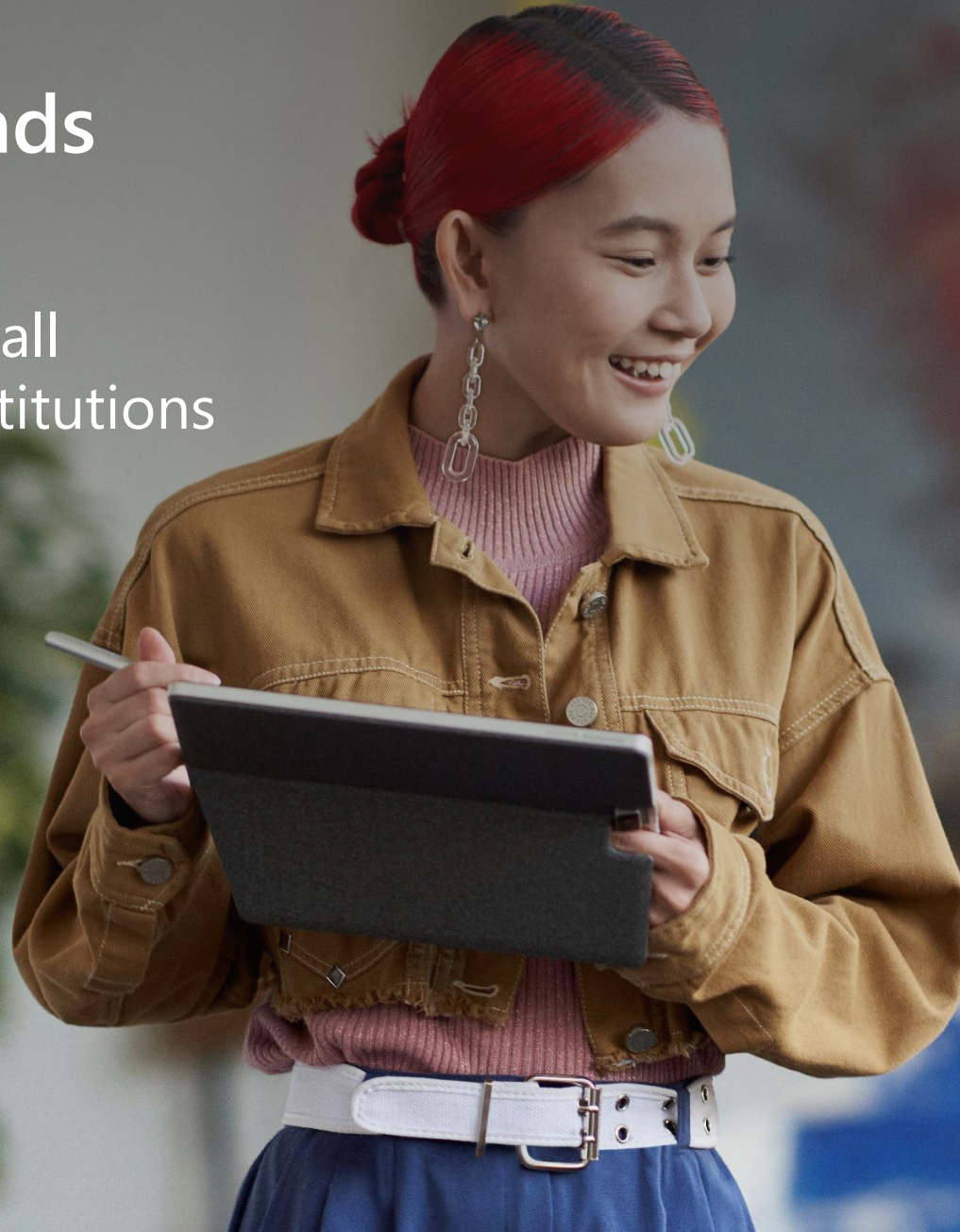


Efficiently manage the technology needs of the institution

**70%** of schools report inadequate IT staffing resources<sup>5</sup>

# Microsoft understands these challenges

Our mission is to empower all  
learners, educators, and institutions  
to achieve more



# Microsoft Office has evolved to provide even more value to schools like yours

## Personal productivity



1990s

### Desktop apps

- Office desktop apps – Microsoft Word, Excel, PowerPoint
- Email – Outlook and Exchange

## Enterprise collaboration

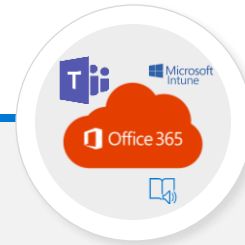


2000s

### Management and collaboration

- Internet collaboration
- OneNote
- SharePoint
- OneDrive
- Information rights management

## Cloud managed

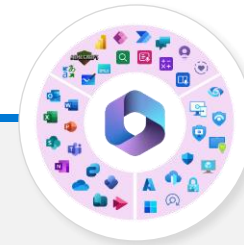


2010s

### Cloud-based tools and inclusive learning

- Classroom – OneNote Class Notebook, Minecraft for Edu, OneNote Math Tools
- Inclusive learning – Immersive Reader, speech to text
- Collaboration – Teams for Edu
- Management – Intune for Edu

## AI infused



2020s

### Personalized experiences

- Analytics and insights – Teams Insights, Power BI
- Learning Accelerators – Reading Coach, Reading Progress, Speaker Coach, Speaker Progress, Search Coach, Search Progress, Reflect
- Inclusive Learning – Live captions, live translation, transcription
- Low code tools – Power Apps, Power Automate, Power Virtual Agents

