End of Support: un'opportunità per Microsoft 365

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Agenda

- Un annuncio importante
- Cos'è la "fine del supporto" e che impatti può avere?
- Vantaggi di Microsoft 365 Apps* ~~Office 365 ProPlus/Business~~ rispetto a Office 2010, 2016, 2019
- Risorse per voi e per i clienti

*nuovo nome

An important announcement

Microsoft 365 for business
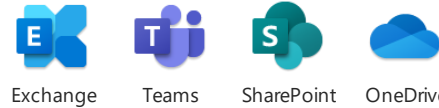
New name, same great value, same price.

Office 365 Business **Essentials**

Cloud services

→ Microsoft 365 Business **Basic**

Cloud services

Exchange   Teams   SharePoint   OneDrive

Office 365 Business **Premium**

Cloud services and desktop apps

→ Microsoft 365 Business **Standard**

Cloud services and desktop apps

Exchange   Teams   SharePoint   OneDrive   Outlook   Word   Excel   PowerPoint   Publisher   Access
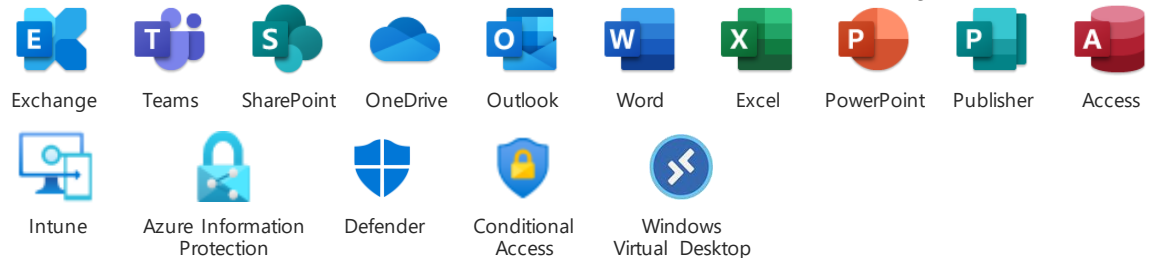
Microsoft 365 **Business**

Cloud services, desktop apps, and advanced security

→ Microsoft 365 Business **Premium**

Cloud services, desktop apps, and advanced security

Exchange   Teams   SharePoint   OneDrive   Outlook   Word   Excel   PowerPoint   Publisher   Access

Intune   Azure Information Protection   Defender   Conditional Access   Windows Virtual Desktop

Effective on April 21st, 2020

Microsoft 365 Apps

New name, same great value, same price.

Office 365 ProPlus
Desktop Apps

→

Microsoft 365 Apps for Enterprise

Desktop apps

Outlook   Word   Excel   PowerPoint   Publisher   Access   Teams   OneDrive   SharePoint

Office 365 Business
Desktop Apps

→

Microsoft 365 Apps for Business

Desktop apps

Outlook   Word   Excel   PowerPoint   Publisher   Access   OneDrive

Effective on April 21st, 2020

What is End of Support?

Every product has a lifecycle. It begins when the product is released and ends when the product is no longer supported.

When Windows 7 and Office 2010 reach end of support, they will continue to work but new security and feature updates will stop. Moving to supported software will help keep customers' business and employees productive, **secure and compliant**.

Windows 7 End of Support

PCs running Windows 7 after **January 14, 2020** should not be considered protected.

It is important that customers migrate to a current supported operating system such as Windows 10 so they can receive regular security updates to help protect their devices from malicious attacks.

