



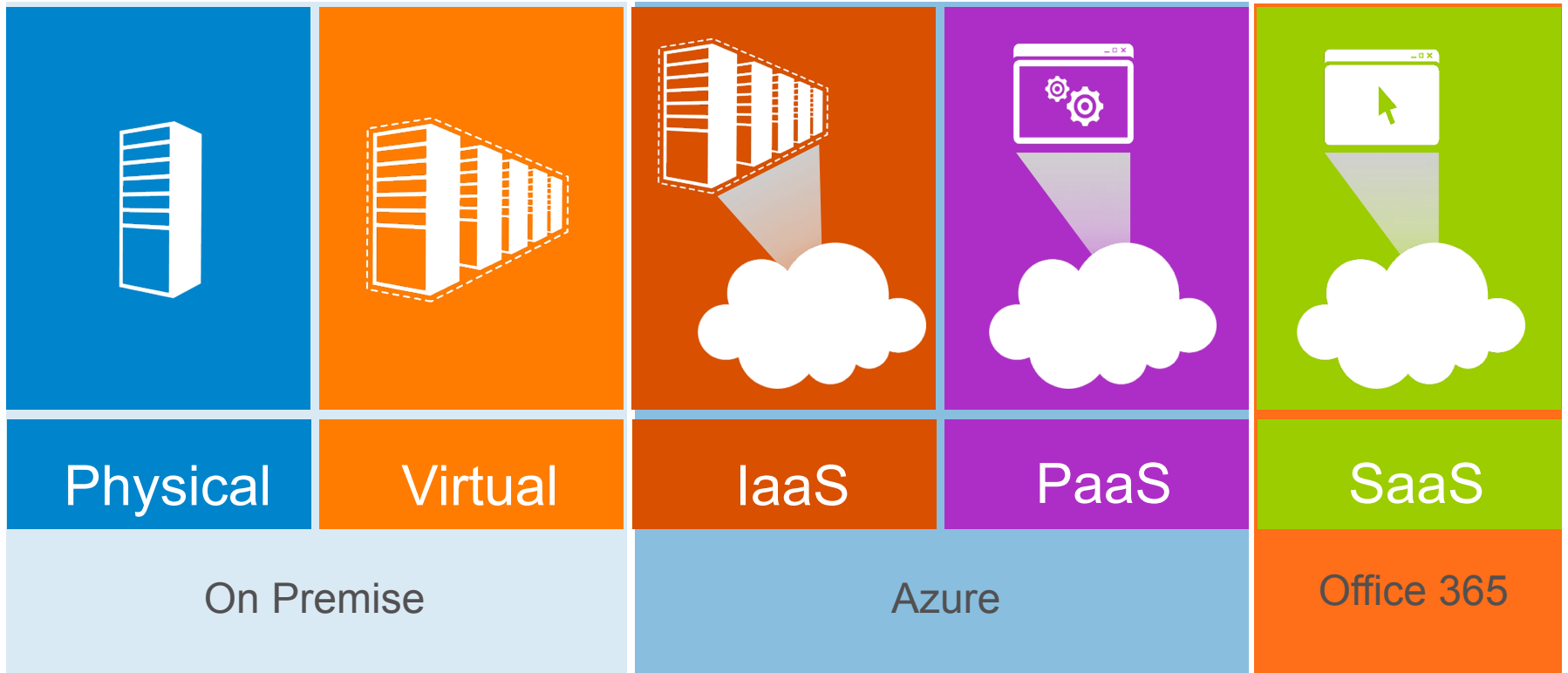
Mark McManus

Microsoft®

**Office 365
for Education**

Webinar
05/02/13

IT Continuum



Hybrid strategy

Meeting student and educator needs



The cloud
on your
terms



Unified
Communications

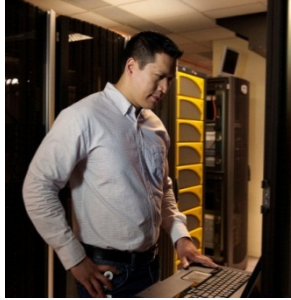
Learning
Resources

Content
Management

Collaboration

Search and
Discover

Microsoft Data Centres



Investments

- ▶ \$2.3B+ in cloud infrastructure
- ▶ 200+ services, delivered 24x7
- ▶ Geo-distributed datacenters
- ▶ Rapid modular model
- ▶ 30,000+ engineers



