



HENSCHEL TECHNOLOGIES

Microsoft 365, *explained beautifully.*

Every level — from Business Basic to Enterprise — what tools you get, what it costs, how AI helps your team, and why the right tier matters when you handle sensitive data and client trust.

FIVE PLANS

One clear ladder

Basic to E5, compared side by side in plain English.

SECURITY

Built to protect

Wire-fraud and inbox-defense, tier by tier.

AI INCLUDED

Meet Copilot

An assistant inside Word, Outlook, Excel, and Teams.

One secure home for email, files, and teamwork.

A modern business runs on trust, timing, and documents that move all day — proposals, invoices, contracts, and client files by email. Microsoft 365 puts that work in one protected place your team can reach from the office, home, or on the road.

50 GB

MAILBOX PER USER
(BUSINESS PLANS)

1 TB

ONEDRIVE PER USER
(BUSINESS PLANS)

24/7

MICROSOFT
SUPPORT

99.9%

UPTIME
PROMISE

Work anywhere

Outlook, Word, Excel, and Teams follow each person — not just one desk. Start a file at the office, finish it at home, approve it from your phone.

Always current

Apps update automatically. Everyone opens the same file, sees the same version, and never loses work to an outdated copy on a local drive.

Built to protect

Encryption, sign-in protection, and device controls are built in — the higher the tier, the stronger the guardrails around client data.

What changes when you move to a business suite?

Personal email and scattered file shares become a single, company-owned system. When someone joins, they get everything on day one. When someone leaves, access closes cleanly. Files stay with the company — not on a personal laptop. For any operation that handles sensitive client information, that control is the point.

THE LEVELS

Five plans. One clear ladder.

Each step up adds real capability. Basic gets you professional email. Standard adds the full desktop Office apps. Premium adds the security layer. Enterprise plans scale the same toolkit to hundreds or thousands of people.

PLAN	PRICE*	BEST FOR	THE ONE-LINE DIFFERENCE
Business Basic	\$7 MS LIST	Small teams that live in email and web apps	Professional email + web & mobile Office
Business Standard	\$25 HENSCHEL MANAGED	Teams that need full Word, Excel & Outlook on every PC	Adds installable desktop apps
Business Premium ★ RECOMMENDED	\$35 HENSCHEL MANAGED	Businesses that handle sensitive data and payments	Adds advanced security & device management
Microsoft 365 E3	\$39 MS LIST	Larger organizations (300+ users)	Enterprise scale, larger mailboxes (100 GB)
Microsoft 365 E5	\$60 MS LIST	Enterprises needing top-tier analytics & voice	Adds Power BI Pro, advanced compliance & calling

* USD per user/month, annual commitment. Standard and Premium shown at Henschel managed pricing — includes setup, migration, and support. Basic, E3, and E5 shown at Microsoft list pricing (post July 2026 pricing). Final pricing confirmed at order. Business plans support up to 300 users; Enterprise plans are unlimited.

Business plans — Basic / Standard / Premium

Designed for companies up to 300 people. Simple to buy, simple to run, priced for small and mid-size operations. This is where most professional firms belong.

Enterprise plans — E3 / E5

Built for large organizations with dedicated IT departments. More storage, deeper compliance tools, and advanced analytics — powerful, but more than a focused small business typically needs.

WHAT YOU GET

Inside each tier, in plain English.

Business Basic

\$7

The essentials, done right — for email-first teams.

- ✓ **Exchange** — professional email on your domain, 50 GB mailbox
- ✓ **OneDrive 1 TB + SharePoint** for shared files
- ✓ **Teams** for chat, calls, and video meetings
- ✓ Web & mobile Word, Excel, PowerPoint, Outlook
- ✓ Microsoft Loop & Clipchamp for team content

Does not include desktop apps installed on PCs.

Business Standard

\$25

The full Office, everywhere. Everything in Basic, plus:

- ✓ **Desktop apps** — Word, Excel, PowerPoint, Outlook, Publisher, Access on up to 5 PCs/Macs + 5 tablets + 5 phones per user
- ✓ Webinar hosting and attendee registration in Teams
- ✓ Microsoft Bookings & Forms

Shown at Henschel managed pricing — includes setup, migration, and support.

Business Premium ★ RECOMMENDED

\$35

Full Office + real protection. Everything in Standard, plus:

- ✓ **Microsoft Defender for Business** — next-gen antivirus & ransomware protection
- ✓ **Intune** — manage & wipe company data on lost devices
- ✓ **Entra ID P1** — Conditional Access + advanced MFA controls
- ✓ **Azure Information Protection** — label & protect sensitive files

Shown at Henschel managed pricing — includes setup, migration, and support.

Enterprise — E3 & E5

\$39 / \$60

For 300+ user organizations. 100 GB mailboxes, unlimited OneDrive (5 TB+), advanced archiving. E3: full desktop apps + core compliance. E5 adds **Power BI Pro**, Defender for Office 365 P2, Entra ID P2, Teams Phone & Audio Conferencing. Microsoft list pricing.

The capability matrix.

Read down the Premium column: it is the first tier where the protection column turns on.

