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Quarterly Microsoft Updates Webinar: October 15, 2026



Dan Hewson
Microsoft Adoption Specialist

Rachelle Berry
Senior Microsoft Solutions Specialist

Agenda.

1. Opkalla CSP Overview
2. Microsoft Licensing and Product Updates
3. Questions
4. Next Steps

Opkalla:

Your Microsoft CSP

Microsoft
Tier-1 Cloud Solutions Provider



Opkalla Microsoft Designations.

Microsoft Solutions Partner

AI Business Solutions

Specialist

Adoption and Change Management

Secure AI Productivity

Microsoft Solutions Partner

Security

Microsoft Solutions Partner

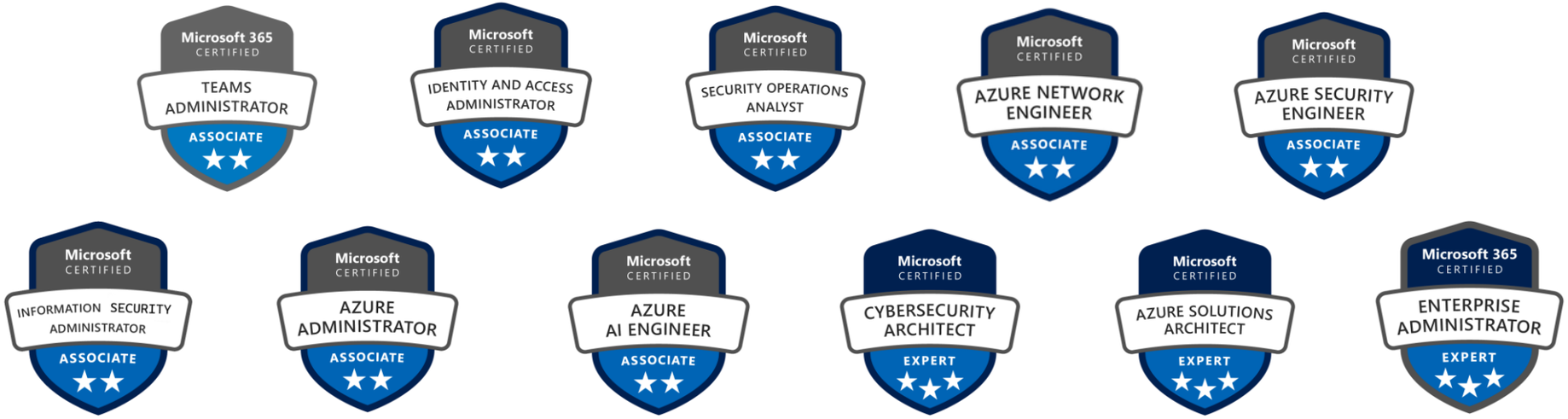
Cloud & AI Platforms

Microsoft Solutions Partner

Support Services

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Opkalla Microsoft Certifications.



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Microsoft Licensing & Product Updates.



Important Product Rollouts & Changes For Q4 2026.

1. Microsoft Price Increase Review
2. Microsoft 365 E7 – The Frontier Suite
3. OneDrive Extra File Storage – New SKU
4. Copilot Cowork Overview
5. Microsoft 365 Copilot/Copilot Business Updates
6. Extended Security Updates – SQL/Windows
7. Extended Security Updates – Windows 10

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Microsoft Price Increase Review.



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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.

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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.

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Microsoft Enterprise Suite Pricing Updates.

Enterprise suites

Suites with Teams Effective July 1, 2026		
SKU	% change	~~Old Price~~ New Price
Office 365 E1	--	$10.00
Office 365 E3	13%	~~$23.00~~ $26.00
Office 365 E5	8%	~~$38.00~~ $41.00
Microsoft 365 E3	8%	~~$36.00~~ $39.00
Microsoft 365 E5	5%	~~$57.00~~ $60.00

Suites without Teams Effective July 1, 2026		
SKU	% change	~~Old Price~~ New Price
Office 365 E1 (no Teams)	--	$6.79
Office 365 E3 (no Teams)	21%	~~$14.45~~ $17.45
Office 365 E5 (no Teams)	10%	~~$29.45~~ $32.45
Microsoft 365 E3 (no Teams)	11%	~~$27.45~~ $30.45
Microsoft 365 E5 (no Teams)	6%	~~$48.45~~ $51.45

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Microsoft Business Suite Pricing Updates.