Operational Excellence

- ▶ Federated operations centers 24x7
- ▶ Standardized reporting
- ▶ Secure, compliant infrastructure
- ▶ FISMA certified, SAS 70 & ISO 27001 compliant
- ▶ Carbon footprint reduction



Live@edu Momentum - Student email



21 M Users WW
users four months ago



90% cost savings
over existing email
solution



6M UK users on
Live@edu



88% of UK HE hosted
institutions on Live@edu



**60+ UK
Universities** on
Live@edu



**Summer deployments
of 250,000+ UK
students** to move to
Live@edu

What is Office 365?

Office 365

eMail

- 25GB Mailbox
- Integrated personal archiving
- Exchange Control Panel
- Free/busy coexistence
- Cross premises management

Real time Communication

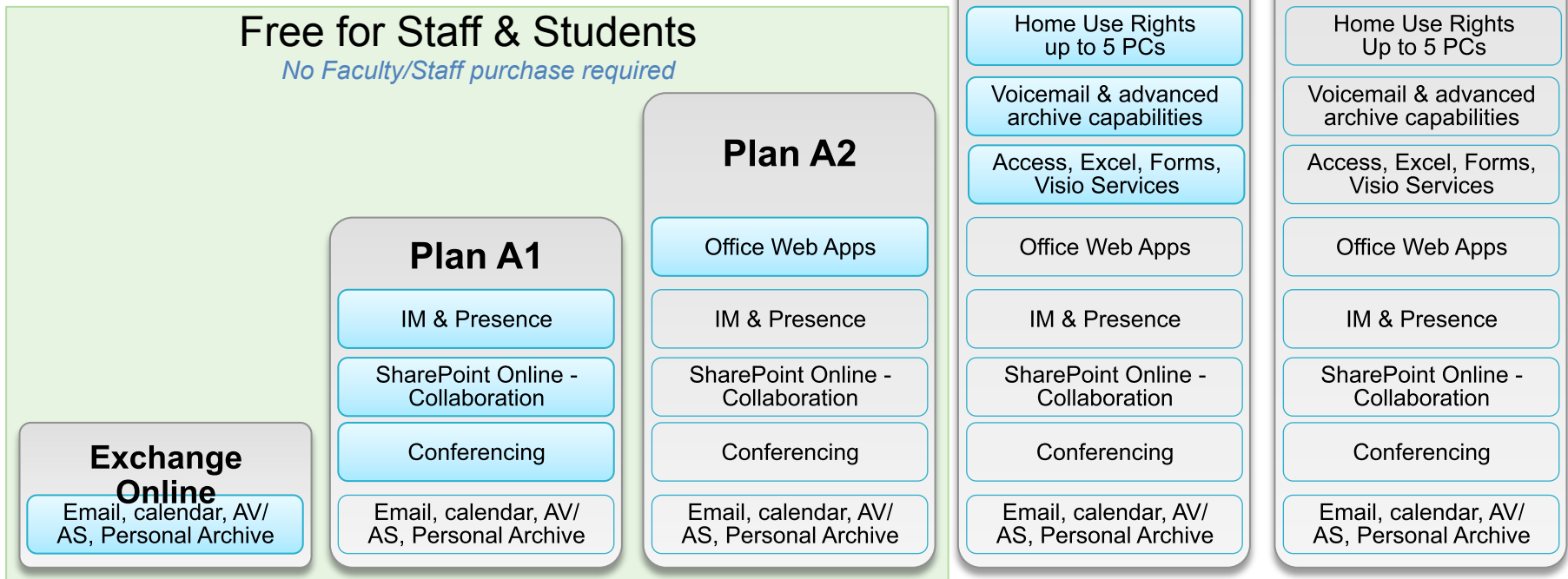
- IM & Presence across firewalls
- GAL/Skill search in SharePoint
- Online meeting with desktop sharing
- Activity feeds
- Contact photos
- Click to communicate from Office contact cards
- Windows Live federation