# Today, Microsoft 365 helps educators do more with less



AI-infused  
learning and  
instruction tools



Powerful  
productivity  
and collaboration  
tools



Best-in-class  
identity, security,  
and compliance



Simplified device  
management and  
deployment



Secure, inclusive  
platform by  
design

*Comprehensive services in an integrated platform from Microsoft*

# Microsoft 365 licensing updates

Storage changes

Office 365 A1 Plus retirement





# New approach to storage

## What's changing?



Beginning at your next contract renewal (no sooner than August 1, 2024) all school tenants will receive 100TB of free pooled storage\*



Add additional 50GB pooled storage per paid user for Microsoft 365 A3, or 100GB for A5



IT can manage pooled storage allotment with new tools for greater visibility and management



Effective Feb 1, 2024, Office 365 A1 users will have a maximum limit of 100GB in OneDrive



Additional storage available for purchase (10TB)

## Why are we making this change?



### Finalize transition to cloud business

- With the move to the cloud, stored files, data, and unused accounts have increased significantly over time
- Unlimited data proliferation without a plan for end-of-life is not sustainable
- Continue to invest in education and provide free and deeply discounted SKUs for schools



### Reduce security risk and introduce governance

- Reduce security risk due to legacy storage and data sprawl
- Globally, Education and Research is #1 most attacked industry<sup>2</sup>
- K-12 schools receive over 80% of workplace malware attacks<sup>3</sup>
- Today .5% of users account for about 72% of storage used



### Minimize environmental impact

- Reduce our collective carbon footprint
- Over half of stored data does not serve a purpose. Storage of this "dark" data takes up space on servers and results in increased electricity consumption, generating 4% of global greenhouse gas emissions in 2020 alone.<sup>4</sup>

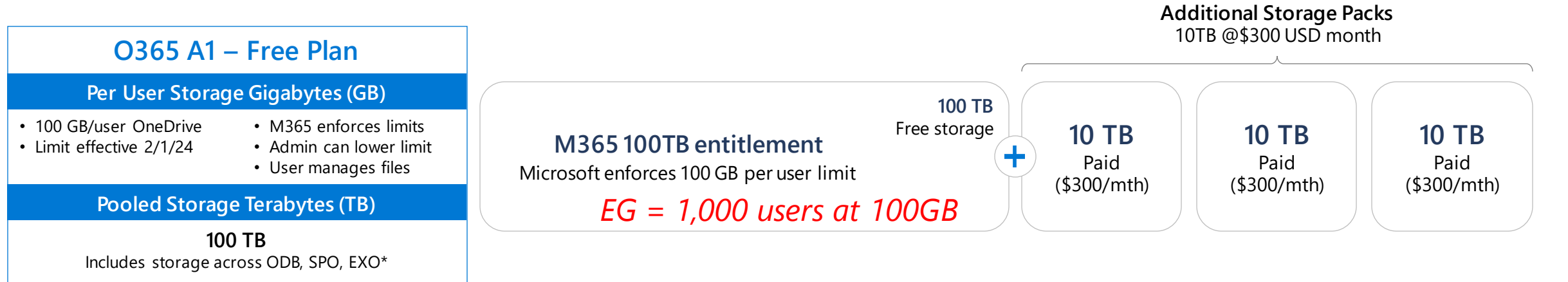
#### Sources:

1. Lifewire, Jan 2021 <https://www.lifewire.com/terabytes-gigabytes-amp-petabytes-how-big-are-they-4125169>
2. ITP.net, August 2022 <https://www.itp.net/security/education-and-research-is-the-most-targeted-industry-for-cyber-attacks>
3. Microsoft, <https://www.microsoft.com/en-us/wdsi/threats>
4. World Economic Forum, [What is 'dark data' and how is it raising carbon footprints? | World Economic Forum \(weforum.org\)](https://www.weforum.org)

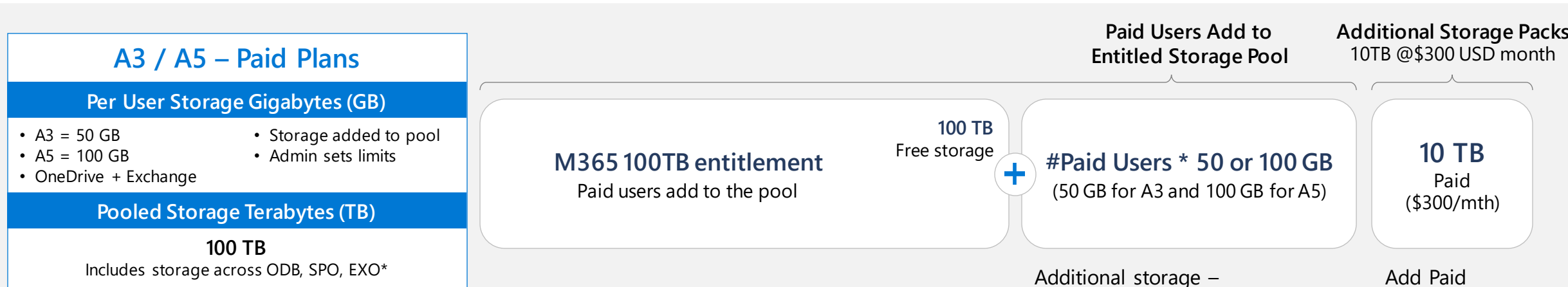
\*For details on how this will be implemented and next steps, please view our [FAQ](#).