Remember Microsoft 365 Business includes a free upgrade to Windows 10 Pro from Windows 7 and 8.1 Pro
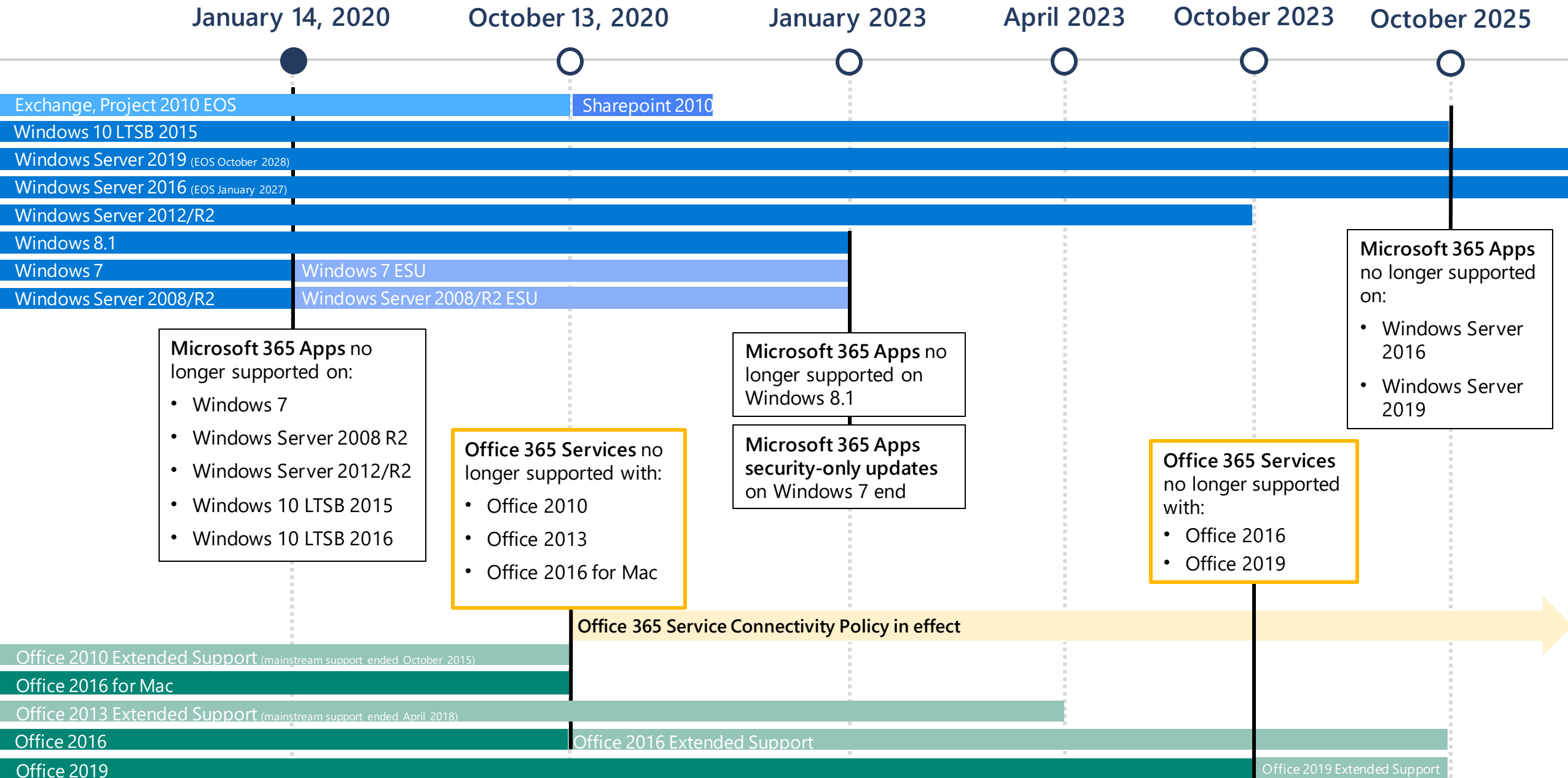
Office 2010 End of Support

Computers running Office 2010 after **October 13, 2020** should not be considered protected.

Office 2010 will have no additional feature or security updates. To receive support and updates, customers will need to upgrade their software and their best option is to shift to Office 365.

Learn more at https://support.microsoft.com/en-us/help/4527875

Recent & upcoming end of support milestones

January 14, 2020	October 13, 2020	January 2023	April 2023	October 2023	October 2025

Exchange, Project 2010 EOS

Sharepoint 2010

Windows 10 LTSB 2015

Windows Server 2019 (EOS October 2028)

Windows Server 2016 (EOS January 2027)

Windows Server 2012/R2

Windows 8.1

Windows 7

Windows 7 ESU

Windows Server 2008/R2

Windows Server 2008/R2 ESU

Microsoft 365 Apps no longer supported on:
- Windows 7
- Windows Server 2008 R2
- Windows Server 2012/R2
- Windows 10 LTSB 2015
- Windows 10 LTSB 2016

Office 365 Services no longer supported with:
- Office 2010
- Office 2013
- Office 2016 for Mac

Microsoft 365 Apps no longer supported on Windows 8.1

Microsoft 365 Apps security-only updates on Windows 7 end

Microsoft 365 Apps no longer supported on:
- Windows Server 2016
- Windows Server 2019

Office 365 Services no longer supported with:
- Office 2016
- Office 2019

Office 365 Service Connectivity Policy in effect

Office 2010 Extended Support (mainstream support ended October 2015)

Office 2016 for Mac

Office 2013 Extended Support (mainstream support ended April 2018)

Office 2016

Office 2016 Extended Support

Office 2019

Office 2019 Extended Support

WINDOWS 7 End of Support

No new features

No security updates

No support

LAST RESOURCE: WINDOWS 7 Extended Security Updates (ESU)

- Available since April 2019 on EA/EAS and since December 2, 2019, through the Cloud Solution Provider (CSP) program

- The Windows 7 ESU is a yearly sku, sold on a per-device basis with the price increasing each year.

