

Quarterly Microsoft Updates Webinar: July 2026

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Opkalla:

Your Microsoft
CSP



Opkalla Microsoft Designations.



Modern Work

Specialist

Adoption and Change
Management

Teamwork Deployment



Security



Infrastructure
Azure



Data & AI
Azure

Opkalla Microsoft Certifications.



Agenda.

1. **Microsoft Licensing and Product Updates**
2. **Copilot Licensing Updates**
3. **Copilot Chat (Basic) versus Copilot (Premium)**

Microsoft Licensing & Product Updates.



Important **Product Rollouts & Changes** For Q3 2026.

1. Microsoft Price Increase Review
2. Microsoft 365 E7 – The Frontier Suite
3. Introducing Agent 365
4. Copilot Cowork (Frontier)
5. Hidden Copilot Costs / Credits
6. Copilot Chat (Basic) vs M365 Copilot (Basic/Premium)
7. Teams Enterprise/Premium Updates

Microsoft Pricing and Functionality Updates.

Microsoft has recently announced a price increase to all Suites as of July 1, 2026.

First, the Bad News

#1

Prices are increasing 5%-35% across the board, depending on the SKU. F1 through E5 - everything gets hit.

#2

This stacks on top of the removal of waterfall discounts on Enterprise Agreements, which means a compounding effect at your next renewal for EA customers.

#3

Changes go into effect on July 1st, 2026, and will not affect existing customers until their next renewal.

Microsoft Pricing and Functionality Updates.

Microsoft has recently announced a price increase to all Suites as of July 1, 2026.

Now, the Good News

#1

Microsoft didn't just raise prices - they added value to their base suites.

#2

50+ GB of mailbox storage added to the SMB plans, which will be a solid quality-of-life boost.

#3

Defender for O365 P1 will be included in O365 E3 and M365 E3. This has been a long-standing customer ask and E3 customers will benefit immediately from the added protection.

#4

Advanced Intune features such as Remote Help and Intune P2 are being added to M365 E3 and E5, which effectively delivers most of the Intune suite by default.

#5

Security Copilot is now included in M365 E5. This will be impactful over time as organizations scale their AI and SecOps workflows.

Microsoft Price Increase Breakdown.

Microsoft 365 Suite

Business Basic

Business Standard

Business Premium

Office 365 E1

Office 365 E3

Microsoft 365 E3

Microsoft 365 E5

Microsoft 365 F1

Microsoft 365 F3

Current list
price

List price as of
July 1, 2026

\$6

\$7

\$12.50

\$14

\$22

\$22

\$10

\$10

\$23

\$26

\$36

\$39

\$57

\$60

\$2.25

\$3

\$8

\$10

Microsoft **Functionality** Updates.

New capabilities coming in 2026	Business Basic	Business Standard	Business Premium	Office 365 E1	Office 365 E3	Microsoft 365 E3	Microsoft 365 E5
	Lightweight web and mobile apps to kickstart your business.	Powerful web, mobile, and desktop apps to run your business.	Everything your business needs to be more productive and secure.	Lightweight web and mobile apps, and basic security.	Powerful productivity apps, basic security, and identity management capabilities.	Powerful Productivity apps with enhanced security and compliance capabilities.	Best-in-class AI-powered productivity apps with advanced security, compliance, analytics, and AI readiness capabilities.
Copilot Chat enhancements	•	•	•	•	•	•	•
Security, management, and analytics for Copilot Chat	•	•	•	•	•	•	•
URL checks in Outlook and Office apps (web and mobile)	•	•		•			
+50 GB email storage	•	•	•				
Microsoft Defender For Office P1					•	•	
Microsoft Intune Remote Help						•	•
Microsoft Intune Advanced Analytics						•	•
Microsoft Intune P2						•	•
Intune Endpoint Privilege Management							•
Intune Enterprise Application Management							•
Microsoft Cloud PKI							•
Microsoft Security Copilot							•

Introducing **Microsoft 365 E7.**

Microsoft has recently announced a new Frontier Suite.