Document Management

- My Sites to manage and share documents
- Access documents offline
- Improved Team & Project Sites
- Document-level permissions to protect sensitive content
- Share documents securely with Extranet Sites
- Cross site collection search

Office 365 for education

A Family of A (Academic) Plans



Students

Free	Free	Free	£2.01/month	£2.41/month
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Faculty & Staff

Free	Free	Free	£3.61/month	£4.82/month
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Office Professional Plus Subscription : £1,01 (student), £1.43 (Faculty)

SharePoint Online Extra Storage: £0.15

Exchange Online Archiving: £ 0.76

Estimated retail prices listed above per user, per month

Office 365 – Next Wave

Exchange, SharePoint and Lync work together to provide even more value in the Academic Suites

	A2	A3	A4
IM and Presence	•	•	•
Office Web Apps	•	•	•
Collaboration	Up to 3000 sites	Up to 3000 sites	Up to 3000 sites
SkyDrive Pro	7Gb	7Gb	7Gb
Voicemail, Archiving, Data Loss Prevention		•	•
Excel/Access/Visio Services		•	•
Rights Management		•	•
Office 365 ProPlus		•	•
Enterprise Voice			•
Price	Free	TBC	TBC

Work management Full-spectrum PM, unified tasks, site mailbox	Social Personal sites, feeds, communities, follows, likes, Yammer
Documents SkyDrive Pro for document sync and offline working	Mobile Anywhere access on Windows Phone and iOS
Internet Personalization, multilingual sites, Dreamweaver support	BI Excel Preview, Power View, Power Pivot, Excel services



Benefits to Education

Significant savings

Less Hardware

Reduced Energy costs

Release valuable resource

Accessibility

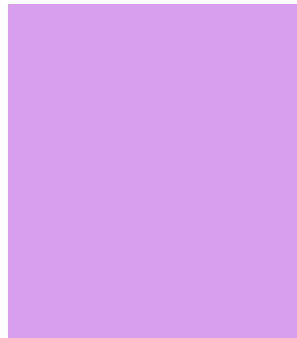
Anytime Anywhere access

Student Access

Staff Access

Any Device

Supports personal choice



Benefits to Education

Easy Collaboration

Project and team sites easily created

Share documents control access

Document Fidelity

Consistency between web and local access

Familiar tools

Minimum learning curve



Office 365 - Your Privacy Matters

No Advertising

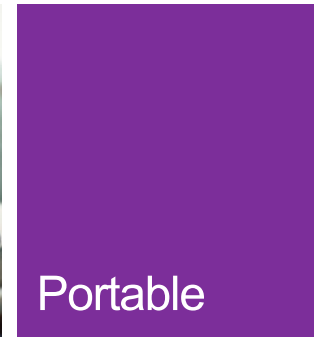
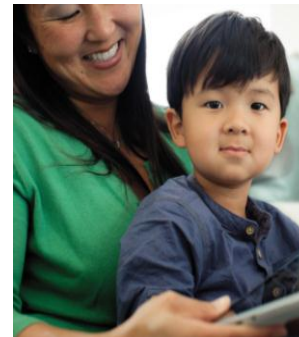
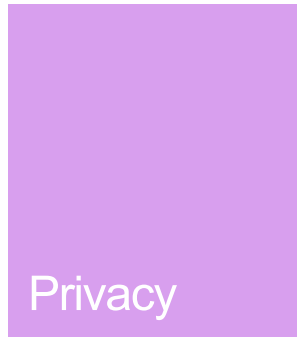
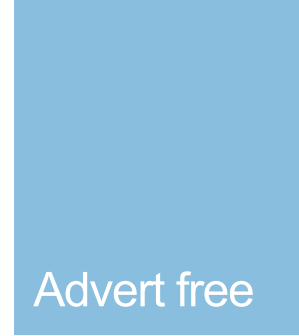
No scanning of Education information
No profiling for advert products