- Customers can work with their partners to get the security they need while they make their way to Windows 10.

- ESU ≠ Extended Support for Windows 7. We are offering extended security updates for Windows 7. Security Updates only, not support.

https://support.microsoft.com/en-us/help/4527873

Office 2010

June 15, 2010

What was introduced with Office 2010?

A universal, customizable Ribbon interface across all Office apps

Protected View across all apps to protect you from malicious code

Sparklines for Excel 2010

Conversation View in Outlook 2010

Section Breaks for PowerPoint 2010

October 13, 2020

End of support

Office 2010

Office 2016 for Mac

Note: there will be no ESU offer for Office 2010 or Office 2016 for Mac.

Policy change

Office 365 Service Connectivity Policy

Requires Microsoft 365 Apps or Office perpetual versions in mainstream support for connectivity support to Office 365 services

Impact on Office 365

Office 365 services (e.g. Exchange Online, OneDrive, SharePoint Online) no longer supported with Office 2010, Office 2016 for Mac, or Office 2013 (in extended support)

Time to shift to a Modern Desktop
with Microsoft 365 E3/E5 or Business

A modern desktop running Windows 10 and Office 365 gives you the most productive, most secure experience, helping you save money and gain peace of mind.

Most productive

Get the latest Office apps and features in Windows to maximize your productivity.

Most secure

Help protect your company against external threats and leaks with built-in security and compliance tools.

Lowest cost

Easy to set up and manage your users, devices, and data, giving you time back.

"Perchè dovrei passare a Microsoft 365 Apps? Cosa mi permetterebbe di fare che non posso già fare oggi con Office 2010?"

Microsoft 365 Apps

Enable new ways of working across your organization

Work together in real time, from anywhere

Craft compelling content and get more done with AI-enabled features

Remove accessibility barriers and unlock potential across the organization

Better protect your information and identities, detect threats earlier, and adhere to compliance standards
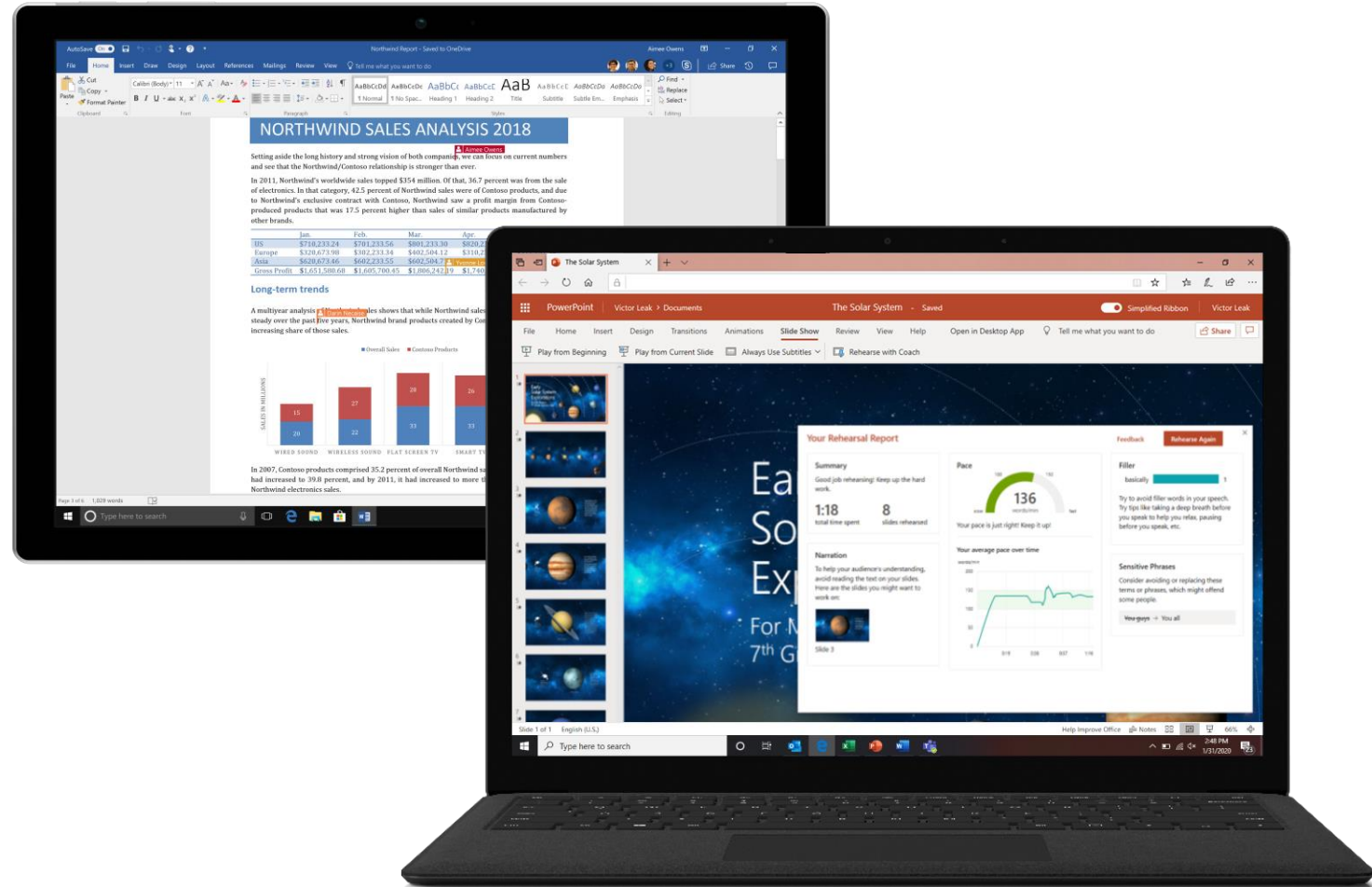
Enable teamwork and collaboration