Business suites

Suites with Teams Effective July 1, 2026		
SKU	% change	~~Old Price~~ New Price
Microsoft 365 Business Basic	16%	~~$6.00~~ $7.00
Microsoft 365 Business Standard	12%	~~$12.50~~ $14.00
Microsoft 365 Business Premium	--	$22.00

Suites without Teams Effective July 1, 2026		
SKU	% change	~~Old Price~~ New Price
Microsoft 365 Business Basic (no Teams)	23%	~~$4.40~~ $5.40
Microsoft 365 Business Standard (no Teams)	16%	~~$9.29~~ $10.79
Microsoft 365 Business Premium (no Teams)	--	$18.79

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Microsoft Frontline Suite Pricing Updates.

Frontline suites

Suites with Teams Effective July 1, 2026		
SKU	% change	~~Old Price~~ New Price
Microsoft 365 F1	33%	~~$2.25~~ $3.00
Microsoft 365 F3	25%	~~$8.00~~ $10.00

Suites without Teams Effective July 1, 2026		
SKU	% change	~~Old Price~~ New Price
Microsoft 365 F1 (no Teams)	43%	~~$1.75~~ $2.50
Microsoft 365 F3 (no Teams)	29%	~~$6.93~~ $8.93

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Microsoft Standalone Pricing Updates.

Standalone Components

Effective July 1, 2026

SKU	% change	~~Old Price~~ New Price
Purview Suite	--	$12.00
Windows E3	15%	~~$6.63~~ $7.63
Apps for Business	21%	~~$8.25~~ $10.00
Enterprise Mobility + Security (EMS) E3	13%	~~$10.60~~ $12.00
Entra Plan 1	16%	~~$6.00~~ $7.00
Windows Enterprise (per device)	31%	~~$5.85~~ $7.63

SKU	% change	~~Old Price~~ New Price
Defender Suite	--	$12.00
Windows E5	9%	~~$11.81~~ $12.81
Microsoft 365 Apps	17%	~~$12.00~~ $14.00
Enterprise Mobility + Security (EMS) E5	10%	~~$16.40~~ $18.00
Entra Plan 2	11%	~~$9.00~~ $10.00
Microsoft 365 Apps (per device)	17%	~~$36.00~~ $42.00