No Mingling

Education data separate from
consumer data

Data Portability

College data totally portable



Office 365 - Independently Verified

Certified for ISO27001

The first Cloud service to be accredited

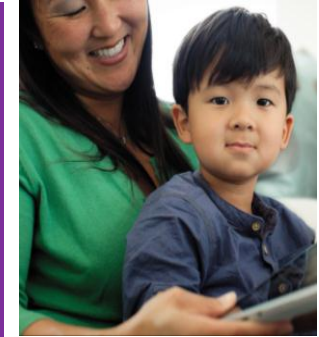
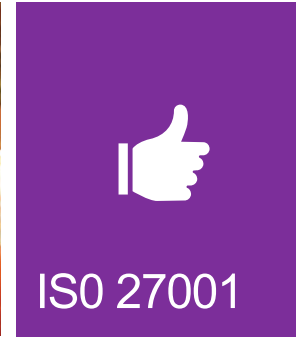
EU Model Clauses

First Cloud service to sign up to clauses

Data Process Agreements

Adheres to local compliance laws

IL2 Accredited



<http://gcloud.civilservice.gov.uk/customer-zone/accreditation-status/>

Office 365 - Independently Verified



Janet helps research and education move to Microsoft Office 365 for Education

27 June 2012

Janet, provider of a world-class network infrastructure for research and education institutions, is helping the sector harness the benefits of cloud-based Microsoft Office 365 for Education (Office 365), through initial legal support and by agreeing a customised set of licensing documents with Microsoft, saving the sector time and money.

A number of universities have worked with Janet in the production of this pack which is being made available to the HE and FE sector. This will help those in the sector move to collaborative cloud services for staff, student and alumni, for email, document storage and calendars.

Dan Perry, Director of Product & Marketing at Janet commented:

"Under tight timescales, and working in partnership with interested universities, we've produced a document pack for immediate use that will work for the vast majority of the sector, particularly those institutions implementing Office 365 this summer. Together with the development of a single agreement on behalf of the sector for Microsoft cloud services [including Office 365] launching in the autumn, this work will save the sector time and money by reducing duplication of legal effort and harnessing economies of scale.

"In response to key priorities raised by the sector we have focused special attention on concerns of cloud data transfer and security."

Useful sites

Service Descriptions

<http://www.microsoft.com/download/en/details.aspx?id=13602>

Office 365 deployment guide

<http://blogs.msdn.com/b/ukliveatedu/archive/2012/04/24/essential-reading-office-365-for-education.aspx>

Assessment and Planning toolkit

<http://blogs.msdn.com/b/ukliveatedu/archive/2012/05/02/is-your-it-environment-ready-for-office-365-for-education.aspx>

Microsoft Office 365 Main Site

<http://www.microsoft.com/en-us/office365/online-software.aspx#fbid=gUZS0S28way>

Security, Compliance and Privacy information

<http://www.microsoft.com/en-us/office365/trust-center.aspx#fbid=gUZS0S28way>

Office 365 Video introductions

<http://office.microsoft.com/en-gb/videos/office-365-for-enterprises-a-tour-for-administrators-HA102654955.aspx?redir=0>

Video tour giving a user perspective

<http://office.microsoft.com/en-gb/videos/office-365-a-tour-for-users-HA102657904.aspx?CTT=5&origin=HA102654955>

Office 365 Education Trial

<http://www.microsoft.com/en-gb/office365/education/compare-plans.aspx#fbid=-snuaiTYqJO>