When working with your team, the last thing you want to do is wait for feedback via email and compile changes across multiple offline versions of a document. Here's what Microsoft 365 Apps can do for you beyond Office 2010:

Work together in real time

Multiple people can **edit documents together simultaneously**, from virtually anywhere with document sharing and coauthoring across apps

Microsoft Teams integration

Microsoft Teams integration creates a hub to bring your workforce together, bringing conversations, files, and tools together in one place to help them communicate and work without barriers

Multiple devices

With **5 device installations per user** across PC, tablet, and mobile, your workforce can always be in the loop no matter where they are
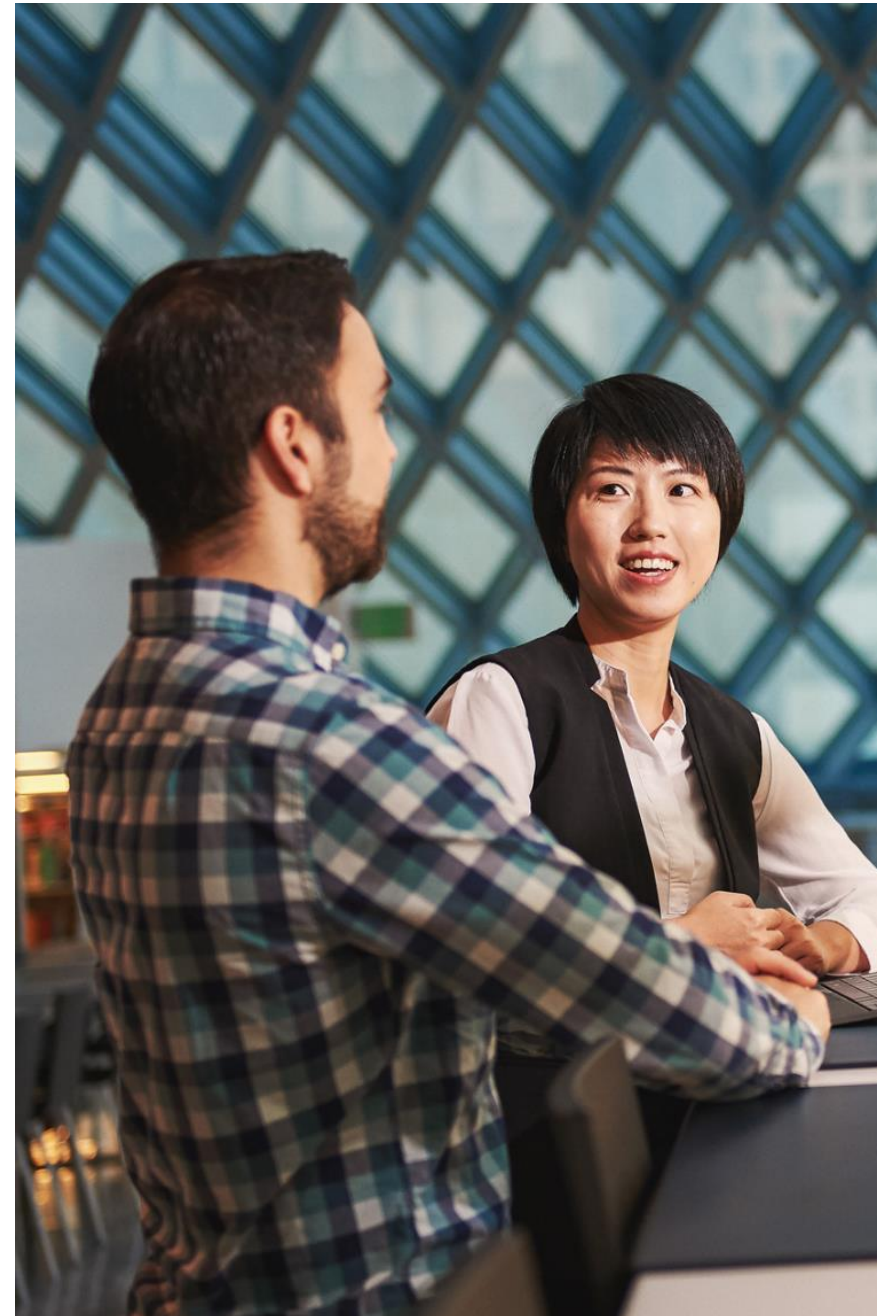
Enable productivity with anywhere access