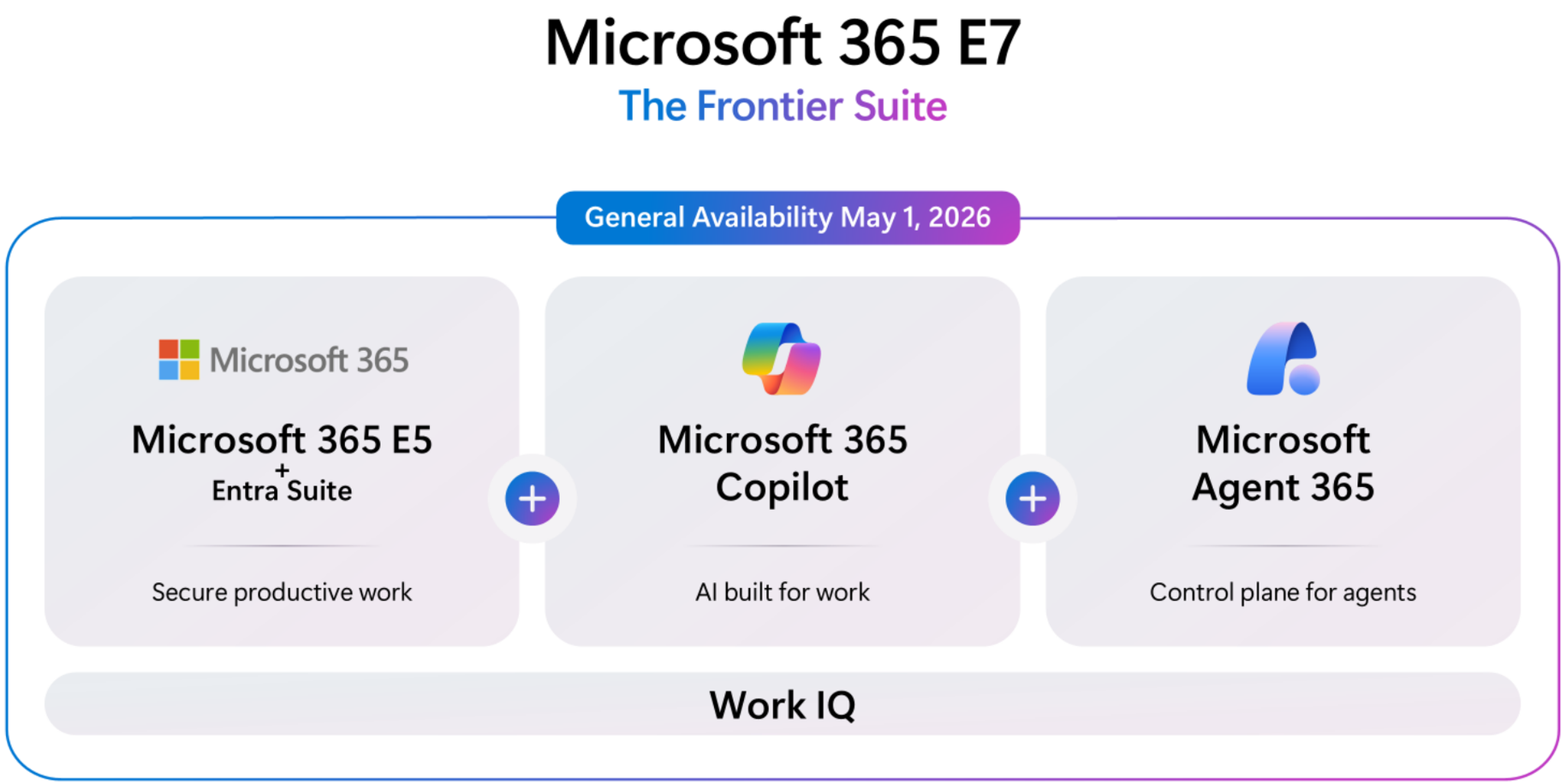
Microsoft 365 E7 — The Frontier Suite.



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Introducing Microsoft 365 E7.

Microsoft has recently announced a new Frontier Suite.



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.
- Retail pricing is $99/user/month (annual billing) and M365 E5 is $60/user/month (annual billing)
- Upgrades will be available. Reach out to Opkalla to learn more about the offering and how it will impact new purchases and renewal options.



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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				●	●

1: $51.45 w/o Teams | 2. $90.45 w/o Teams

OneDrive Extra File Storage – New SKU.



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OneDrive Extra Storage.

- A new per-user OneDrive capacity add-on, added June 1, 2026. It is sold as fixed packs (100 GB, 500 GB, and 1–6 TB) on top of the user's existing OneDrive license.
- Assign a pack to a licensed user like any add-on. Packs can't be split across users, and total OneDrive storage tops out at 25 TB per user.
- Why it matters now: Microsoft is removing legacy quota increases above 5 TB for E3/E5 users, rolling out November 2026 through February 2027. Users over quota can go read-only.
- Alternative: OneDrive pay-as-you-go storage, billed through an Azure subscription for usage above quota only. It is in preview, with GA expected November–December 2026.

At a Glance:

- Product: OneDrive Extra Storage (ID CFQ7TTBZTMB1), bought in the Microsoft 365 admin center Marketplace
- Sizes: 100 GB, 500 GB, then 1 TB to 6 TB in 1 TB steps
- List price: about $0.24/GB/month (1 TB ≈ $240/month)
- Not the same as Office 365 Extra File Storage, which is pooled tenant storage for SharePoint
- Versus pay-as-you-go: fixed packs per user, rather than metered billing (about $0.20/GB) with an Azure subscription

Copilot Cowork Overview.



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Copilot Cowork Overview.

- Copilot Cowork is Microsoft's AI teammate: describe the outcome you need and it completes the multi-step work end-to-end, delivering a finished result rather than a draft.
- It grounds every task in your real emails, meetings, files and business data using Work IQ, and runs in the cloud so work keeps going even when your device is offline.
- Cowork pauses at key checkpoints for your approval before sending communications or making major updates — you stay in control.
- Generally available worldwide since June 16, 2026. Requires a Microsoft 365 Copilot license and is billed through usage-based Copilot Credits.