Thank You

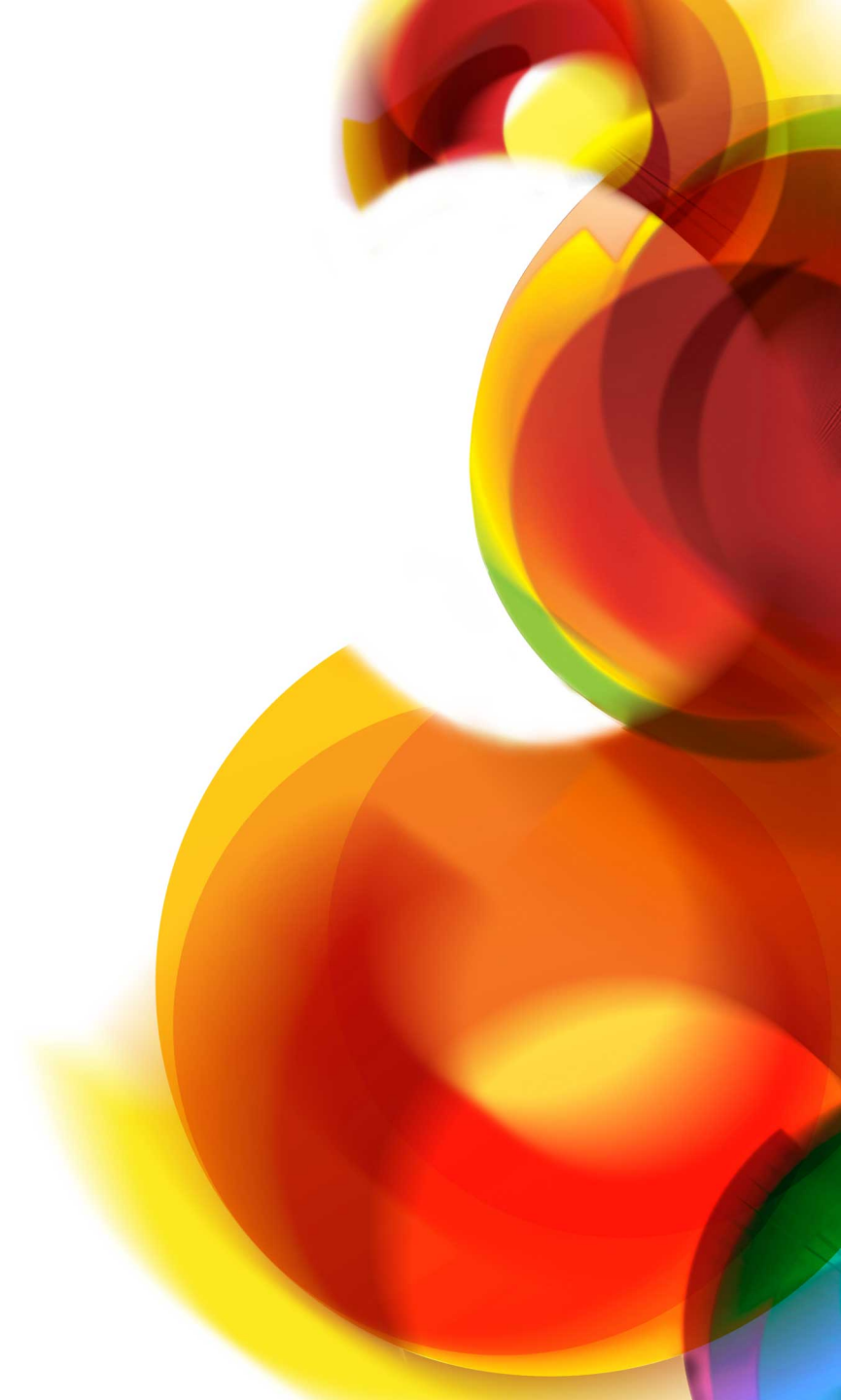
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janet