Microsoft 365 E7 The Frontier Suite

General Availability May 1, 2026



Microsoft 365

Microsoft 365 E5
+
Entra Suite

Secure productive work



Microsoft 365
Copilot

AI built for work



Microsoft
Agent 365

Control plane for agents

Work IQ

Available with or without Teams

Microsoft 365 E7 Announcement

- May 1, 2026: Microsoft announced the release of M365 E7, The Frontier Suite
- This new SKU includes M365 Copilot, Entra Suite, and Microsoft Agent 365.
- Preliminary pricing is \$99.00 Per User Per Month and M365 E5 will be \$60.00 Per User Per Month
- Upgrades will be available. Opkalla will continue to update our customers as we learn more about the offering and how it will impact new purchases and renewal options.



Microsoft 365 E7 Price & Feature Breakdown.

Microsoft 365 E7: The Frontier Worker Suite

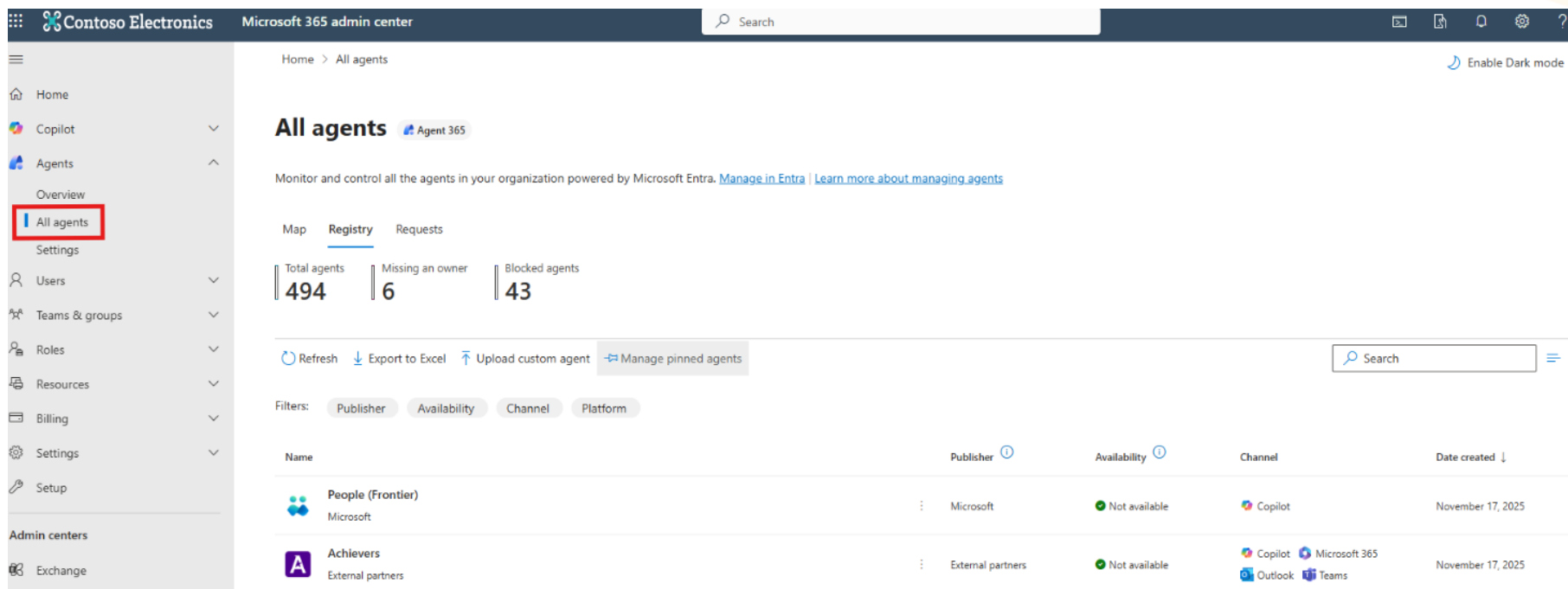
		 Microsoft 365 E5 (w/Teams)	 Microsoft Entra Suite	 Microsoft 365 Copilot	 Microsoft Agent 365	 Microsoft 365 E7 (w/Teams)
		\$60 ¹	\$12	\$30	\$15	\$99 ²
Productivity	Microsoft 365 apps: Create and refine work across the apps people know and love	•				•
	OneDrive & SharePoint: Share, manage, and collaborate on content across teams	•				•
	Teams: Meet, chat, and call	•				•
	Windows: Secure, manage, and run work across enterprise devices	•				•
	Teams Phone: Cloud-based phone system built into Teams	•				•
	Power BI Pro: Turn data into shared, actionable insights	•				•
Security & Compliance	Entra: Identity and access management	• P2	• Suite			• Suite
	Defender: Endpoint, email, identity, and cloud threat protection	•				•
	Purview: Data security and compliance (ex. information protection, DLP, insider risk)	•				•
	Intune: Endpoint and device management	•				•
AI	Copilot: AI built into core productivity apps and Teams	○		•		•
	Copilot Studio & Agent Builder: Build, deploy, and scale custom AI agents	○ Metered		•		•
	Agent flexibility: Choose from pre-built agent library or access 3P marketplace			•		•
	Work IQ: AI grounded in personal and work data (incl. 3P data via connectors)	○		•		•
Agent Management	Agent 365: Observe, monitor and manage agents in real time				•	•
	Agent 365: Govern agents throughout their lifecycle				•	•
	Agent 365: Secure and protect all agents across your enterprise				•	•