# How do you count your storage allotment?

Paid plans A3 and A5 provide additional storage and enterprise management tools



Note: O365 A1 continues to be Free for EDU and includes 100TB of Storage. Users will be limited to 100GB; however, IT can lower that threshold to better manage the 100TB pool of storage



1,024 Gigabytes = 1 Terabyte  
100 Terabytes = 102,400 GB

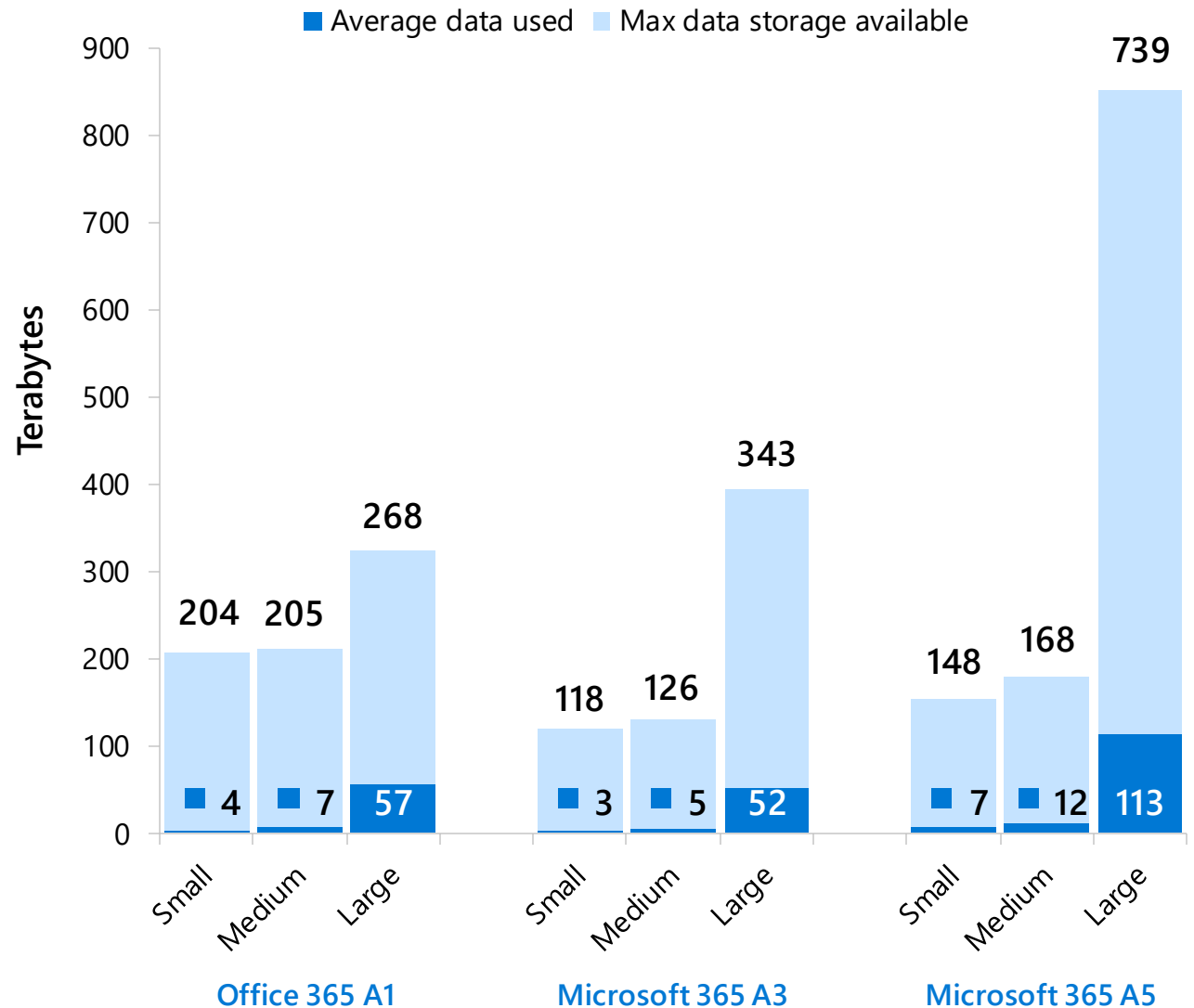
\*Archived mailboxes are not included in storage allotment. Only user, group and Xyz mailboxes are included for Exchange

# How much storage do you need?

## Most customers have sufficient storage today

- 99.96% of all Microsoft 365 tenants are below new storage policies
- Introducing storage governance and policies will drive better equity
- 100GB can hold approx. 30,000 mp3s<sup>1</sup> or 1M documents

Average Storage Used vs Maximum Storage Available



# New Microsoft 365 storage tools release in August 2023

## New tools to help view and manage storage



### View current storage

- View total pooled storage by tenant and service
- View top storage consumers of OneDrive, SharePoint and Exchange
- View user last sign in activity



