






Copilot

# 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.

	 Copilot with data protection Free for M365+	 Copilot Pro Consumer	 Microsoft 365 Copilot 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			✓



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## Copilot for web (previously Bing Chat)

- **Prerequisite:** Free to all ENTRA ID (previously Azure Active Directory) users and 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 organisation
  - Responses grounded in web data providing verifiable answers, citations and visual components including graphs, charts and images

## Copilot for Microsoft 365

- **Prerequisite:** Base licences necessary for the Copilot for Microsoft 365 add-on are Office 365 E3, E5; Microsoft 365 Business Standard, Business Premium, E3, E5
- **Key features:**
  - AI-powered productivity tool that integrates with your organisation's Microsoft 365 apps including Outlook, Teams, Word, Excel and PowerPoint services and graph data to provide customised insights and recommendations.
  - Natural language interaction with Copilot to assist with drafting documents and presentations, research, idea generation, data analysis, meeting synthesis and summarisation and more.
- **Purchase via the Pax8 Platform:** Cost \$360 USD\* per user. Annual upfront payment only.

\* The USD price is automatically converted to every local market price and currency that the partners have selected for their billing account in the Pax8 Marketplace, based on Pax8 exchange rate.



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## Copilot Pro (for home users)

- **Prerequisites:** Base licence for licences 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

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## Other Copilots and AI-powered solutions

### Teams Premium

- **Prerequisites:** An Office 365 or Microsoft 365 subscription with a Teams licence
- **Key features:**
  - AI-generated meeting intelligent recaps, chapters and tasks
  - Live caption translation, personalised timeline markers and notes
  - Enhanced customisation of Teams appointments, webinars and meeting templates
- **Purchase via the Pax8 Platform:** Cost \$10 USD per user per month on an annual commitment; Microsoft promotions may be available in region

### Copilot for Sales

- **Prerequisites:** Base licences 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
  - Personalise 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. Customers with Copilot for M365 can purchase Copilot for Sales for an additional \$20 USD per user per month. Dynamics 365 Sales Premium customers can pay \$30 USD per user per month. Speak to a Pax8 representative for the most up-to-date pricing information.



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## Copilot for Service

- **Prerequisites:** Base licences 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. 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.

## Copilot for Security

- **Key features:**
  - AI tool for security workflows
  - Integrates with Microsoft Sentinel, Intune and Defender XDR to help track and respond to cyberattacks
  - Currently in private preview, so stay connected with Pax8 for upcoming details on the product