Microsoft 365 Apps enables seamless creation and collaboration from anywhere, not just at your desk. These capabilities have enabled customers like [Carpool](#) to move to a 100% mobile workforce.

"With Microsoft 365 Apps, you have **a digital environment that allows you to track what your people are working on**. There are **huge savings opportunities** in shifting to a digital office."

Office mobile apps

Integration with the **Office mobile apps** allows you to work on your PC, on your phone, or on your tablet, and you'll always be in sync

Version management

Built-in version tracking, coupled with new Cloud backup options on Microsoft 365 cloud locations, mean you never lose work

Create on the go

Sketched shapes, new insertable icons, and stylus input support help you create with ease on any device

Enable your entire team

Microsoft 365 Apps enables all your team members better than before with integrated accessibility features beyond what was in Office 2010, to bring productivity to all:

New & improved features

Dictation capabilities integrated into your apps enable hands-free writing

Learning Tools designed to aid focus and make reading on a device comfortable for everyone to enhance productivity

Live Captions & Subtitles in PowerPoint make Office accessible to all

Search helps you find everything you need to be productive without missing a beat

Accessibility Checker scans your documents to find and explain potential accessibility issues

"Considerando la fine del supporto, preferisco passare ad una versione successiva di Office on-premise che mi garantisca ancora anni di supporto, come la 2016 o 2019."

October 2023

October 2025

Impact on Office 365

Office 365 services (e.g. Exchange Online, OneDrive, SharePoint Online) no longer supported with **Office 2016** or **Office 2019**

End of support

Office 2016

Office 2019

Microsoft 365 Apps is your last deployment ever!

Why Microsoft 365 Apps?

