



# What's New in



# Microsoft 365

**By David Johnson**  
December 13<sup>th</sup>, 2022



# SPOT

*Managed IT Services*

# Agenda



Who is The Fulcrum Group?  
Microsoft 365 Changes Last 10  
years



The Dreaded Price Increase  
New Microsoft 365  
Subscriptions



Microsoft Teams  
SharePoint/OneDrive  
Other New Features/Apps

# Who is Fulcrum Group?

▶ Started in 2002, Steve Meek & David Johnson - owners

▶ SPOT Managed IT Services – started in 2008



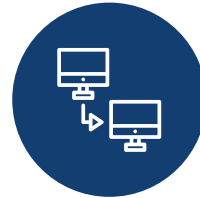
## Primary Offerings



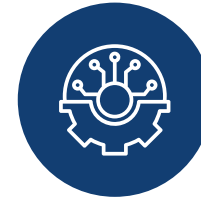
IT  
Outsourcing



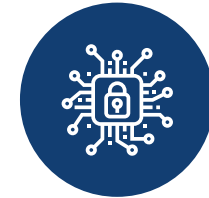
Cloud  
Solutions



VOIP  
Communications



IT Infrastructure  
Projects



Managed  
Cybersecurity



# New Microsoft 365 Features Last 10 Years

## Communication & Collaboration

- Microsoft Teams - with 300+ new features, including dial-in

## Security & Compliance

- Data Loss Prevention, message encryption, Mobile Device Management, and more

## Artificial Intelligence & Automation

- AI-powered innovations to help users be better writers, designers, and presenters

## And Lots More!

- Power BI, Stream, Planner, OneDrive, Yammer, Whiteboard, To Do... the list goes on and on



**Rising  
Prices  
AHEAD**

## Price Increases Are Inevitable

- Lots of new added features
- Extreme inflation
- Labor Costs exploding
- And it's been a  
LOOOONG  
time since Microsoft had  
a price increase



# Microsoft 365 for Business

- Max 300 subscriptions, can mix & match
- Microsoft 365 Business Basic – Hosted email & cloud services plus web versions of Office apps
- Microsoft 365 Business Standard – Hosted email & cloud services plus desktop Office apps
- Microsoft 365 Business Premium - Hosted email & cloud services plus desktop Office apps plus additional cyberthreat protection & device management
- Microsoft 365 Apps – desktop Office apps only

The Microsoft logo, consisting of four colored squares (red, green, blue, yellow) followed by the word "Microsoft" in white text on a blue background.

Microsoft

Microsoft 365  
Business

# Microsoft 365 for Enterprise

- Unlimited subscriptions, can mix & match
- Office 365 E1 – Hosted email & cloud services
- Office 365 E3 – Hosted email & cloud services, desktop Office apps, plus compliance
- Office 365 E5 – Hosted email & cloud services, desktop Office apps, compliance, voice, advanced analytics, and more
- Microsoft 365 F3 (Frontline Workforce) – Hosted email & cloud services plus web versions of Office apps
- Microsoft 365 E3 – Hosted email & cloud services, desktop Office apps, plus core security & compliance
- Microsoft 365 E5 – Hosted email & cloud services, desktop Office apps, core security & compliance, voice, advanced analytics, identity & access management, and more



# Microsoft 365 Price Increases



## ▶ Pricing changes:

- Microsoft is raising its prices for the first time in 10 years
- Prices are subject to increase up to 25% on Business & Enterprise Licenses
- Price increase went into effect March 1, 2022



## ▶ Agreement changes:

- 12-month commitment is now the standard agreement term
- Monthly agreement is still available but costs an extra 20% above the price increases listed on the right

Microsoft's updated pricing went into effect on March 1st, 2022:

## Per User:

- Microsoft 365 Business Basic (from \$5 to \$6)
- Microsoft 365 Business Standard (no increase)
- Microsoft 365 Business Premium (from \$20 to \$22)
- Office 365 E1 (from \$8 to \$10)
- Office 365 E3 (from \$20 to \$23)
- Office 365 E5 (from \$35 to \$38)
- Microsoft 365 E3 (from \$32 to \$36)

Note: No notice to date on any Non-Profit price increase



# Gotchas to Consider

- You can move from Monthly to Annual billing, but not vice versa
- You can have Annual or 3 Year commit, but still be billed monthly
- Monthly billing no contract is 20% higher than annual commit contracts
- You can increase the number of subscriptions, but you can't decrease until the end of the annual term
- You can move up (M365 Business Standard to Premium for example), but you can't move down
- When you add licenses, they are co-termed with your original commit
- You cannot move your subscriptions from one reseller to another until the end of your annual term
- 72 Hour Cancellation policy - once subscriptions are ordered (or auto-renewed), your reseller only has 72 hours to cancel
- Your reseller can suspend your Microsoft 365 services for non-payment



# Microsoft Teams



- Chat & Collaboration
- Together Mode
- Integrated tightly with other Microsoft apps
- Free Audio Conferencing (coming March 2022)
- Microsoft Teams Phone System
- Stream - to record & share Teams presentations
- Breakout Rooms
- Other features - live captions, Whiteboard, Lists, Planner

# Microsoft SharePoint/OneDrive



- True Cloud File Sharing - replace file servers, make files available anywhere, anytime, any device
- Set permissions for groups & users
- Easily share editable documents with Office apps, Outlook, and Teams
- Collaborate on Excel & Word files together
- Share files outside your organization
- OneDrive for Business - your own personal home drive

## Other New Features/Apps

- Intune - Mobile Device Management (select plans)
- Bookings - Online calendar management
- Power BI - data visualization
- To Do - A better way to manage tasks amongst your teams
- Security & Compliance - Data Loss Prevention, message encryption, eDiscovery, MFA, & more
- AI - live captions, Ideas in PowerPoint, Researcher in Word, Chart Recommendations in Excel, Translate, & More

A long, straight road with white lane markings stretches from the foreground towards a city skyline in the distance. The road is flanked by a blue railing on the right side. The city skyline is reflected in the water, and the sun is setting behind the buildings, creating a warm, golden glow. The sky is a mix of orange, yellow, and blue. The overall scene is a wide-angle shot of a coastal city at sunset.

Any  
Questions?