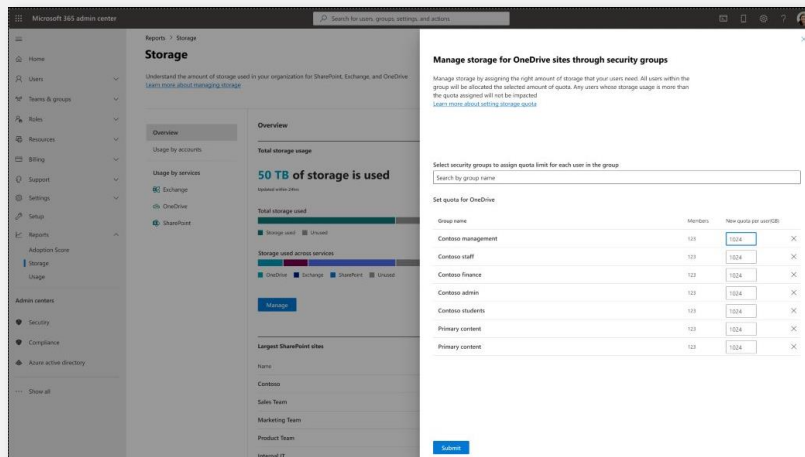
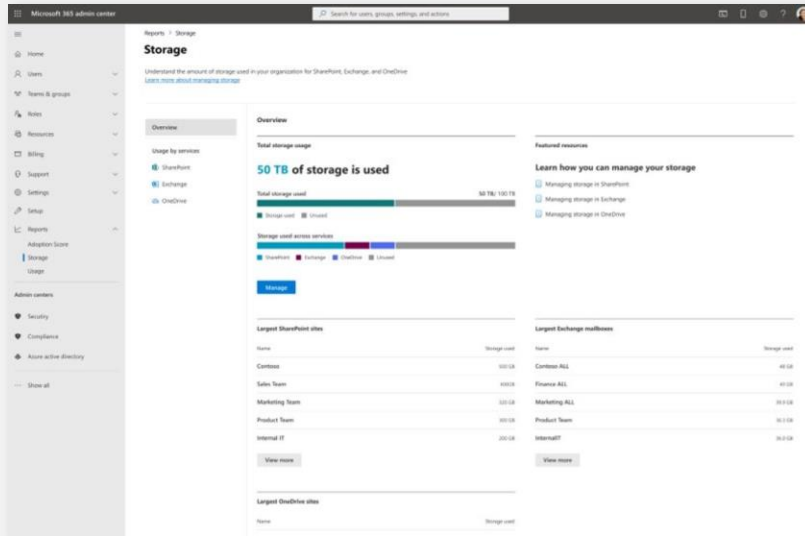
### Manage and clean up storage

- Set OneDrive storage limits in bulk
- Delete inactive users in bulk



### End-user management of storage

- Simplify end-user management and clean up of OneDrive storage





## Microsoft 365 Storage Guidance

Last Update: May 2023

# What should you do to manage your storage?

- ✓ Determine policies for information management and data governance moving forward
- ✓ Set user limits or provide guidance to end users to clean up their storage. [Visit this link to learn more.](#)
- ✓ Delete inactive users and groups
- ✓ Consider upgrading users to Microsoft 365 A3 or A5 for additional storage or purchase incremental storage, as needed
- ← **Get the Microsoft 365 Storage Guidance** eBook and new tools to view and manage your storage
- ✓ Get the **Information Management whitepaper** for guidance and to better understand storage use cases for Microsoft Azure and Partner offerings. [Visit this link to learn more.](#)

[Download the eBook](#)

# Microsoft Storage offerings



OneDrive

## Individual use

- Designed for personal storage
- Cloud sharing and syncing of files, including documents and videos



SharePoint

## Institutional use

- Enterprise information management and team collaboration
- Workflow and automation enabled
- Centralized place where all the content and files that users share within Microsoft Teams are stored



