

CSP Office 365 E1 Plus GA Launch & Promotion

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Office 365 E1 Plus Summary

On September 1st, 2024, Microsoft is introducing Office 365 E1 Plus¹, available for CSP Partners to transact with customers in Latin America, India, ASEAN (excluding Singapore), & select markets in Central Asia, the Middle East, and Africa. Office 365 E1 Plus builds upon Office 365 E1 by offering customers additional Microsoft core security and compliance capabilities.

While we recommend that CSP Partners still lead with Microsoft 365 E3² as the hero suite for foundational productivity and security applications, O365 E1 Plus provides CSP Partners with another acquisition lever – an entry level SKU with security value, at a compelling price point.

Microsoft is also providing a limited time discount to help CSP Partners accelerate deal-making opportunities with customers. From September 1st, 2024, through June 30th, 2025, Partners will receive 30% off the O365 E1 Plus net partner price for eligible customers purchasing annual subscriptions.

¹Also available via Office 365 E1 Plus (No Teams)

²CSP Accelerate M365 E3 15% promo available WW for eligible customers | CSP Accelerate M365 E3 3yr 10% promo available in select markets for eligible customers

Office 365 E1 Overview

What is Office 365 E1 Plus?

O365 E1 Plus provides customers with access to the M365 web productivity customers – plus built-in security controls and management. These controls extend across user's identities and devices to protect customer organization's sensitive information across emails and files.

The below snippet compares Office 365 E1 Plus's value compared to O365 E1 and M365 E3

Office 365 E1 Plus compared to other offers

	O365 E1	O365 E1 Plus	M365 E3
Files and storage (<i>OneDrive/SharePoint</i>)	1 TB	1 TB	Unlimited
Email (<i>Exchange</i>)	50 GB	50 GB	100 GB
Other cloud services (Planner, Forms, Stream, Whiteboard, etc.)	●	●	●
Office Win32 apps (<i>M365 Apps for Enterprise</i>)			●
Endpoint Management (Intune)	Basic ¹	●	●
Office 365 DLP		●	●
Identity, Conditional Access (Entra ID P1)		●	●
Exchange Online Archiving	50 GB	50 GB	●
File classification, encryption, tracking (<i>AIP P1</i>)			●
Windows Enterprise Management (<i>Win E3</i>)			●
Endpoint protection (<i>MDE P1</i>)			●

How is Office 365 E1 Plus different than Office 365 E1?

Office 365 E1³ provides customers enterprise-level web-based productivity and email needs, integrated with cloud services such as OneDrive and SharePoint. However, O365 E1 is limited from an security and compliance feature set.

O365 E1 Plus addresses this opportunity by bundling Office 365 E1 together with Entra ID P1 (Identity and Conditional Access), O365 Data Loss Prevention, and Intune P1 (Endpoint Management)

³Full Microsoft 365, Office 365, Enterprise Mobility + Security, and Windows 11 subscription details available [here](#).

How much will Office 365 E1 Plus cost?

Office 365 E1 Plus (with Teams) will cost \$20 per user per month on an annual subscription. Please refer to the CSP Pricelist relevant for your customer's region for exact local pricing.

Office 365 E1 Plus (w/o Teams) will cost \$17.75 per user per month on an annual subscription.

How does Office 365 E1 Plus help build a zero trust security foundation?

Office 365 E1 Plus provides key security components that drive the following: Identity Conditional Access, Centralized Endpoint Management, Data Loss Protection, and Exchange Online Protection

Identity Conditional Access (Entra ID):

Office 365 E1 Plus's inclusion of Entra ID Premium Plan 1 provides organizations with a single corporate identity to manage user access levels with Conditional Access rules. Continuous Access Evaluation also ensures organizations can respond immediately to critical events such as user termination, reducing the risk of unauthorized access.

Endpoint Management (Intune):

Office 365 E1 Plus's inclusion of Microsoft Intune is critical in mitigating device and application risk. Intune's Endpoint Management features ensure Copilot and M365 Apps are securely installed and up to date, with policies to prevent data leakage or use of unsecured devices.