CAPABILITY	BASIC \$7	STANDARD \$25†	PREMIUM \$35†	E3 \$39	E5 \$60
Professional email (Exchange)	Yes	Yes	Yes	Yes	Yes
Desktop Word / Excel / Outlook	—	Yes	Yes	Yes	Yes
Teams meetings & chat	Yes	Yes	Yes	Yes	Yes
Defender for Business (antivirus)	—	—	Yes	Yes	Yes
Conditional Access (Entra ID)	—	—	P1	P1	P2
Device management (Intune)	—	—	Yes	Yes	Yes
Mailbox size	50 GB	50 GB	50 GB	100 GB	100 GB
Power BI Pro / advanced analytics	—	—	—	—	Yes

† Henschel managed pricing — includes setup, migration, and support. All other prices Microsoft list, USD/user/month, annual term.

Business plans (up to 300 users)

Simple to buy, simple to run, priced for small and mid-size operations. Henschel manages the tenant, licensing, and support end to end.

Enterprise plans (unlimited users)

Deeper compliance, larger storage, advanced analytics. The right call at 300+ seats or under strict regulatory audit — more than most focused businesses need today.

Built for businesses attackers target by name.

Criminals love the same profile in every industry: large payments leaving by wire or ACH, tight deadlines, and a mailbox full of sensitive client information. **Business email compromise (BEC)** — a convincing fake email that reroutes a payment — is the number one threat to firms like yours. The tier you choose decides how hard that attack is to pull off.

Defender for Business

Enterprise-grade antivirus and ransomware defense on every PC — watches for malicious attachments, links, and behavior, and rolls back damage automatically.

Conditional Access

Rules that say “only sign in from a trusted device, in a trusted place, with MFA.” A stolen password alone no longer opens the door.

MFA that sticks

Multi-factor authentication enforced for everyone, so payment instructions never rest on a single password — and a phished credential stays useless.

What this means when money moves

With Premium, a spoofed “updated payment instructions” email faces SPF/DKIM/DMARC checks, Defender link scanning, and a sign-in policy that blocks unknown devices. Your team gets a warning *before* money moves — not a discovery after. That is the difference between a near-miss story and a loss.

These controls arrive with Business Premium (Entra ID Plan 1). Basic and Standard include baseline security defaults, but not Conditional Access policies, Defender for Business, or Intune device management.

Meet Copilot — an assistant inside the tools you know.

Microsoft 365 Copilot is AI that lives inside Word, Outlook, Excel, and Teams. It does not replace your people — it hands them their hours back. Draft the first version, summarize the long thread, find the file you half-remember. Your team edits and decides; Copilot does the legwork.

In Outlook & Word

- Draft client emails and letters from a one-line prompt
- Summarize a 40-message thread in seconds
- Turn meeting notes into a clean follow-up letter

In Teams & Excel

- Automatic meeting recaps with action items
- Ask questions of your spreadsheets in plain English
- Search across files, chats, and email at once

Copilot Business — \$21/user/mo

Add-on for Business Standard & Premium.

Promotional pricing ~\$18/user/mo through December 2026. The right-sized way for a small business to start with AI.

Copilot (Enterprise) — \$30/user/mo

Add-on for E3/E5 organizations that need Copilot at enterprise scale with the deepest compliance controls.

Copilot respects your existing permissions — it only surfaces files and emails each person is already allowed to see. Company data stays in your Microsoft 365 tenant.

OUR RECOMMENDATION

Business Premium is the sweet spot.

If your business handles sensitive client data — and most do — you need the full desktop Office your team relies on *and* protection sized to the payments you move. Premium is the only Business tier that gives you both, without paying enterprise prices for enterprise scale you do not need.

Business Premium

\$35

Henschel managed pricing — includes setup, migration, and support.

- ✓ Everything in Standard: desktop Word, Excel, Outlook, Teams, 1 TB OneDrive
- ✓ Defender for Business on every device
- ✓ Entra ID P1: Conditional Access + enforced MFA
- ✓ Intune: protect and wipe lost laptops & phones
- ✓ Add Copilot Business (\$21, ~\$18 promo) when ready

Why not the others?

- **Basic (\$7)** — no desktop apps; staff lose the full Outlook/Word they expect.
- **Standard (\$25†)** — great apps, but no Defender, no Conditional Access — the payment-fraud gap stays open.
- **E3/E5 (\$39/\$60)** — excellent, but built for 300+ user enterprises; you would pay for scale and analytics a focused business rarely uses.

WHY BUY THROUGH HENSCHEL

We migrate you, secure it, manage it — one Delaware team to call.

1

We migrate you

Henschel provisions your tenant and migrates mailboxes with zero disruption to your workday.

2

We secure it

MFA, Conditional Access, and Defender configured from day one — not bolted on later.

3

We manage it

Licensing, users, and support handled by one local team. You call us, not a call center.

Ready when you are.

Tell us your user count for exact pricing and a migration date.

henscheltech.com · Henschel Technologies · Dover, Delaware



Henschel Technologies

MANAGED IT · SECURITY · CLOUD — Thank you for the opportunity to earn your business.

* USD per user/month, annual commitment. Standard/Premium at Henschel managed pricing (setup, migration, support included); Basic/E3/E5 at Microsoft list (post July 2026 pricing). Copilot is an optional add-on. This guide is for planning; final licensing is confirmed at order. Prepared by Henschel Technologies, October 2026.