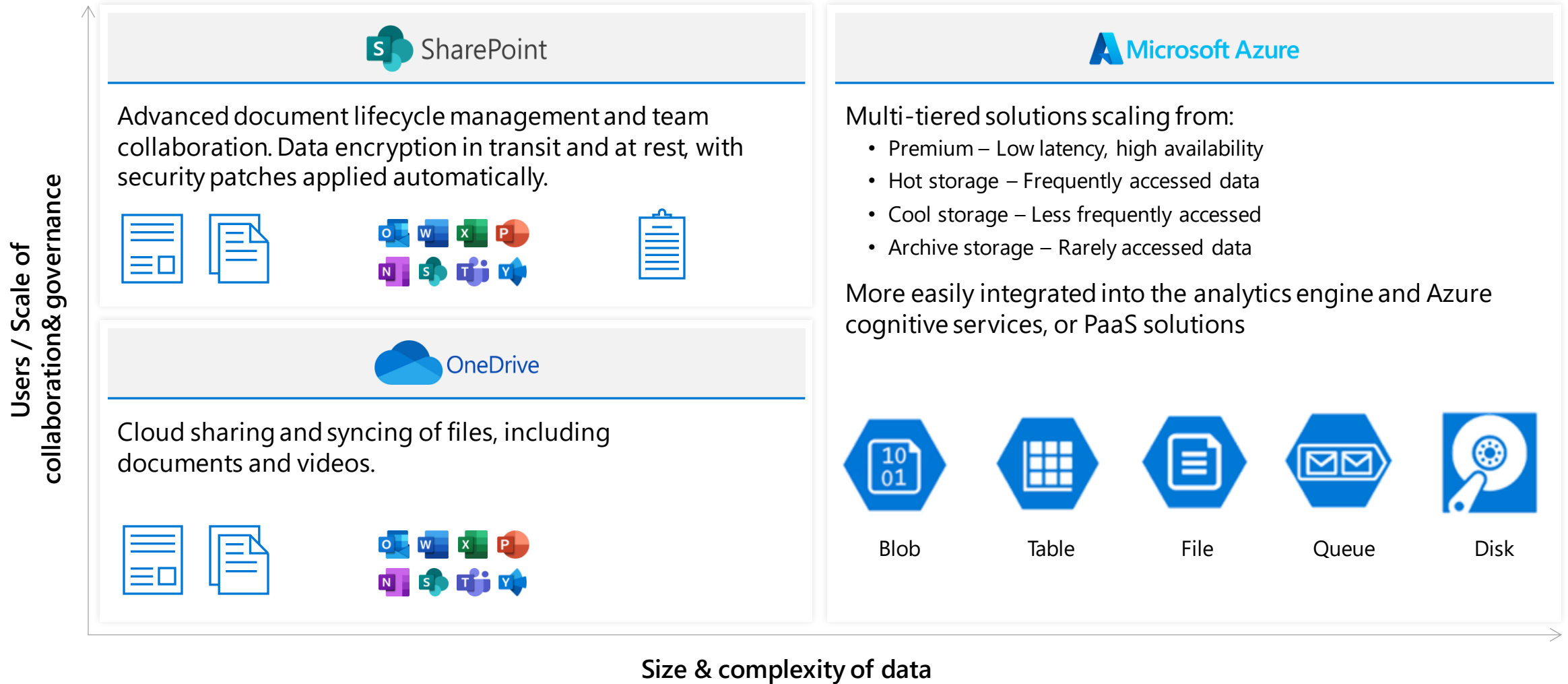
Azure

## Information lifecycle

- Tiered storage services scaling from premium, hot, cool, and archive
- Various storage types: Blob, Table, File, Queue, and disk
- Geographic control and redundancy
- Examples include **Azure Files** for infrequent transactions, **Azure Blob** for volumes of unstructured data, and **Azure Elastic SAN** for high I/O workloads

Identity · Data Loss Prevention · Classification · Discovery · Compliance · Advanced Threat Protection · Governance · High Availability

# Align storage with use cases



# Office 365 A1 Plus Retirement

## Retiring a legacy program. Reducing complexity.



### What's Office 365 A1 Plus?

- A1 Plus includes enterprise desktop apps in addition to web versions
- Schools qualified for Office 365 A1 Plus when they licensed Office institution-wide for faculty and staff



### What's changing?

- Microsoft is retiring the Office 365 A1 Plus program
- All existing Office 365 A1 Plus licenses will expire as of August 1, 2024



### Why are we making this change?

- Program originally introduced to ease the provisioning burden for IT
- Led to inadvertent compliance issues for customers
- Microsoft 365 A3 and A5 licenses are easier to provision
- No longer a need for a transitional program



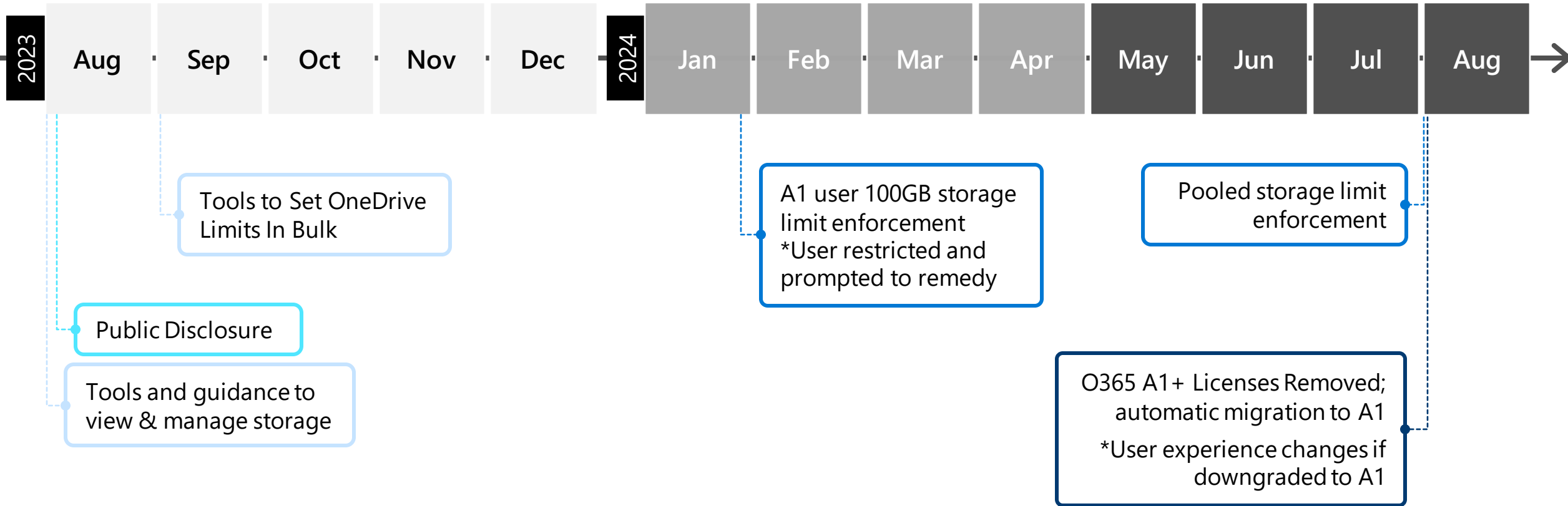
### What does this mean for you?