Introducing Agent 365.

Agent 365 is **Microsoft's control plane** for managing, securing and governing AI agents at scale. It provides a centralized platform for identity, lifecycle and access management of all AI agents published by your organization, developed by Microsoft, created by external developers or vendors and Frontier agents.

It is currently available through the Frontier program for organizations that have a Microsoft 365 Copilot license. However, effective May 1, Microsoft Agent 365 will be generally available for \$15/user/month.

To manage agents, sign into the Microsoft 365 admin center and go to **Agents > All agents**



Contoso Electronics Microsoft 365 admin center

Home > All agents

All agents Agent 365

Monitor and control all the agents in your organization powered by Microsoft Entra. [Manage in Entra](#) | [Learn more about managing agents](#)

Map Registry Requests

Total agents: 494 | Missing an owner: 6 | Blocked agents: 43

Refresh | Export to Excel | Upload custom agent | Manage pinned agents

Filters: Publisher Availability Channel Platform

Name	Publisher	Availability	Channel	Date created
 People (Frontier) Microsoft	Microsoft	Not available	Copilot	November 17, 2025
 Achievers External partners	External partners	Not available	Copilot, Microsoft 365, Outlook, Teams	November 17, 2025

Copilot Cowork (Frontier).

Copilot Cowork is a new agent-based capability within Microsoft 365 Copilot that is available through the Frontier Program.

It allows you to **delegate tasks** across Microsoft 365 apps. Instead of prompting Copilot in individual apps, you tell Cowork what you want to achieve, and it:

- Gathers context from your emails, meetings, chats, files, calendar, and data
- Builds a multi-step execution plan
- Works across Outlook, Teams, Word, Excel, PowerPoint, and SharePoint
- Runs tasks in the background
- Stops at checkpoints for review and approval

It's powered by **Work IQ**, which uses signals from Microsoft Graph so Cowork understands work relationships, priorities, and dependencies—much like a human assistant would.



Your Microsoft AI Cheat Sheet

	 Copilot	 Cowork	 Scout
What it is (in short)	Thinks with you. Your AI assistant inside Microsoft 365: it drafts, summarises, and automates using your emails, meetings, and files.	Works with you. The action layer inside M365: describe the outcome, it does the multi-step work across Outlook, Teams, and OneDrive, with your approval.	Acts for you. A fully autonomous desktop agent: it works across local files, your browser, developer tools, and M365, running in the background without supervision.
Best for	- Thinking, sparring partner - Research a topic (with Researcher pre-built agent) - Build simple AI assistants - Set up simple automations (e.g. daily digests)	- Delegating complex multi-app tasks (e.g. analyse data and create a slide deck) - Running recurring complex tasks with multiple steps - Consistent outputs (via Skills)	- Automating developer tasks (builds, tests, code review) - Parallel background research with sub-agents - Automating repetitive web and file management tasks
Ease of setup	★★★★★	★★★★☆	★★★☆☆
Ease of use	★★★★☆	★★★★☆	★★★☆☆
Task power	★★★☆☆	★★★★☆	★★★★★
Cost friendly	★★★★☆ \$30/user/month as an enterprise add-on on top of your existing M365 base licence. Predictable flat fee - no per-use surprises.	★★★☆☆ Requires an M365 Copilot licence plus usage-based billing via Copilot Credits. Cost can scale fast and might be hard to budget.	★★★☆☆ Microsoft has not officially confirmed Scout's full pricing. Most likely the most expensive and least predictable of the three.
Bottom line	The safest and easiest starting point: well-integrated and easy to use, but it assists rather than acts.	The most powerful M365-native option for real delegation, but cost can escalate quickly: monitor and evaluate.	The most capable of the three by a wide margin, but the setup barrier and preview status make it a tool for technical early adopters, not general business users.