Education agreements for cloud services

Tony Lewis, Janet Advisor
February 2013



Agenda

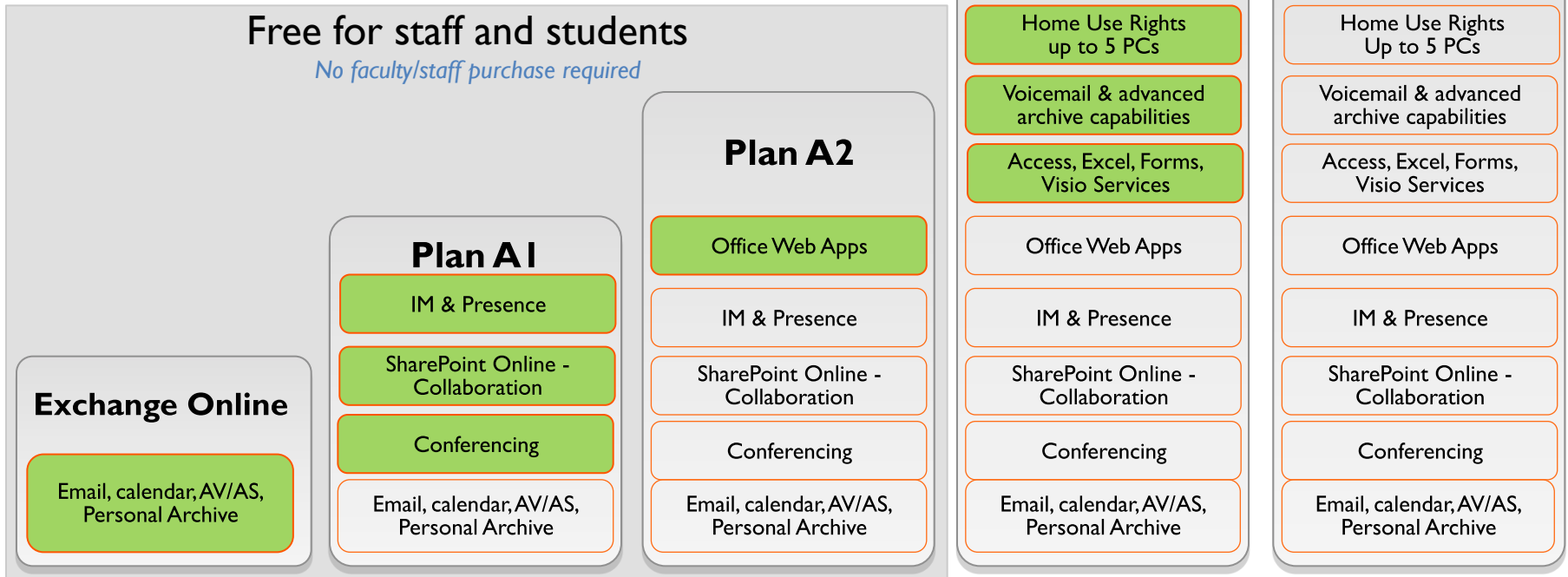
- Why you need cloud service agreements
- Benefits of our agreements
- Q & A

Office 365 plan options

Office Professional Plus Subscription : £ (student), £1 (Faculty)