- Microsoft 365 A3 and A5 customers can deploy their student use benefits
- Consider upgrading to A3 or A5 for additional learning capabilities, security and compliance, and management and deployment
- Office 365 A1 will continue to be a free option for customers

[Visit this link to learn more about A1 Plus retirement](#)



# Timeline for changes



KEY:

■ Key release dates

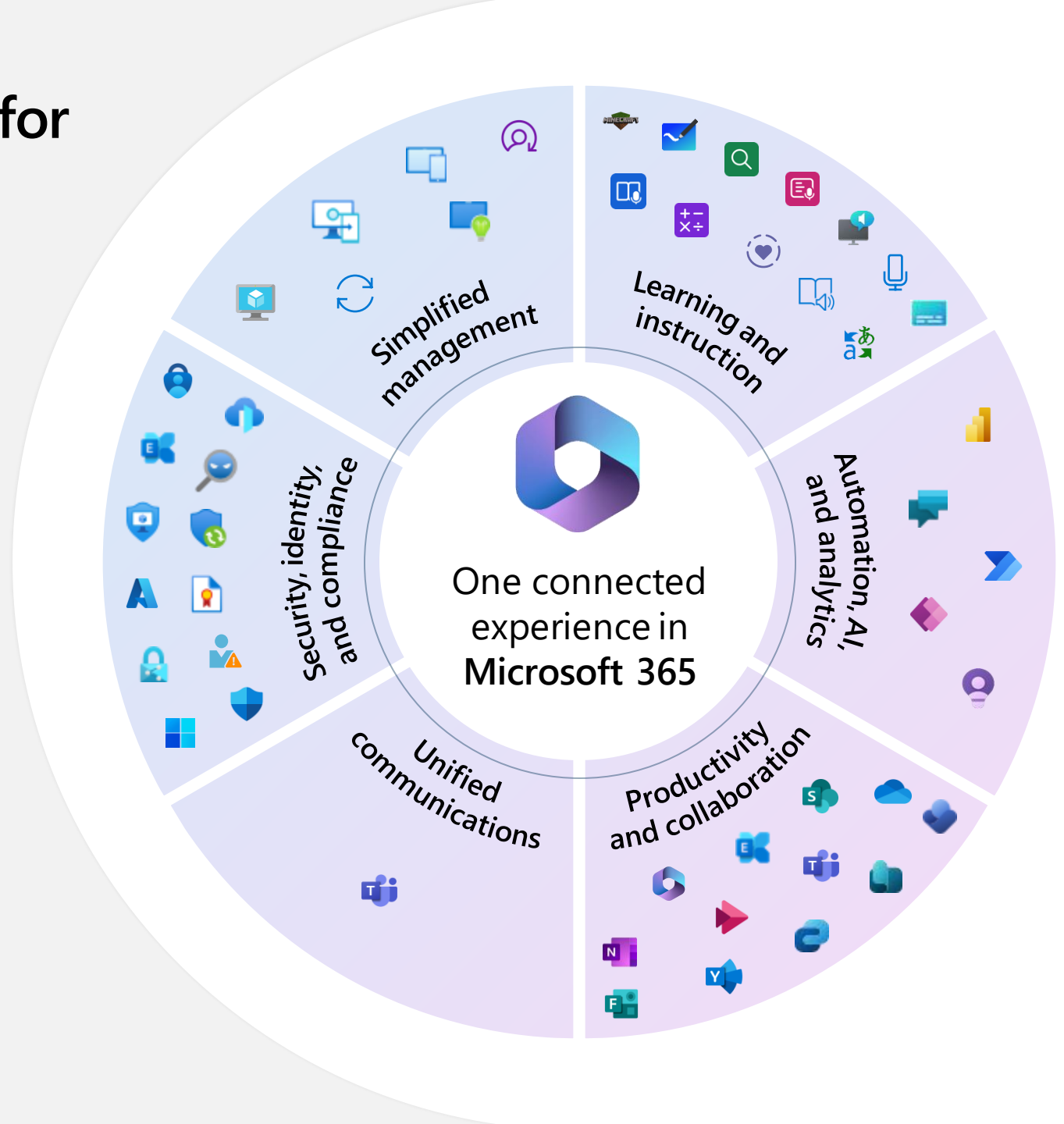
■ Tool release dates

■ Enforcement dates

■ O365 A1 revision dates

# One connected experience for higher education

Microsoft 365 for Education provides a comprehensive platform for teaching, learning, and work, empowering students, faculty, and IT to do more.



# Which Microsoft 365 SKU is best for your university?

- O365 **Free online Office productivity and learning tools.**  
**A1** Office 365 Education includes online Word, Excel, PowerPoint, OneNote, and Microsoft Teams, plus additional classroom tools.
- M365 **Comprehensive platform for learning and work with integrated security and management.**  
**A3** Advance your institution with premium tools for learning and skill building, increased security, AI-infused productivity, and device controls for management and student safety.
- M365 **Comprehensive platform for learning and work with advanced security, analytics, and unified communications.**  
**A5** Enhance security, compliance, analytics, and communications with tools to maximize instructional impact, protect users, and accelerate institution-wide success.