Copilot Credits Purchase Options:

- Pay-As-You Go (PAYG) - Perfect for unpredictable or low-volume usage and getting started. Billed through Azure at $0.01/credit with no upfront purchase.
- Copilot Studio Capacity Packs - For more predictable and steady usage. A Capacity pack is $200 per month for 25,000 prepaid credits per tenant. Purchase through a CSP or from the M365 admin center.
- Copilot Credit Pre-Purchase Plan (P3) – Built-in tiered volume discounts for customers with larger or variable demand. Purchase upfront through Azure Reservations.

Use the Copilot Credit Estimator to help forecast credit usage.

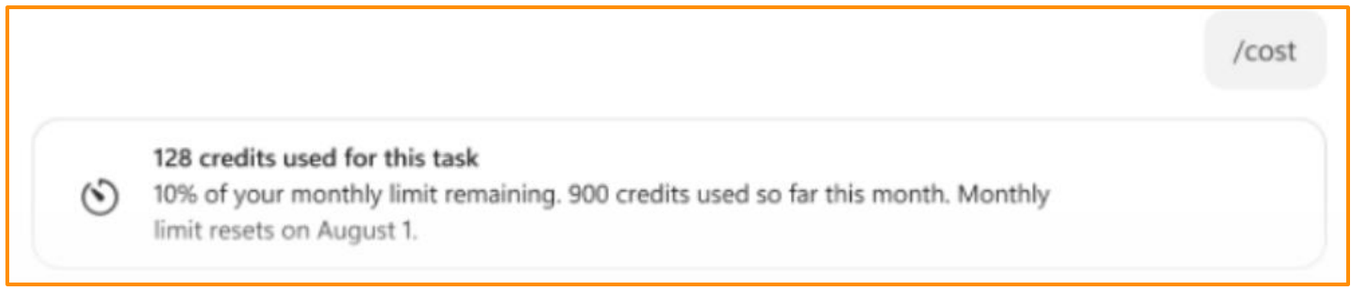
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New Features.

- Users can now choose an Effort level (Light, Medium, High, Extra High and Max) to control how Cowork balances quality, speed and credit usage.

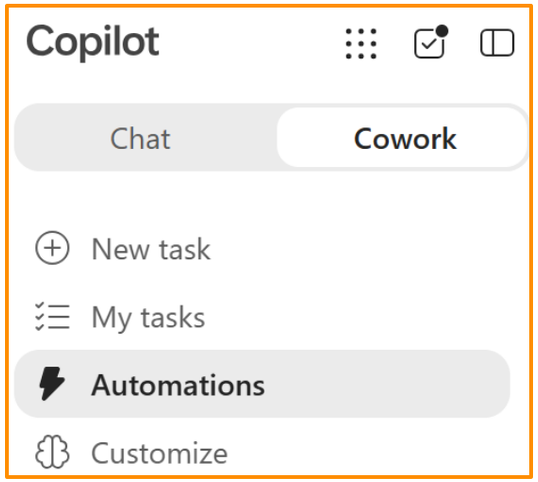


- The /cost skill now provides more visibility into Cowork credit usage.

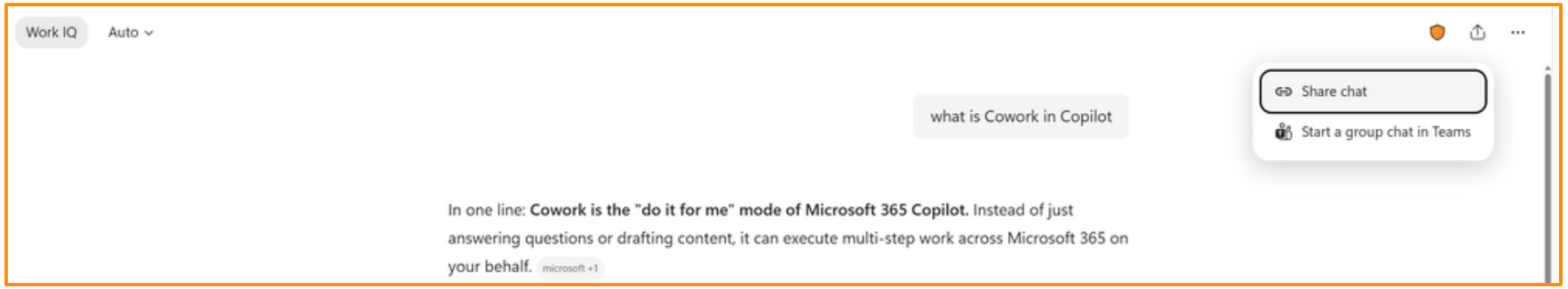


New Features.