Copilot Purchase Options.

1. **Pay-As-You Go (Paygo)** - Perfect for unpredictable or low-volume usage and getting started. No upfront purchase.
2. **Copilot Credit Capacity Packs** - For more predictable Copilot Credit usage. Copilot Credit Capacity packs are \$200 per month for 25,000 Copilot Credit. Buy them directly in the M365 admin center.
3. **M365 Copilot User License** - The Copilot Studio lite experience is included in the M365 Copilot license at \$30 per user/month, giving each licensed user access to build internal agents. Agents built for Microsoft Teams, SharePoint, and Microsoft 365 Copilot are included at no extra charge.

Now there are 3 ways to buy Copilot Credits

Copilot Credits are the universal currency to monetize agent usage across Microsoft Copilot Studio, Dynamics 365 first-party agents, and Copilot Chat¹.

	Pay-as-you-go (PAYG)	Copilot Credit capacity packs (MCS License)	[NEW] Pre Purchase Plan (P3)
Ideal For	Customers with no prior usage history	Customers with steady, predictable usage	Customers with larger or variable demand
Price	✓ \$0.01/message	✓ \$200 per pack ² /month/tenant	✓ Built-in tiered volume discount depending on the tier
Purchase Construct	✓ Pay-as-you-go (Monthly in arrear)	✓ License subscription (upfront)	✓ One-time Azure purchase (paid upfront)
Where to Purchase	✓ Transacted in Azure Portal (requires an Azure subscription)	✓ Purchased in Microsoft 365 Admin Center (MAC)	✓ Purchased in Azure Portal (requires an Azure subscription)
MACC Eligibility	✓ Eligible	✗ Not Eligible	✓ Eligible

¹ Microsoft reserves the right to update Copilot Credit eligible products.
² 25,000 Copilot Credits per pack.

How To Get Started.

For IT Admins:

1. Sign into the Microsoft 365 admin center and go to **Copilot > Settings > View all** then select **Copilot Frontier** and choose which users get access to the Frontier features.
2. Assign a Microsoft 365 Copilot license to your users that need access.

Home > Copilot settings

Copilot settings

Optimize View all

Manage user access to Copilot in different products and services.

Name	Description	Applies to
 Web search for Microsoft 365 Copilot and Microsoft 365 Copilot Chat	Provide Copilot with additional functionality by allowing access to web search.	 Microsoft 365 Copilot  Microsoft 365 Copilot Chat
 Recommendations for Microsoft 365 Copilot licensing	Choose whether admins can view recommendations for Copilot licenses.	 Microsoft 365 Copilot
 Pin Microsoft 365 Copilot apps to the Windows taskbar	Choose whether to pin the Microsoft 365 Copilot app and optional companion apps (such as People, File Search, and Calendar) to the user's Windows taskbar.	 Microsoft 365 Copilot  Windows  People  File Search  Calendar
 Opal (Frontier)	Choose which users in your organization can access Opal (Frontier).	 Microsoft 365 Copilot
 Microsoft Copilot for Security	Go to Microsoft Copilot for Security to manage these settings.	 Microsoft Copilot for Security
 Microsoft 365 Copilot self-service purchases	Control product trials and purchases to enable for end users in your organization.	 Microsoft 365 Copilot
 Microsoft 365 Copilot in admin centers	Choose whether admins can access Microsoft 365 Copilot within admin centers.	 Microsoft 365 Copilot
 Copilot video generation	Manage whether users can create generative AI videos with Copilot.	 Video content generated by AI across Microsoft 365
 Copilot pay-as-you-go billing	Set up pay-as-you-go billing for Copilot and related agents to pay only for what people in your organization use.	 Microsoft 365 Copilot Chat
 Copilot in Teams meetings	Go to the Microsoft Teams admin center to change how Copilot is used in meetings.	 Copilot in Microsoft Teams
 Copilot in Power Platform and Dynamics 365	Manage more settings related to Copilot and agents in Power Platform and Dynamics 365.	 Microsoft 365 Copilot
 Copilot in Bing, Edge, and Windows	Manage how your organization uses Copilot, your AI-powered chat for the web.	 Bing  Microsoft Edge  Windows
 Copilot image generation	Manage whether users can generate images with Copilot	 Designer integrations across Copilot
 Copilot Frontier	Enable exclusive early access program in your organization	 Microsoft 365 Copilot
 Copilot Custom Dictionary	Manage custom dictionaries for your organization.	 Copilot in Microsoft Teams  Microsoft Teams
 Copilot AI disclaimer	Choose how prominently the AI disclaimer is shown to users in Microsoft 365 Copilot.	 AI disclaimer font settings integrated across Microsoft 365
 AI providers operating as Microsoft subprocessors	Manage external AI providers that are Microsoft subprocessors	 Copilot Studio  Microsoft 365 Copilot  Microsoft 365
 Agents	Control how your users can create and use agents.	 Microsoft 365 Copilot