Data Loss Protection:

Office 365 E1 Plus's inclusion of O365 Data Loss Prevention insures organization data is secure, governed by specific user permissions, and helps prevent data exfiltration in files and e-mails to match data retention policies.

These features are critical to provide the first step for customers to build their organization's zero trust foundations with Office 365 – and the first step in rolling out GenAI productivity org-wide.

Who should I target with Office 365 E1 Plus?

While Microsoft recommends that Partners should continue to lead customer conversations with Microsoft 365 E3, we recognize that certain customers in select markets cannot move forward with M365 E3 due to pricing and budget constraints. Office 365 E1 Plus offers a new product and price point to drive new customer acquisition with a compelling entry level solution.

Partners should leverage Office 365 E1 Plus and this promotion to:

1. Win customers with on-premise solutions searching for a competitively priced SKU that serves entry-level productivity needs and starts their Copilot journey with Microsoft's zero trust security principles
2. Position O365 E1 Plus as a budget-friendly option to customers - currently on 3rd party productivity solutions - looking to standardize their security investments with Microsoft 365 zero trust and information protection features alongside web-based productivity apps
3. Upsell existing O365 E1 customers to a more secure platform with built-in security controls to protect sensitive information, and manage user identities and devices – at a compelling price point

What are the key differences between Office 365 E1 Plus and Microsoft 365 E3

Microsoft 365 E3 offers additional compliance and endpoint security value, in addition to Office Win32 apps⁴ when compared to Office 365 E1 Plus.

⁴Desktop Productivity Apps (e.g., Word) not available in O365 E1 or Office 365 E1 Plus. Additional security value in M365 E3 subscriptions include Microsoft Defender for Endpoint P1, Windows Enterprise Management, and Azure Information Protection P1.

Where will Office 365 E1 be available for transaction?

Office 365 E1 Plus will be available in: LATAM, ASEAN, India and select markets in Central Asia, the Middle East, and Africa. Please refer to Partner Center and the CSP Partner pricelist for full pricing details in local currency and SKU details.

LATAM: Antarctica, Argentina, Bahamas, Belize, Bermuda, Bhutan, Bolivia, Brazil, Caribbean New Markets (Excl. Cuba), Cayman Islands, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Jamaica, Mexico, Nicaragua, Panama, Paraguay, Peru, Turks and Caicos Islands, Uruguay, Venezuela.

ASEAN: Cambodia, Indonesia, Laos, Malaysia, Maldives, Myanmar, Nepal, Philippines, Thailand, Vietnam (excludes Singapore)

India: Bangladesh, India, Sri Lanka

Central Asia, the Middle East, and Africa: Afghanistan, Algeria, Angola, Azerbaijan, Benin, Bhutan, Botswana, Brunei Darussalam, Burkina Faso, Burundi, Cabo Verde, Cameroon, Central African Republic, Chad, Comoros, Congo, Congo (DRC), Côte d'Ivoire, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Faroe Islands, French Polynesia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Iraq, Jordan, Kazakhstan, Kenya, Kuwait, Kyrgyzstan, Lebanon, Lesotho, Liberia, Libya, Madagascar, Malawi, Maldives, Mali, Mauritius, Mayotte, Mongolia, Morocco, Mozambique, Namibia, Nepal, Niger, Nigeria, Türkiye, Pakistan, Palestinian Authority, Qatar, Reunion, Rwanda, São Tomé and Príncipe, Senegal, Serbia, Seychelles, Sierra Leone, Somalia, South Africa, South Sudan, Swaziland, Tajikistan, Tanzania, Togo, Tunisia, Turkmenistan, Uganda, Uzbekistan, Yemen, Zambia, Zimbabwe (excludes: Singapore, Israel, Saudi Arabia, UAE)

Offer Overview

What is the promotion?

Microsoft is providing a 30% discount off the Partner Net Price for Office 365 E1 Plus⁵ subscriptions between 100 to 2,400 licenses purchased via an annual term⁶

⁵Includes both Office 365 E1 Plus and Office 365 E1 Plus (No Teams)

⁶Includes both Annual Commit | Prepaid and Annual Commit | Monthly Bill

Who is eligible for this promotion?