- The Scheduled tab in Cowork is now called Automations. The updated section gives users one place to view and manage all of their automated tasks, including both scheduled and event-triggered tasks.



- Copilot users can now share either a full chat session or an individual response through a simple link.



Microsoft 365 Copilot/ Copilot Business Updates.



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Introducing the new Copilot.

- AI at Work is entering a new phase as customers look beyond individual productivity gains to AI that can take on complex work, build solutions, and automate business processes.
- That's why Microsoft is introducing a new Copilot —which combines Home, Code, and Autopilot into one experience.
- Together, these capabilities bring AI-powered work into a single experience so that teams can match the right tool to the task at hand.
- The new Copilot is rolling out through the Frontier program, with new capabilities and experiences arriving continuously.

What's new:

- One Copilot experience: The new Copilot app combines Home, where Chat and Cowork come together with the full power of Office; Code, which extends solution-building to every knowledge worker; and Autopilot (formerly Scout), a persistent, proactive, and personal agent hosted in the cloud.
- A commercial model for AI-powered work: User subscriptions support everyday Copilot value, while usage-based billing gives customers flexibility to access advanced capabilities. FinOps for AI introduces new ways to govern costs and connect spending to business outcomes.
- Platform innovation to extend and scale AI: New and enhanced platform capabilities empower organizations to build, integrate, deploy, govern, and manage differentiated AI

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Copilot Business usage billing will be default-on