# Microsoft 365 for Education

A1

A3

A5

Office 365 A1

Microsoft 365 A3

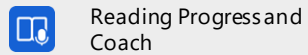
Microsoft 365 A5

## Learning and instruction

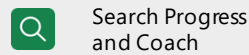


Microsoft Whiteboard

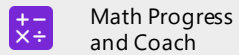
### Learning Accelerators



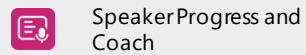
Reading Progress and Coach



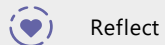
Search Progress and Coach



Math Progress and Coach

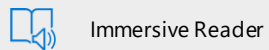


Speaker Progress and Coach

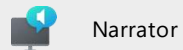


Reflect

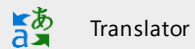
### Accessibility and inclusion



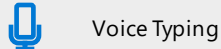
Immersive Reader



Narrator



Translator

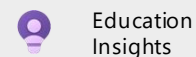


Voice Typing

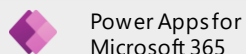


Live Captions

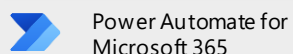
### Automation, AI, and analytics



Education Insights



Power Apps for Microsoft 365

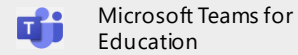


Power Automate for Microsoft 365

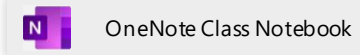
## Productivity and collaboration



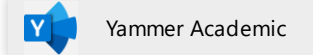
Office Online



Microsoft Teams for Education



OneNote Class Notebook



Yammer Academic



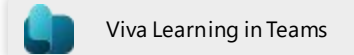
Microsoft Stream



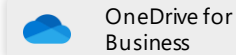
Viva Connections



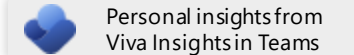
Microsoft Forms



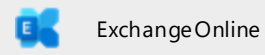
Viva Learning in Teams



OneDrive for Business



Personal insights from Viva Insights in Teams

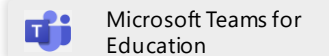


Exchange Online



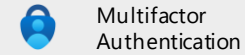
SharePoint Online

## Unified communications

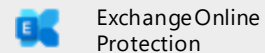


Microsoft Teams for Education

## Security, identity, and compliance

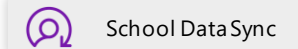


Multifactor Authentication

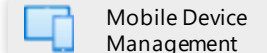


Exchange Online Protection

## Simplified management



School Data Sync



Mobile Device Management

# Microsoft 365 for Education

A1	A3	A5
Office 365 A1	Microsoft 365 A3	Microsoft 365 A5

## Learning and instruction

Microsoft Whiteboard	Minecraft Education
<b>Learning Accelerators</b>	
Reading Progress and Coach	Search Progress and Coach
Math Progress and Coach	Speaker Progress and Coach
Reflect	

## Accessibility and inclusion

Immersive Reader	Narrator
Translator	Voice Typing
Live Captions	

## Automation, AI, and analytics

Power Virtual Agents for Teams	Education Insights
Power Apps for Microsoft 365	Power Automate for Microsoft 365
Dataverse	

## Productivity and collaboration

Office Online	Microsoft Teams for Education	OneNote Class Notebook	Yammer Academic
Microsoft 365 Apps (desktop)	Live Events	Microsoft Stream	Viva Connections
Exchange Online	SharePoint Online	Microsoft Forms	Viva Learning in Teams
		OneDrive for Business	Personal insights from Viva Insights in Teams

## Unified communications

Microsoft Teams Live Events	Microsoft Teams for Education
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## Security, identity, and compliance

Multifactor Authentication	Litigation Hold	Microsoft Defender
Exchange Online Protection	eDiscovery (Premium)	Microsoft Defender for Endpoint P1
Office 365 Cloud App Security	Audit (Premium)	Microsoft Defender for O365 P1
Azure Active Directory Premium P1		
Azure Information Protection P1		
Windows 11 Education		

## Simplified management

School Data Sync
Mobile Device Management
Microsoft Intune for Education
Windows Virtual Desktop
Endpoint Analytics
Windows Autopilot

# Microsoft 365 for Education

A1

A3

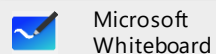
A5

Office 365 A1

Microsoft 365 A3

Microsoft 365 A5

## Learning and instruction



Microsoft Whiteboard



Minecraft Education

### Learning Accelerators



Reading Progress and Coach



Search Progress and Coach



Math Progress and Coach



Speaker Progress and Coach



Reflect

### Accessibility and inclusion



Immersive Reader



Narrator



Translator



Voice Typing



Live Captions

## Automation, AI, and analytics



Power Virtual Agents for Teams



Education Insights



Power Apps for Microsoft 365



Power Automate for Microsoft 365



Dataverse



Power BI

## Productivity and collaboration



Office Online



Microsoft Teams for Education



OneNote Class Notebook



Yammer Academic



Microsoft 365 Apps (desktop)



Live Events



Microsoft Stream



Viva Connections



Exchange Online



Microsoft Teams Audio Conferencing



Microsoft Forms



Viva Learning in Teams



SharePoint Online



Microsoft Teams Phone



OneDrive for Business



Personal insights from Viva Insights in Teams

## Unified communications



Microsoft Teams Audio Conferencing



Microsoft Teams Phone



Microsoft Teams Live Events



Microsoft Teams for Education

## Security, identity, and compliance



Multifactor Authentication



Litigation Hold



Microsoft Defender



Exchange Online Protection



eDiscovery (Premium)



Microsoft Defender for Endpoint P2



Office 365 Cloud App Security



Audit (Premium)