This promotion is available to new-to-Office 365 E1 Plus customers purchasing in the CSP channel, where Office 365 E1 Plus is available

What organizations should Partners target with this promotion?

The target audience for this offer is potential Microsoft 365 customers with more than 300 users who are willing to purchase a minimum of 100 Office 365 E1 Plus licenses

When is the promotion available?

This promotion is valid for eligible customer transactions between September 1, 2024, through June 30th, 2025. The promotional discount will apply throughout the duration of the annual subscription.

What channels/platforms are the promotions available through?

This promotion is available through the CSP new commerce platform only.

Is this promotion available on Office 365 E1 Plus Monthly Commitments?

No. This promotion only applies to subscriptions of at least 100 licenses via Office 365 E1 Plus Annual Commitment SKUs, with eligible customer tenants.

What will happen to my promotional subscription at renewal?

After the promotional subscription reaches the end of the annual term, customer Office 365 E1 Plus subscriptions will renew into the standard price on the CSP Pricelist.

How do I use this promotion?

Partners can see promotions available to their customers in the portal catalog in the Partner Center. Promotions will automatically apply when purchasing Microsoft 365 Copilot for an eligible customer.

Partners can also access all available promotions and their pricing information in the [Global Promo Readiness Guide](#) or by calling the [get Promotions API](#).

Product	Promotion	Promotional ID
Office 365 E1 Plus	Office 365 E1 Plus 40% Launch Promotion	Available on September 1 st , 2024.

How do I verify a customer’s eligibility?

All customers with no previous purchase history of Office 365 E1 Plus via an Enterprise Agreement are eligible to receive this promotion, provided they purchase a new subscription with a minimum of 100 licenses (maximum of 2,400 licenses).

To directly confirm whether a customer’s transaction has the promotion applied, partners can see the information on the review page in Partner Center before purchasing the product on behalf of the customer.

Top Frequently Asked Questions

How long does this promotional discount last?

The promotional price of the license is valid for the duration of a new annual subscription to Office 365 E1 Plus. The customer can take advantage of this promotion anytime between the September 1, 2024 - June 30, 2025, promotional sign-up window. The discount will apply through the full term of the annual subscription.

Does the promo apply when I upgrade an existing Office 365 E1 subscription?

Yes. This promotion will apply for both mid-term upgrades and scheduled upgrades at renewal dates for Office 365 E1 subscriptions, provided the customer is eligible to receive the promotion (new-to-O365 E1 Plus, upgrading between 100-2,400 seats of Office 365 E1).

Please refer to the NCE Offer Matrix to see other eligible upgrade paths to Office 365 E1 Plus.

What happens if an eligible customer needs more seats during the promotional period?

Partners/Customers can add more seats (up to the 2,400-seat max) to their subscription at any point during their annual term at the promotional price, if the initial subscription was purchased during the promotional period.

What happens after 1-year subscription concludes?

The promotional pricing will stop applying after the subscription's annual commitment term ends, and the subscription will renew at the standard price point.

Additional Offer Execution Details

Can eligible customers decrease their license count during the promotion period at the promotional price?

Partners can also reduce the number of licenses during the first 168 hours, for a prorated refund. Partners can view the licenses they can reduce and their respective deadlines in Partner Center. Prorated refunds apply to both the one-time and monthly billing option. Partners cannot reduce the number of licenses post the 168-hour window.

Customers cannot reduce the number of licenses of their promotional subscription below the 100 seat minimum.

Can the customer cancel their promotional offer subscription at any time?

Customers can cancel their annual offer subscription during the first 168 hours after renewal for a prorated refund. After the 168-hour cancellation period, customers cannot request a refund for their annual subscription. Partners can turn off auto-renewal on behalf of their customers at any point in customer subscriptions.

What should I do if I have additional questions about this promotion?

For additional questions Partners may have about this promotion, please review the [Global Readiness Promo Guide](#).