

SMB WORKSPACE AI OPTIONS

Workspace AI can save your SMB customers' time and money. We know license upsell can be difficult to approach in the current climate, so we've identified three potential SMB routes into Microsoft workspace AI. We've included license requirements, costs and commitment, to enable everyone to benefit from the power of AI or try it out safely and responsibly before committing to expand their IT budget.

GETTING STARTED WITH CURRENT LICENSES AT NO ADDITIONAL COST

Copilot in Microsoft Edge

Copilot is a free AI-powered chatbot available to everyone in Microsoft's Edge browser. It's part of the Bing search engine and is a valuable tool for productivity and exploration. It efficiently assists with tasks such as generating reports, content summaries, image edits and much more. It does this based on information entered, data gathered from the web, and Microsoft's database of Bing search results.

To use Copilot securely, users can access in 'Protected Mode', which requires one of the following license types:

- Microsoft 365 Business Standard
- Microsoft 365 Business Premium
- Microsoft 365 E3 or E5
- Microsoft 365 F3
- Microsoft 365 A3 or A5 for faculty and higher ed students
- Office 365 A3, or A5 for faculty and higher ed students

In 'Protected Mode', chats and data are not stored or shared with anyone, including Microsoft, and Copilot won't remember your previous chats or use them to improve its responses. This provides a protected and efficient way for your customers to experience the benefits of AI, without the worry of information leaks and breaches that come with alternative free source tools like ChatGPT.

Note, without the stated licenses, your customers can still access Copilot via Edge, but without the safety of the security features highlighted in 'Protection Mode'.

LICENSE OPTIONS TO START USING AI

Teams Premium

Teams Premium is an ideal way for SMBs to explore the time and money saving benefits of AI, specifically in Microsoft Teams, including:

- More personalised and intelligent meetings with intelligent recaps, summaries and actions
- Live captions during meetings and live events
- Customisable meeting backgrounds
- Real-time translation
- Enhanced protection for meetings, ensuring confidential discussions remain private and secure
- Advanced virtual appointments
- SMS notifications to keep participants informed
- High-quality webinars and large-scale town halls are hosted professionally
- Advanced Management and Reporting Capabilities for IT.

View the full Teams Premium feature list [here](#)

Teams Premium is an add-on subscription for commercial and nonprofit users licensed for Microsoft Teams. It can be purchased on an annual subscription paid monthly, or monthly subscription. A 30-day free trial is available for up to 25 users, allowing your customers to try out its features for themselves before committing.

Required License: Any Teams license.

Cost: Monthly subscriptions are £8.30 per license per month.

Annual subscriptions are currently on offer at £5.80 per month, 30% off the standard price, until 30th June 2024.

Microsoft 365 Copilot

The whole package, with AI capabilities across the full Microsoft 365 workspace: Teams, Word, Excel, PowerPoint, and Outlook.

SMB teams often find themselves juggling many tasks, like customer communication, budget management, and administrative tasks. Copilot can help to reduce the time it takes to complete such tasks, giving SMB teams valuable time back, to focus on what matters most to them.

We've got a host of useful Microsoft 365 Copilot resources, here are some select resources showing specific Copilot SMB benefits:

- [Job role specific case studies], show how different team members can use Copilot to streamline their day-to-day tasks.
- [Uses by Microsoft 365 App], shows the features of Microsoft 365 Copilot by workspace.

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- Microsoft 365 A3 or A5 for faculty and higher ed students

Cost: £24.70 per license per month, purchased annually and paid upfront (£296.40). Unlike Teams Premium, there's no free trial for Microsoft 365 Copilot. However, there's also no minimum license requirement, meaning you can add as little as one license within your customers' organisation, for individual trial before rolling out to further users.

NEXT STEPS

1. Getting Ready:

Preparation is key for Microsoft 365 Copilot. [View the full guide to getting you and your customers ready.](#)

2. More info:

For more Copilot resources click here, or to speak to our expert team call **03304 333 888.**

3. Buy now:

Access the licenses required quickly and easily in our [Cloud Market](#) portal.