Turn on Frontier features

 You don't have permission to save changes. [Learn more](#)

The Frontier program gives your organization early, hands-on access to experimental and preview features for Microsoft. All Frontier features and agents are previews and might not be released to general availability.

To get the most out of the Frontier program, we recommend turning on preview features in web apps, desktop apps, and agents.

[Learn more about Copilot Frontier](#)

Web apps Desktop and mobile apps Agents

Allow users to access Frontier features in the web apps
Select which users get access to the Frontier program.

☐ No access

☐ All users

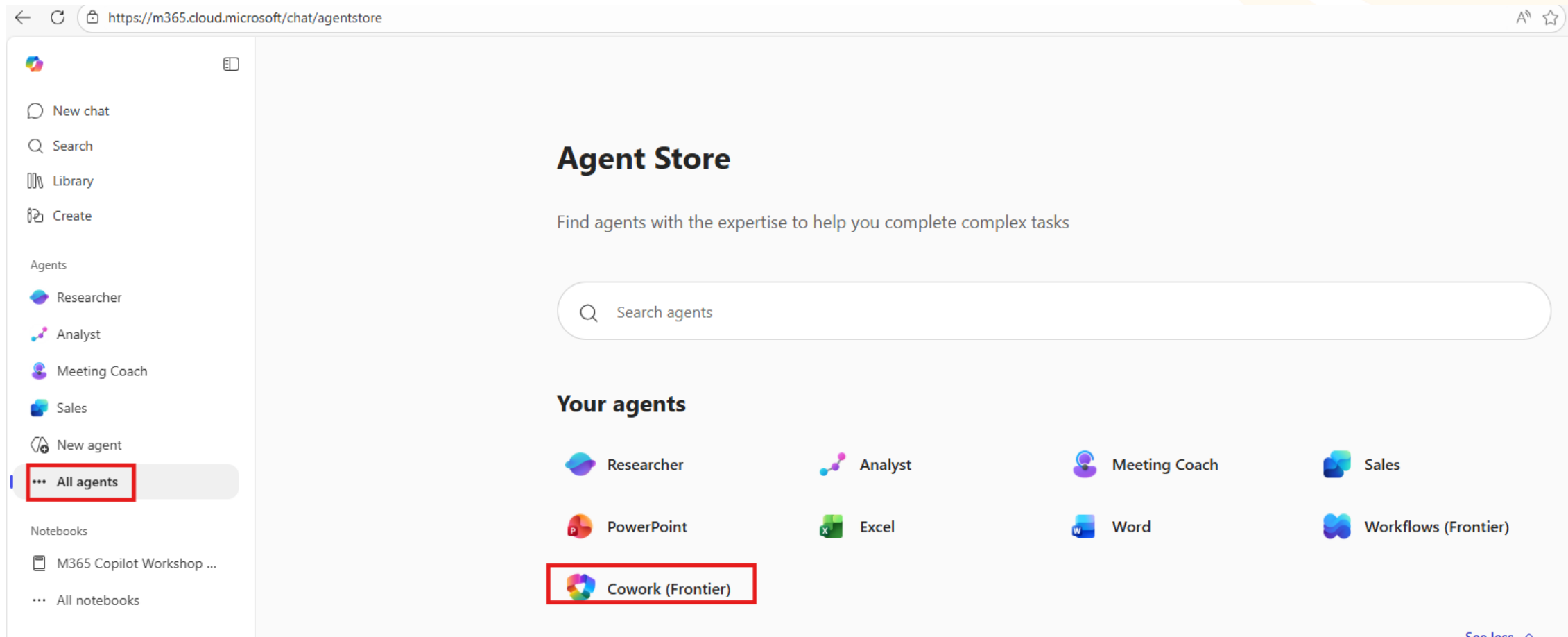
☒ Specific users

Select users

How To Get Started.