SharePoint Online Extra Storage: £

Exchange Online Archiving: £



Students

Free	Free	Free	£	£
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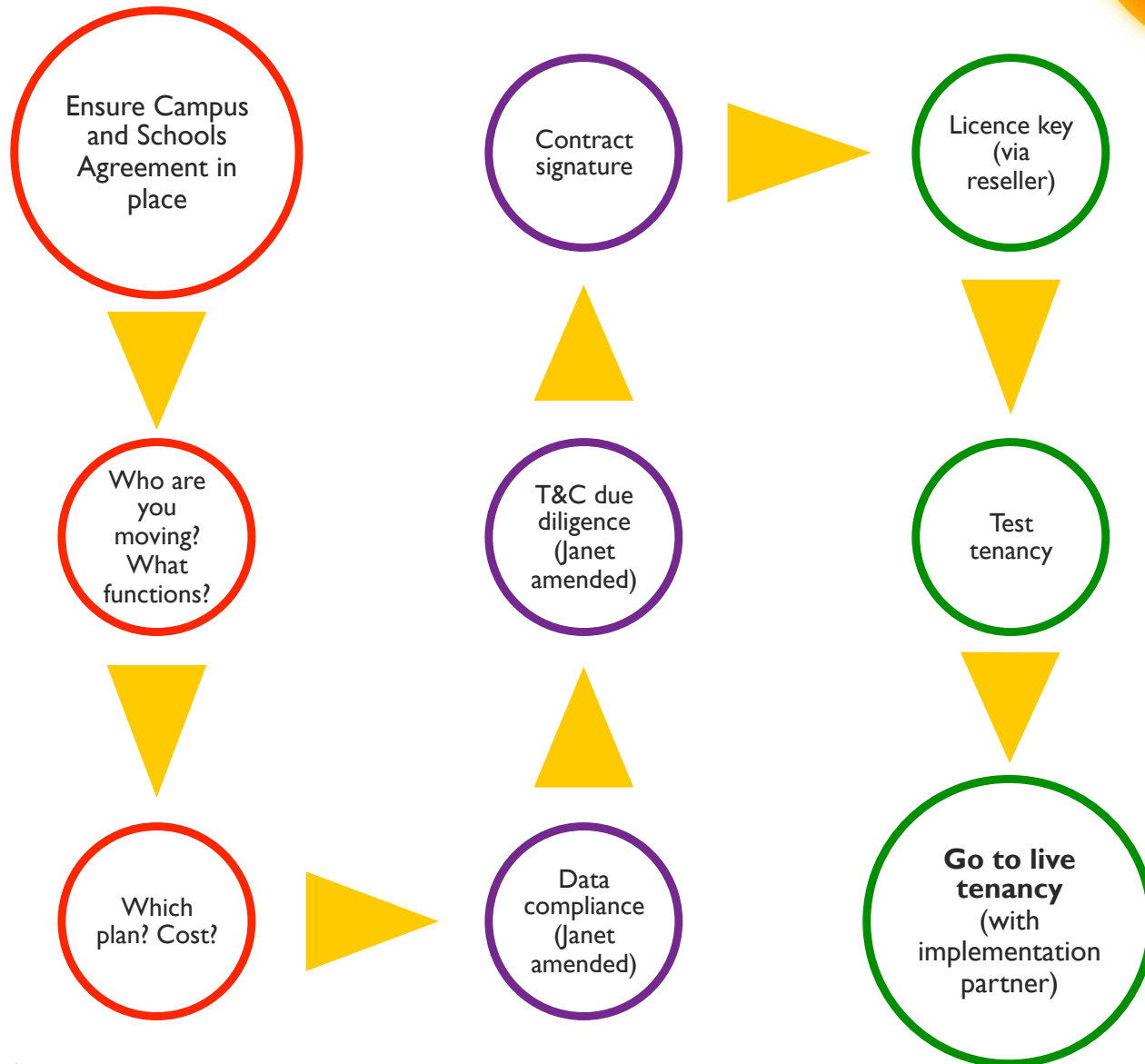
Faculty and staff