Effective December 1, 2026 for new CSP purchases

4,000

Copilot Credits / user / month

Default spending limit

ELIGIBLE USAGE-BASED EXPERIENCES

- Copilot Cowork
- Work IQ APIs
- GitHub Copilot Harness

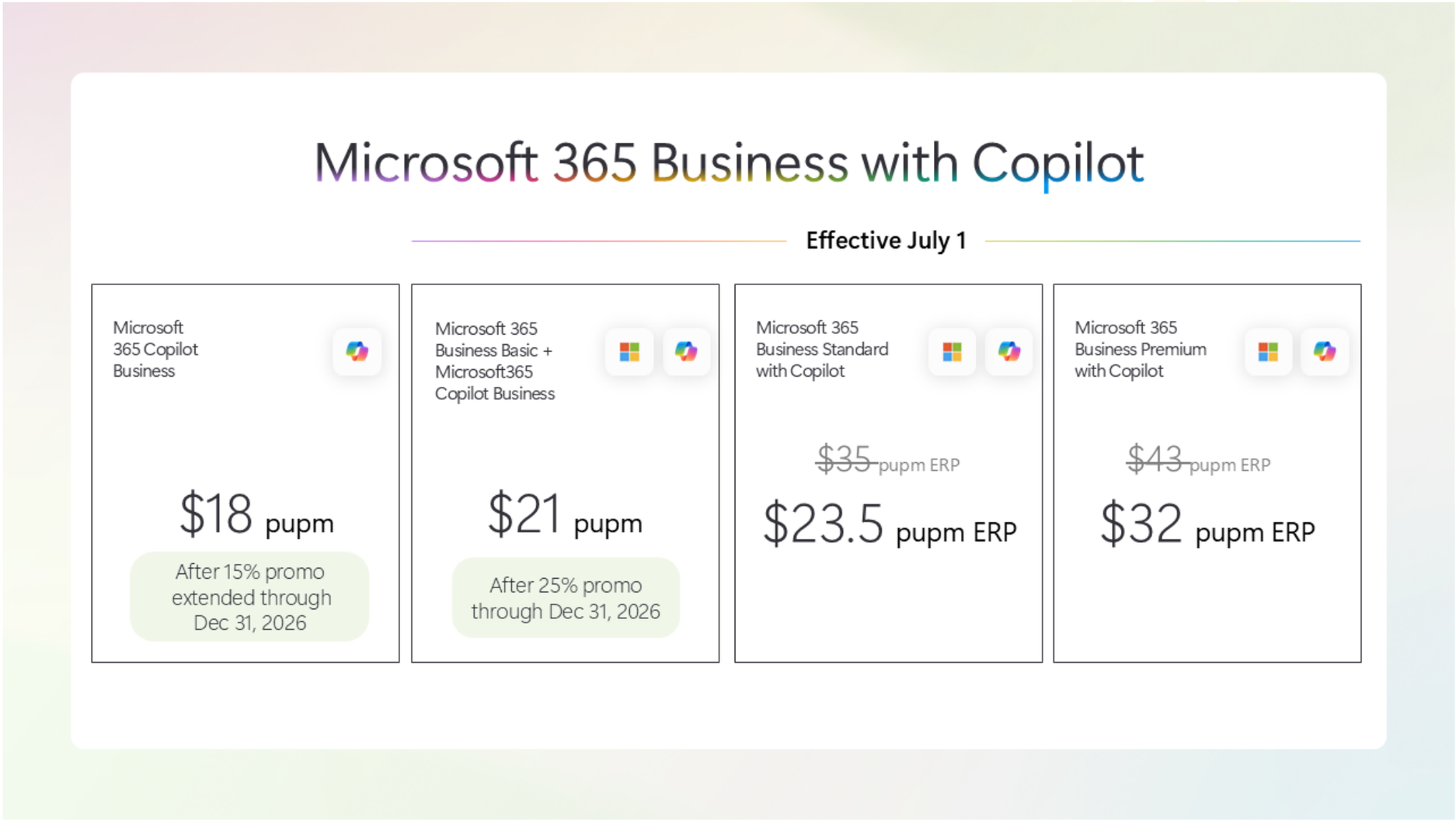
WHAT THIS MEANS

1. **Less setup friction** — Azure subscription setup for usage-based billing is included with new licenses.
2. **Review the default limit** — Admins can adjust the 4,000-credit cap and control access based on need.
3. **Lead with adoption** — Review spending policy as part of onboarding to align Cowork, Work IQ API and Harness usage to intended scenarios.



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Microsoft 365 Business with Copilot SKUs.



Extended Security Updates – SQL/ Windows.



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Extended Security Updates for 2016 Servers

A temporary security bridge while customers upgrade or modernize

SQL Server 2016

Support ended JUL 14, 2026

ESU coverage through JUL 17, 2029

Windows Server 2016

Support ends JAN 12, 2027

ESU billing starts JAN 13, 2027

THREE PATHS FOR CUSTOMERS

1

Upgrade / modernize

Move to a supported Windows Server or SQL Server release.

2

Azure Arc ESUs

Keep eligible workloads on-premises or hosted with Azure-connected ESU delivery.

3

Move to Azure

Evaluate Azure VMs or Azure SQL alongside migration and modernization.



WHAT ESUs COVER

- Security updates only
- No new features or functional improvements
- Bridge strategy, not a modernization substitute

Licensing checkpoint Confirm edition, core count, eligibility, hosting location, and upgrade timeline before quoting.

Extended Security Updates – Windows 10



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Windows 10 ESU: Years 1–3.

Year 1
Through Oct 13, 2026

$61 per device

The base price Microsoft set. Sold per device for Windows 10 22H2.

Cloud Managed: about $45

Year 2
Oct 14, 2026 – Oct 12, 2027

$122 per device

Price doubles. Cumulative: a device enrolling now pays Years 1 + 2 ($183).

Cloud Managed: about $90

Year 3
Oct 13, 2027 – Oct 10, 2028

$244 per device

Price doubles again. Final year: ESU ends Oct 10, 2028.

Cloud Managed: about $180

The process each year

1 Prep
Devices run Windows 10 22H2 with current updates and the ESU licensing prep package.

2 Buy
Order the per-device ESU SKU in Partner Center. A separate SKU covers each year, plus a Cloud Managed variant.

3 Activate
Apply the MAK from the admin center with that year's activation ID. Repeat every year.

4 Stay cumulative
Buying Year 2 or 3 means paying for earlier years too. No partial years.

No extra cost: Windows 10 VMs on Windows 365, Azure Virtual Desktop and Azure. Cloud Managed pricing needs Intune or Windows Autopatch.

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Questions?

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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.

Thank you.

Dan Hewson (dan.hewson@opkalla.com)
Microsoft Adoption Specialist

Rachelle Berry (rachelle.berry@opkalla.com)
Senior Microsoft Solutions Specialist

