



## An Opportunity for MSPs to Engage New Business

Sustaining competitive pace in an anytime, anywhere workplace world demands seamless collaboration solutions. Microsoft Teams Essentials ensures MSPs can deliver, at a price that gets the conversation started with even the smallest customer.

### 66% of leaders

say their company is considering redesigning office space for hybrid work

## Why your customers will love Teams Essentials

**Instant Meetings | Chat & Collaboration | Office & Storage**

Teams Essentials gives your customers the power of Microsoft Teams at an affordable price, with access to mobile and web versions of Office apps and the flexibility to use their existing email and calendar services.



### Your optimum Teams Essentials customer:

- Available to businesses with 1-300 employees
- Optimum client is the small business <25 employees
- Using on-prem Office and/or Exchange, Google Mail or similar products
- Making access decisions due to affordability
- Lacking or under-resourced with internal IT applications infrastructure skills.



### MSPs can position the advantages of Microsoft Teams Essentials for small business:

- Formalised and standardised communications technologies
- Reduced subscription costs and management overheads
- Improved file sharing for better internal and external collaboration
- Simplified management of users, devices, and security
- Competing with a professional customer-facing brand and superior experience
- Supporting different employee workstyles for greater productivity.



## Working together is easier – with Microsoft Teams Essentials

Connect | Collaborate | Focus

		Teams Essentials	Business Basic	Business Standard	Business Premium
	<b>Seat Cap</b>	300	300	300	300
<b>Core Teams Experience</b>	Unlimited Chat	•	•	•	•
	1:1 calls/meetings & screen sharing	•	•	•	•
	Group meetings (3+ attendees)	•	•	•	•
	Group Meeting Participants	300	300	300	300
	Meeting duration	30 hrs.	30 hrs.	30 hrs.	30 hrs.
	3rd Party Teams Integrations	•	•	•	•
<b>Office</b>	Web & Mobile Microsoft 365 Apps	•	•	•	•
	Desktop Microsoft 365 Apps			•	•
<b>Productivity</b>	File & document cloud storage (per user)	10 GB	1 TB	1 TB	1 TB
	Email		50 GB	50 GB	50 GB
	Yammer, Planner, Stream		•	•	•
<b>Security</b>	Advanced Security (e.g. DLP, IP, CA)				•
<b>Add-ons</b>	Ability to add-on offers like phone system	•	•	•	•

### Ready to get started?

[Download the Microsoft Teams Essentials MSP Tool Kit](#)

### Want to know more?

Get in touch with your account manager at rhipe today.