For Business Users:

1. Sign into m365.cloud.microsoft and go to **All agents**
2. From the Agent Store, select **Cowork (Frontier)**



The screenshot shows the Microsoft Agent Store interface in a web browser. The address bar displays the URL <https://m365.cloud.microsoft/chat/agentstore>. On the left sidebar, the 'All agents' option is highlighted with a red box. The main content area is titled 'Agent Store' and includes a search bar labeled 'Search agents'. Below the search bar, the section 'Your agents' displays a grid of available agents. The 'Cowork (Frontier)' agent is highlighted with a red box. Other agents visible include Researcher, Analyst, Meeting Coach, Sales, PowerPoint, Excel, Word, and Workflows (Frontier).

Agent Store

Find agents with the expertise to help you complete complex tasks

Search agents

Your agents

- Researcher
- Analyst
- Meeting Coach
- Sales
- PowerPoint
- Excel
- Word
- Workflows (Frontier)
- Cowork (Frontier)**

Copilot Chat (Basic) vs M365 Copilot (Basic/Premium).

Starting April 15, Copilot in-app experience will be removed from Word, Excel, PowerPoint and OneNote for **unlicensed users in large tenants more than 2000 users**. Copilot in Outlook will remain available and users can continue to access the Copilot Chat through the web/app. This experience will be labeled as "Copilot Chat (Basic)".

Small tenants below 2000 users will continue to have access to the in-app experience with Advanced reasoning but subject to Standard access without a paid license. This experience will be labeled as "M365 Copilot (Basic)".

Microsoft 365 Copilot licensed users will not experience any changes and will continue to have access to:

- In-app experience: Word, Excel, Outlook, Teams, OneNote and PowerPoint
- Advanced Reasoning
- Priority Model Access
- Agents (Researcher, Analyst, Sales, Service, Finance, Frontier)

This experience will be labeled as "M365 Copilot (Premium)"

Teams Premium/Enterprise Updates.

- As of April 1, 2026, Microsoft is updating Teams Premium, moving several advanced events features and select Microsoft Places features to the standard Teams Enterprise license.
- This may eliminate the need for Teams Premium for many customers. We recommend reviewing functionality needs within Teams to determine the best licensing path.
- Teams Premium Functionality includes the following:
 - **Intelligent Recap**
 - **Advanced Security and Personalized Branding**
 - **Virtual Appointments**
- Microsoft has reclassified Teams Premium licenses bought before April 1, 2026, as Legacy to maintain existing entitlements until your next renewal.

Key Changes Include:

- Advanced events capabilities for hosting large-scale events (up to 3,000 attendees for full interactivity and up to 10,000 attendees for view-only experience) are now included in Teams Enterprise licenses
- A new Teams Attendee Capacity Pack is now available for Teams Enterprise users to scale events up to 100,000 participants
- Microsoft Enterprise Content Delivery Network (eCDN) is now included with a Teams Enterprise license for improved playback quality
- Microsoft Places features such as Places Finder and Places Explorer are now available with licenses that include Microsoft Exchange (including Business Basic, Business Standard, Business Premium, Office 365 E1, E3 and E5, Microsoft 365 E3 and E5, and Exchange Online)

Questions?

Opkalla Support Satisfaction Survey.

Existing Opkalla Microsoft CSP Clients – We're Seeking Your Feedback!



One-question feedback survey.

Next Steps.

- Opkalla will follow up via email regarding Premium Support Plus and our Marketplace Offerings.
 - [90-Minute Tailored Copilot Workshop](#)
 - [Microsoft Product Adoption & Support \(MPAS\)](#)
 - [License Advisory & Analysis Offer](#)
- To start the Premium Support Plus conversation, contact microsoft@opkalla.com.
- For immediate support needs, contact support@opkalla.com.

You're Invited.

Use Code **MicrosoftLounge26** for your ticket, on us.



Thank you.

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