Microsoft Defender for O365 P2



Azure Active Directory Premium P2



Communication Compliance



Microsoft Defender for Cloud Apps



Azure Information Protection P2



Insider Risk Management



Microsoft Defender for Identity



Windows 11 Education

## Simplified management



School Data Sync



Mobile Device Management



Microsoft Intune for Education



Windows Virtual Desktop



Endpoint Analytics

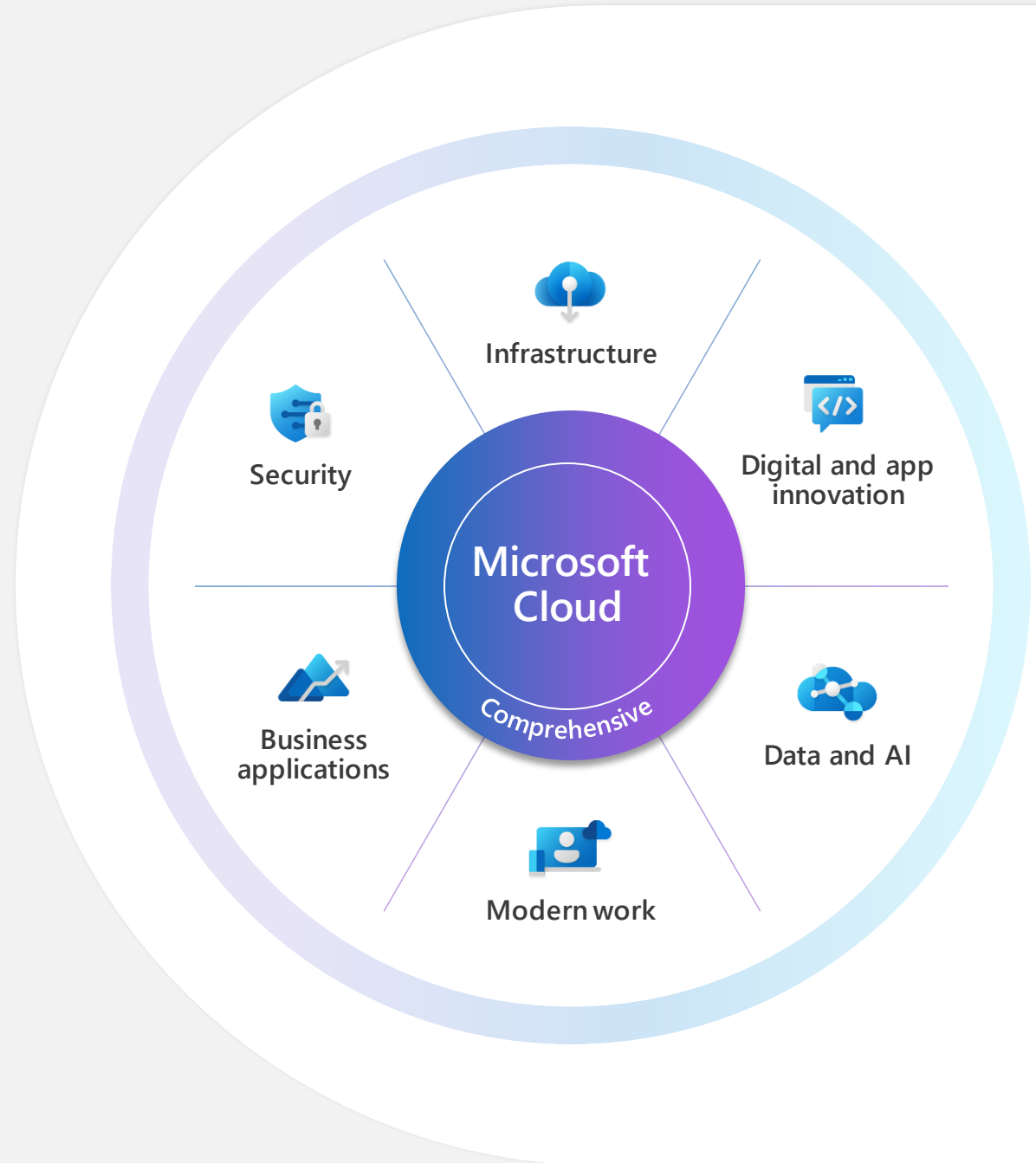


Windows Autopilot

# Microsoft Cloud

Radically accelerate your organization's productivity with built-in AI

Differentiate from the competition with intelligent apps using AI



# Microsoft 365 empowers you to **Do More With Less**

**Cut licensing costs** by as much as **60%** through consolidation to Microsoft 365<sup>1</sup>

Eliminate redundant solutions through consolidation to reduce solution management and investment resources

Automate system updates and **reduce IT management cost** by **40%** and time spent on device management by **24%**<sup>2</sup>

Simplify IT management to reduce management cost by enabling any user to monitor and operate remotely

**Enable Zero-trust security model** and reduce data breach risk by **45%** and overall IAM security management costs by **50%**<sup>3</sup>

Defend institution hubs with integrated security and correlate data with cloud platforms to gain a holistic view of your security posture



Secure access for a connected world



Improve productivity and collaboration



Enable better student and educator experiences



Spend more time with students



Accelerate resources to reduce IT costs

1. See full breakdown on slide #6

2. Forrester Consulting, The Total Economic Impact™ of Microsoft 365 E5, commissioned by Microsoft, December 2020

3. Forrester Consulting, The Total Economic Impact™ of Securing Apps With Microsoft Azure Active Directory, commissioned by Microsoft, August 2020





## What's changing:

- Retiring Office 365 A1 Plus Program effective Aug 2024
- Free 100TB pooled storage, plus 50GB A3/100 A5 per paid user effective Aug 2024
- New maximum storage limit of 100GB for free A1 users effective Feb 2024



## Intended Outcomes:

- Reduce security risk and introduce governance
- Reduce our collective carbon footprint
- Discontinue legacy programs causing inadvertent compliance issues
- Continue to invest in education and provide free and deeply discounted solutions for schools

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**Education Specialist**  
**[a-georged@microsoft.com](mailto:a-georged@microsoft.com)**  
**0755 066 732**





# Resources

- [Microsoft Learn trainings](#)
- [Microsoft 365 Storage Guidance document](#)
- [Understanding the new Microsoft Office one pager](#)
- [Microsoft Office 365 for Education Infographic](#)
- [Reduce your storage for Microsoft 365 apps walkthrough](#)
- [Best practices in information lifecycle and storage management whitepaper](#)