As a perpetual version, Office 2016 & 2019 will have the following gaps

Office 2016/2019 Perpetual		Microsoft 365 Apps
One PC	→	Per user
Static features, frozen in time	→	Better every month
Finite lifespan, will lose support	→	Always supported
	+	Real-time collaboration
	+	Enhanced security
	+	Mobile + PC + Mac + web
	+	AI-powered creativity
	+	Data to AI-based Insights
	+	1TB OneDrive storage
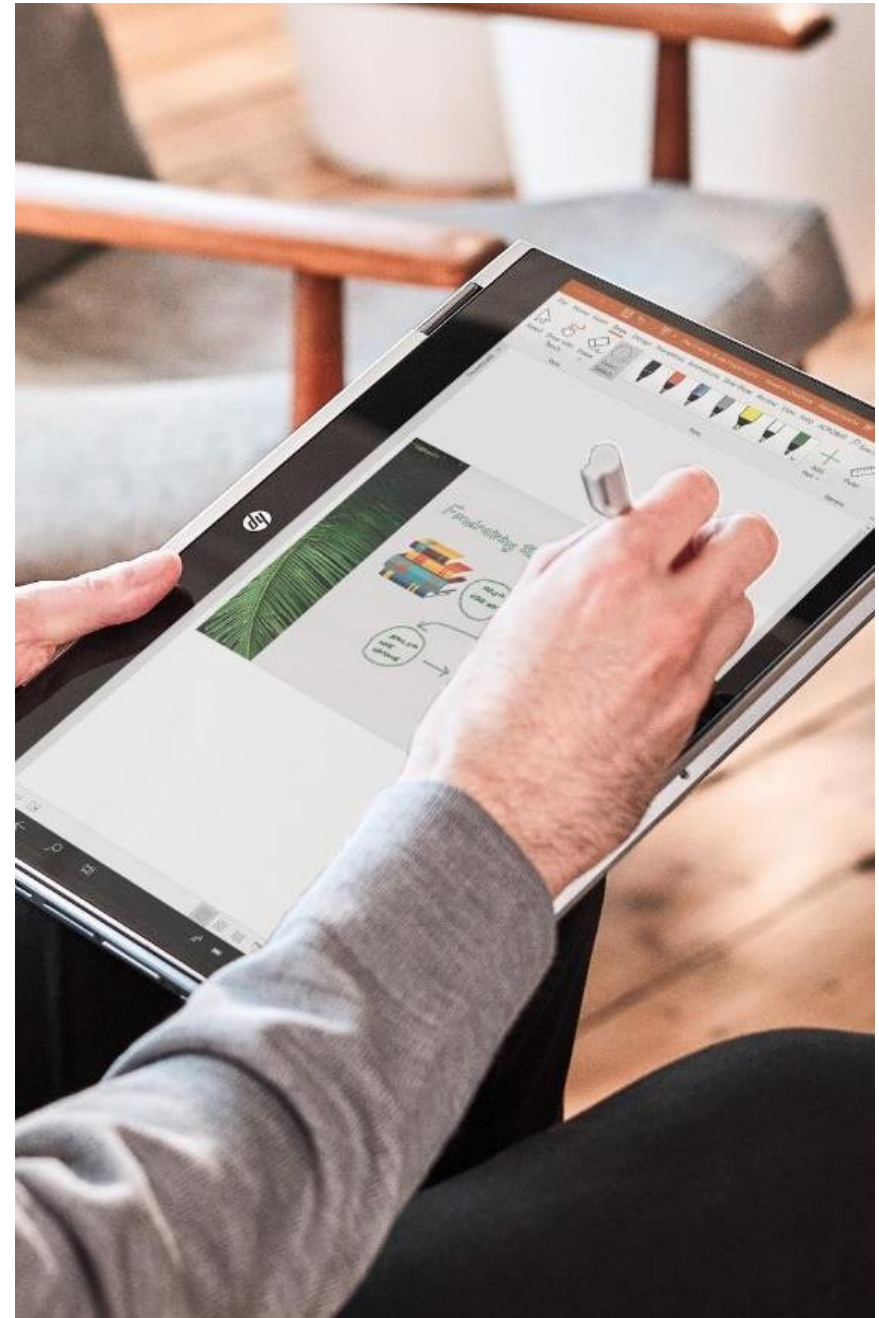
Detailed Office comparison

	Office 2010	Office 2016	Microsoft 365 Apps
Collaboration			
Font Embedding	●	●	●
Real-time co-authoring		●[1]	●
Version History		●	●
Threaded Comments in Word, Excel, PowerPoint		●[2]	●
Save to Cloud		●	●
Online Versions			●
Improved Inking Functionality			●
Black Theme/Focus Mode			●
Microsoft Teams Integration			●
Insights & AI			
Pivot chart data connected to Pivot tables	●	●	●
Smart Lookup		●	●
Flash Fill		●	●
Designer (including branded templates)			●
Presenter Coach			●
Live Captions & Subtitles in PowerPoint			●
Sheet View in Excel			●
Ideas in Excel			●
Recommended Documents			●
Cloud value			
Groups			●
Office Deployment Tool			●
Roaming Documents & Settings			●
1 TB OneDrive for Business			●
Security			
EOP Anti-Spam and Anti-Malware	●	●	●
Multi-Factor Authentication		●	●
Security Policy Advisor			●
Create IRM[3]			●
Data Loss Prevention[3]			●[4]
Native Labeling for Sensitive Files			●
Runtime Scanning of VBA Macros			●
Office Cloud Policy Service			●

[1] Available only in Word with files saved to SharePoint Online or OneDrive. [2] Available in Word and PowerPoint only. [3] The suites provide different levels of integration with business productivity servers [4] Requires additional online service(s)
Note: This is not an exhaustive list of features or differences between Office 2010, Office 2016, and Microsoft 365 Apps.

Microsoft 365 Apps vs Office 2019

Features in **ProPlus** that are NOT in Office 2019

Most Productive

Realtime co-auth

@mentions in WXP

Office 365 groups

Editor

Tap

Designer

Researcher

*Insights in Excel

*Data Types

Most Secure

ATP in WXP

Office 365 Message Encryption

*Office Enterprise Protection

Lowest TCO

Shared computer licensing

Language packs included

FastTrack Options

Intune integration

Microsoft 365 Apps
Gets better with each release and is always supported

Spring 2017

- ATP Safe Attachments
- ATP Safe Links
- Block "Run Programs" in PowerPoint
- Use SVG images in Excel and PowerPoint
- A new digital writing assistant
- Collaborate on attachments in real time
- Create Precise Ink Shapes
- Easily select and manipulate objects
- Edit with natural pen gestures
- Improve Reading with Learning Tools
- Ink replay
- Insert 3D Models to See All the Angles
- Insert and Edit Icons
- Maps
- Mini-previews for attached photos
- Shared with Me
- Tap finds the content you need, for easy reuse
- While you were away
- Word Saves For You
- Collaborative, Real-Time Editing
- Designer turns bullets into compelling visuals
- Designer transforms more types of slides
- Keep control over your attachments
- Enhanced data import functionality
- Know before you share
- Large Number (bigint) support
- Personalize the default PivotTable layout
- Quick access to superscript and subscript
- Quickly access the groups you use most
- Use your pen to select and change objects
- Make diagrams from Excel data
- Editor: Enhanced writing assistance
- PowerPoint Designer
- View and restore changes in shared Word, Excel, PPT