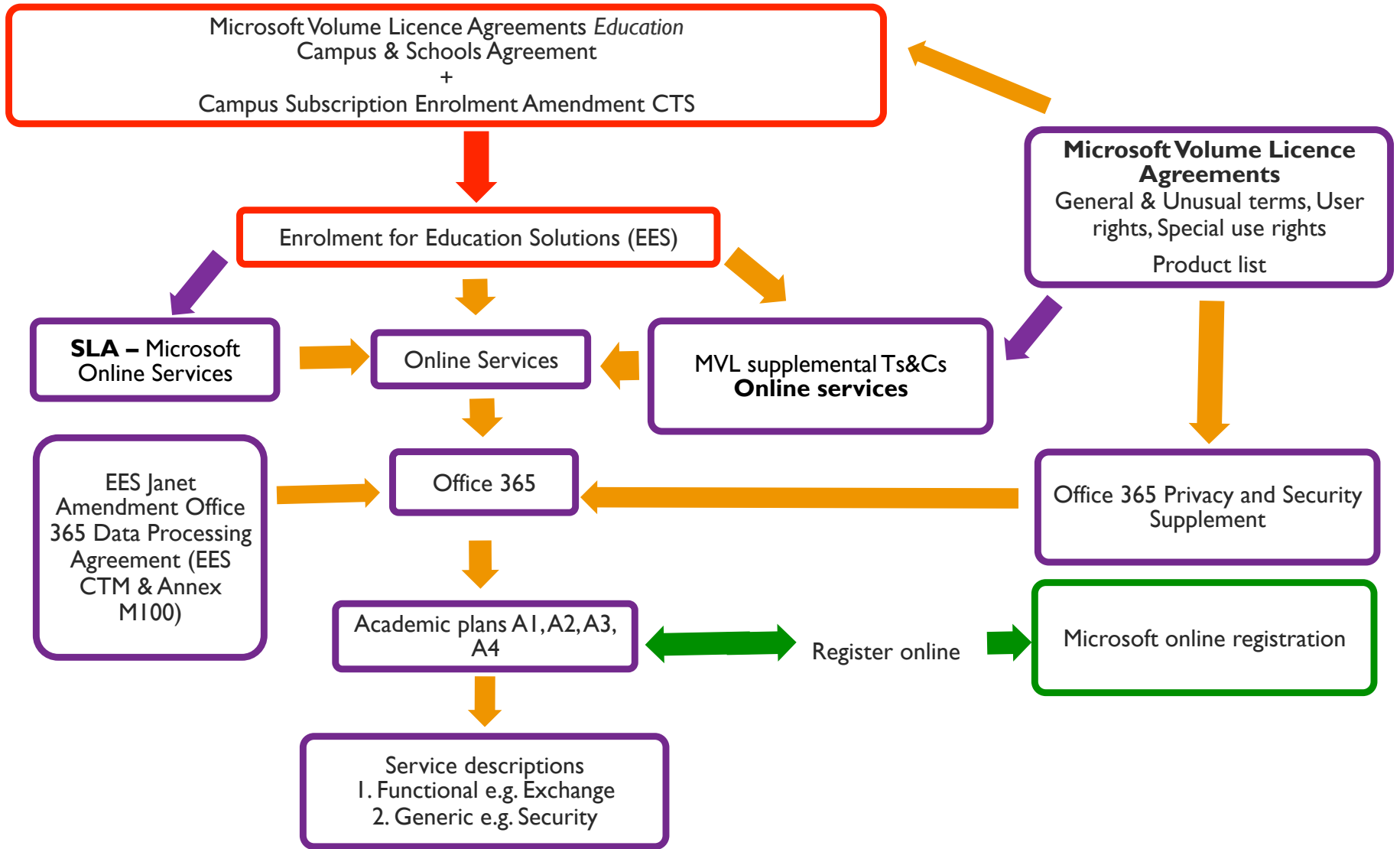
Free	Free	Free	£	£
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Process for Office 365 adoption

janet





- Agreement proposed for Microsoft Office 365 (available) and Google Apps (Q1/2 2013)
- Either available under the same agreement
- Due diligence on nearly 100 pages of contractual documents to save the sector time and money (up to £20k per institution according to Goldsmith's)
- Negotiation sector-wide to save repeated effort
- Legal advice applied



- Offers operational and legal guidance on the best order in which to read the contractual documents – enabling a better understanding of any obligations
- Endeavours to ensure data is stored in the EU long-term
- Gives customers the right to access the independent audit of Microsoft data centres for reassurance around security etc.



- Minimum of annual review
- Additional reviews when EU directives or Microsoft key documents change
- Collating sector feedback and negotiating improvements to Ts & Cs with suppliers



Cloud Services for Education Agreement

- Open to HE, FE and other education providers
- Annual access fee of £500
- Charging starts 1 February
- 10% discount for three year access
- 20% discount for five year access



- Saving up to £20k (Goldsmith's)
- Exclusive amendments and due diligence
- Better understanding of contractual obligations
- Endeavours to ensure data is stored in the EU
- Right to access independent security audits
- HE and FE improving Ts & Cs through collation of feedback
- At least annual reviews
- Discounts for three/five year access



Future possible agreements we are developing:

- Google Apps
- Windows Azure
- Amazon
- Dropbox



Any questions?

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