





# Pax8 Licensing Guide

## Know your Copilots

New products, features, and functionalities are constantly being added. That's why Pax8 has the latest Microsoft Copilot innovations all in one place.

|   | <br><b>Copilot with data protection</b><br>Free for M365+ | <br><b>Copilot Pro</b><br>Consumer | <br><b>Microsoft 365 Copilot</b><br>Work |
|---|--|---|---|
| Foundational capabilities                                 | ✓  | ✓   | ✓   |
| Web grounding   | ✓  | ✓   | ✓   |
| Commercial data protection                                | ✓  | ✓   | ✓   |
| Copilot in Word, Outlook, Excel PowerPoint, and OneNote   |  | ✓   | ✓   |
| Copilot in Teams  |  |   | ✓   |
| Microsoft 365 graph (content and context)                 |  |   | ✓   |
| Microsoft 365 Enterprise security, compliance and privacy |  |   | ✓   |

## Copilot for web (previously Bing Chat)

**Prerequisite:** Free to all ENTRA ID (previously Azure Active Directory) users and is accessible via the web at <https://copilot.microsoft.com/>.

### Key features:

- AI-powered chat for work with commercial data protection
- User and business data is protected and will not leak outside the organization
- Responses grounded in web data providing verifiable answers, citations, and visual components including graphs, charts, and images

## Copilot for Microsoft 365

**Prerequisite:** Base license for Copilot for Microsoft 365 add-on – Office 365 E3, E5, Microsoft 365 Business Standard, Business Premium, E3, E5.

### Key features:

- AI-powered productivity tool that integrates with your organization's Microsoft 365 apps, services, and graph data to provide customized insights and recommendations
- Natural language interaction with Copilot to assist with drafting documents and presentations, research, idea generation, data analysis, meeting synthesis and summarization, and more
- **Excel:** Leverage natural language processing to describe analysis goals, with Python code automatically generated and inserted for advanced analytics
- **PowerPoint:** Build and refine presentations with a narrative tool, while ensuring brand consistency using corporate design templates

- **Outlook:** Highlight key emails and priorities with AI-powered content and context analysis.
- **Word:** Enhance documents with quick access to referenced emails, meetings, and relevant data
- **OneDrive:** Compare file versions and summarize content for faster, more accurate searches
- **Copilot Pages:** Turn AI-generated responses into editable, shareable documents with collaborative prompting, full-screen mode, and seamless sharing

### New monthly billing option starts December 1, 2024:

Monthly billing will be available for annual subscriptions at a 5% premium over annual upfront payments.

**Purchase via Pax8 Marketplace:** Cost \$360 USD per user (annual upfront), with other regional currency pricing available in the Marketplace. Failure to maintain base SKU voids access.

## Copilot Pro (for home users)

**Prerequisites:** Base license for licenses for Copilot Pro: M365 personal and family plans.

**Key features:**

- Access to latest AI models, including Open AI's GPT-4 Turbo
- Integration with Microsoft Apps such as Word, Excel, PowerPoint, Outlook, and OneNote. Available on PC, Mac, and iPad
- AI-powered capabilities: generate documents, presentations, emails, and image creation

**Purchase directly from the Microsoft website:**  
Not available via a Cloud Solution Provider.

## Other Copilots and AI-powered solutions

### Teams Premium

**Prerequisites:** An Office 365 or Microsoft 365 subscription with a Teams license.

**Key features:**

- AI-generated meeting intelligent recaps, chapters, and tasks
- Live caption translation, personalized timeline markers, and notes
- Enhanced customization of Teams appointments, webinars, and meeting templates

**Purchase via the Pax8 Marketplace:** Cost \$10 USD per user, per month on an annual commitment, with other regional currency pricing available in the Marketplace; Microsoft promotions within region.

### Copilot for Security

**Key features:**

- AI tool for security workflows
- Integrates with SentinelOne, Intune, and Defender Threat Protection to help track and respond to cyberattacks
- Currently in private preview, so stay connected with Pax8 for upcoming details on the product

## Copilot for Sales

**Prerequisites:** Base licenses necessary for the Copilot for Sales add-on are Office 365 E3, E5; Microsoft 365 Business Standard, Business Premium, E3, E5; included in Dynamics 365 Sales Enterprise.

**Key features:**

- Native to Dynamics 365, also supports 3rd party CRMs like Salesforce
- Personalize customer interactions with AI-assisted insights and recommendations
- Stay in the flow of work with integrated data between M365 apps and your CRM
- Includes Copilot for Microsoft 365 in one power packed add-on

**Purchase via the Pax8 Marketplace:** Cost \$50 USD per month per user with other regional currency pricing available in the Marketplace. Customers with Copilot for M365 can purchase Copilot for Sales for an additional \$20 USD per user per month. Speak to a Pax8 representative for the most up-to-date pricing information.

## Copilot for Service

**Prerequisites:** Base licenses necessary for the Copilot for Service add-on are Office 365 E3, E5; Microsoft 365 Business Standard, Business Premium, E3, E5; included in Dynamics 365 Customer Service.

**Key features:**

- Tailored to help service agents improve efficiency
- Diagnose with AI-assistance, troubleshoot issues, and help draft customer responses
- Increase first-call resolution with AI-based routing that classifies issues and assigns them to the best-suited agent
- Includes Copilot for Microsoft 365 for integration with Teams and M365 Apps

**Purchase via the Pax8 Marketplace:** Cost \$50 USD per month per user with other regional currency pricing available in the Marketplace. Customers with Copilot for M365 can purchase Copilot for Service for an additional \$20 USD per user per month. Dynamics 365 Customer Service includes Copilot for Service. Ask a Pax8 representative for complete up-to-date pricing information.