Fall 2017

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Spring 2018

- Advanced eDiscovery
- Compliance Manager
- Compliance Score
- Secure Score
- Use Read Aloud to listen to your email
- Translator
- 3D animations
- Ask your audience with a quiz or survey
- Chat with co-authors while you edit
- Data Visualizer audit template
- Find and fix relevant proofing issues
- Insights in Excel
- Sort your email with ease
- Sprint management just got easier
- Type hands-free
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- Keep your Visio diagram and Excel data in sync
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Fall 2018

- Policy Tips in Word, Excel, PPT
- Block Flash, Silverlight, Shockwave Controls
- Excel DDE and Excel IQY/DBF
- Easy editing in the formula bar
- Learn with the new Office Training Center
- Export to 4K video
- Export process diagrams to Word
- Info about people and groups—at a glance
- New Ink Effects
- Refresh, relink, or remove linked tables
- Run a slide show with your digital pen
- Stay organized with Recent save locations
- Stock quotes at your fingertips
- Advanced eDiscovery
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Spring 2019

- Control Flow Guard
- Office VBA AMSI Integration
- Collaborative editing in Excel
- Set files to open as read-only in Excel and PPT
- Title your slides with a pen in PPT
- Convert your ink to text and shapes in PPT
- Manage profiles from the profile picker in Outlook
- Built in alt text functionality in Outlook messages
- Outlook add-in warnings
- Mark deleted items as read in Outlook
- View three time zones in Outlook
- AutoSave for cloud files enabled by default
- Policy Tips in Word, Excel, PPT
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Fall 2019

- ATP Safe Links for Word, Excel, PPT
- ATP Safe Links for Microsoft Teams
- Application Guard
- Security baseline
- Security Policy Advisor
- Sensitivity Labels
- See the URL behind Safe Links
- Collaborate with comments in Excel
- Reveal what's behind a picture
- Join Teams meetings from the Outlook Reminders dialog
- See the URL behind Safe Links
- Use Read Aloud to listen to your email
- Type hands-free
- Publish to Microsoft Stream
- Write your best CV or resume with help from LinkedIn
- Microsoft Teams installed by default with new installs
- Control Flow Guard
- Office VBA AMSI Integration
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Timeline: Spring 2017 | Fall 2017 | Spring 2018 | Fall 2018 | Spring 2019 | Fall 2019

Benefits of moving to Microsoft 365 Apps from Office 2010

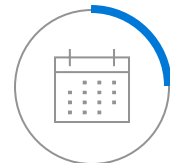| Benefits breakdown	Office 365 ProPlus
Collaboration tools	$6.4M
Mobile, web access	$6.4M
Licensing	$290K
Trip costs avoided	$105K
Infrastructure costs savings	$2M
IT admin cost savings	$143K

1.5 hours saved per week
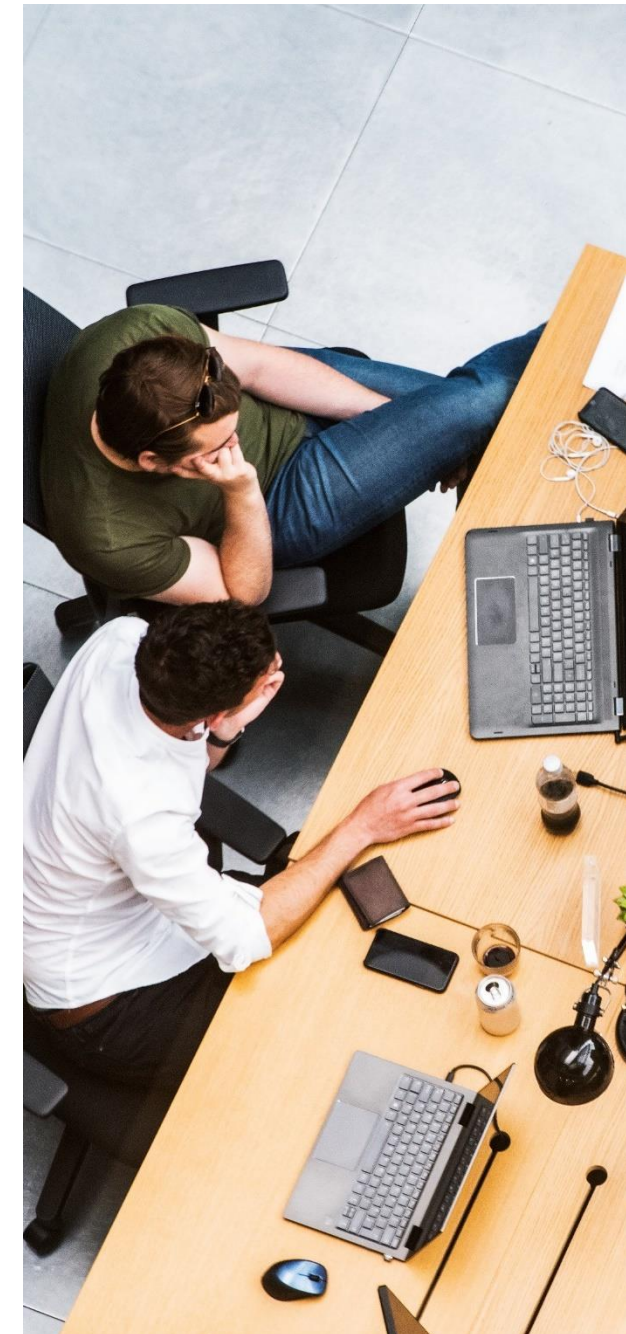
127% return on investment

16-month payback period

2.5 hours productivity gained via mobile access to apps

" **Organizations of 5,000 seats gained benefits on average of $15.2 million by moving to Microsoft 365 Apps from Office 2010.**

How to move forward

Make the shift

Upgrade to Windows 10 and Office 365 ProPlus for a more secure experience

Secure your devices

Help keep Windows 7 devices secure with Extended Security Updates (ESU) and Microsoft 365 Apps security updates

We're here to help

FastTrack

New! Guidance to deploy Windows 10 and Microsoft 365 Apps and keep them up-to-date

Learn more | Request assistance

Desktop App Assure

Complete Windows 10 and Microsoft 365 Apps app compatibility confidence

Learn more

Deployment planning and compatibility tools

Full desktop analytics, Configuration Manager, Readiness toolkit for Office   Learn more

Microsoft 365 Deployment Center

Microsoft 365 deployment and servicing documentation

Learn more

Next steps & resources

Microsoft 365 Technical Readiness Hub

https://www.microsoft.com/microsoft-365/partners/tech-hub

Activate trials from Admin portal

How to activate a trial from the Admin Center:

1. Log in with tenant admin credentials
2. Go to Admin Center
3. Click Purchase Services
4. Find and click on the product to trial (Tip: use search)
5. Click on "Get free trial"
6. Confirm by clicking "Try now"

If you cannot see the "Get free trial" button, the product may not be trialed on the tenant.

Resources and next steps for your customers

Dive deeper into Microsoft 365 Apps products and solutions

· [Get training on the latest features](#), and [take a Guided Tour of Microsoft 365 Apps](#) - Explains the value of Microsoft 365 Apps
· Combined with Windows 10, [learn about what's possible for your organization](#)

Drive successful adoption

Documents, videos, cheat sheets, guides and more to help end users get the most from Microsoft 365 Apps when it rolls out:

• [Microsoft 365 Adoption Guide and Adoption Planning Workbook](#)
• [Office 365 cheat sheets](#) - PDF Quick start guides for all the Microsoft 365 Apps apps
• [Office 365 training videos](#) - a Series of short videos introducing users to Microsoft 365 Apps
• [Microsoft 365 Apps Help Center](#) - end user training on all Office products
• [Office apps quick start guides](#) - Quick video guides to all the Microsoft 365 Apps products
• [Office features tips and tricks](#) - 1 min tips and tricks to be more productive

For follow up Technical conversations to provide all the guidance they need to deploy

• IT Pro technical adoption info - https://aka.ms/deployopp
• And how to [Request assistance from FastTrack](#)
• Explore the different [IT Pro Learning Paths](#) to learn about deploying and managing your productivity tools
• [What's new in Office deployment for IT Pros](#)
• [Overview of the Office cloud policy service](#)
• [Overview of the Office Customization Tool](#)
• [Assess your environment and requirements for deploying Microsoft 365 Apps](#)
• [Plan your enterprise deployment of Microsoft 365 Apps](#)
• [Remove existing MSI versions of Office when upgrading to Microsoft 365 Apps](#)
• [Use the Readiness Toolkit to assess application compatibility for Microsoft 365 Apps](#)
• [Microsoft FastTrack for Office](#)

Microsoft

Thank you.