

Personal online file storage, synchronization and sharing...

OneDrive for Business provides a simple & secure location where people can store, sync and share their work files.

Top features include:

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1TB of secure online storage Safely store, backup and share all your valuable work files. Easily edit files in the browser with Office Online or open directly in the rich Office desktop apps.
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Accessible on any device Documents can be accessed from any device through a supported browser or by using native applications on Windows 7–8.1, Windows RT, iOS, Android and Windows Phone devices.
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Simple sharing with anyone Private by default, safely share your files with others both inside & outside your company. Easily manage who can access or edit your files.
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Collaborate in real time Work simultaneously on your documents with others using Office Online or the traditional Office desktop apps. Track changes and view previous versions with automatic versioning controls.
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Available offline Files can be synchronized offline and available without an internet connection. Offline edits will automatically sync the next time you connect to the internet.
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Easy to learn and use Seamlessly integrated with Office and Windows. Save directly to the cloud from the Office desktop applications. Move, rename and delete files directly in File Explorer on your PC.

...with the manageability you need and security you can trust.

OneDrive for Business is run in Microsoft’s geographically distributed data centers with continuous data backup and premier disaster recovery capabilities with security experts monitoring it around the clock.

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Protect your critical business information Cloud saved files are not lost when local hard drives fail or are stolen, or if an employee leaves the company and takes the computer & files with them.
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Manage access with ease OneDrive for Business provides granular control of capabilities like external sharing, offline sync and access permissions. Admins can generate standard and custom audit reports to understand usage.
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Backed by Microsoft Store your files with the industry leader in enterprise-grade software, not a startup or consumer-focused company. Microsoft provides 24/7 phone support and a 99.9% financially backed uptime agreement.
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Unmatched service compliance OneDrive for Business in Office 365 is compliant with world-class industry standards, including ISO 27001, EU Model clauses, HIPAA BAA, and FISMA, and is verified by third-party auditors.

How can I get OneDrive for Business?

OneDrive for Business is available within all Office 365 suite plans. Here are a few key differences between plans. Customers are able to combine plans as needed.

		Business Essentials	Business	Business Premium
Core Details	Price/user/month \$USD (with annual commitment)	\$5	\$8.25	\$12.5
	Seat Cap	300		
	24/7 phone support from Microsoft for critical issues	●		
OneDrive features	1TB of OneDrive for Business storage per user	●	●	●
	Cross browser support (IE, Chrome, Firefox, Safari)	●	●	●
	Applications for Windows 7-8.1, Windows RT, iOS, Android	●	●	●
	Access thru Office Mobile apps for Windows Phone, Android, iOS	●	●	●
	Edit documents and collaborate in browser with Office Online	●	●	●
Office	Full Office Desktop Apps (Outlook, Word, Excel, PowerPoint, etc.)		●	●
	iPad, Windows RT & smartphone apps		●	●
Additional Services	On-premises Active Directory synchronization for single sign on	●	●	●
	Email - 50 GB email, contacts, shared calendars	●		●
	Online Meetings - Web conferencing, IM, video, presence	●		●
	Private social networking (Yammer)	●		●
	Team sites, internal portals (SharePoint)	●		●



With Office 365, you get the latest Office applications – and much more.

At its heart is Office itself—the familiar Office applications businesses use everyday—now offered as a cloud service, so it’s always up to date. But Office 365 is also so much more. It’s about bringing enterprise-grade services to organizations of all sizes, from online meetings to sharing documents to business-class email.



- Always up-to-date.** Never buy a new version of Office again!
- Each user can install Office on **up to 5 PCs or Macs.**
- Save to the cloud** for backup and anywhere access.
- Use Office on your **smartphone and tablet.**

Business-class email Large, 50GB mailboxes that can send messages up to 25MB in size, with contacts, shared calendars and spam and malware protection that stays up to date. Built with Exchange email technology, the leading email solution for business around the world. Use your own custom domain for your email address, connect with Outlook for fully featured offline support, and access via the web through any modern browser. Available on your PC or Mac, as well as Windows Phone, iPhone, Android and Blackberry devices.

Online meetings Hold scheduled or ad hoc online meetings for up to 250 participants, with screen sharing, audio & video, virtual whiteboards, polls and shared notes. Partners and customers can fully participate through any HTML-5 browser

Online document storage and file sharing Get 1TB of space in the cloud to store, backup and easily share files. Files are accessible from almost any device, also synchronized offline and available without an internet connection.

Private social networking and collaboration A social network that helps your company stay connected, share information across teams and make faster, more informed decisions.

Technical support Telephone support for setup and deployment issues, as well as online answers, how-to resources, and connections with the Office 365 customer community for additional help.

Simplified IT Management Reduce headaches by reducing your IT infrastructure. Content lives safely in globally distributed datacenters with continuous backup & disaster recovery abilities.

Financially backed SLA Get peace of mind knowing your services are available with a financially-backed 99.9% uptime service level agreement.

Office 365 & the cloud changes how work is done...

Get work done from anywhere Wherever your people are, online or offline, they can get to—and work with—the most up-to-date versions of the files and tools they need to get things done. And they can do it on virtually any device.

Work better together—simply Office 365 offers business-class email, shared calendars, IM, web conferencing, and access to the most up-to-date documents stored in the cloud. You can work together in real time without compromising security.

...and how companies consume IT.

Reduce your capital expenditure Office 365 is available as a simple monthly subscription. Avoid large up-front costs for new software while moving the cost of IT from capital to operating expense.

Be always up to date Since Office 365 is in the cloud, it is always up to date. No patches or software upgrades necessary. Microsoft is adding new value and capabilities on a monthly basis.

Cut hardware and energy costs Without servers to run for email, websites and document storage, you can reduce energy costs and save by no longer purchasing new server hardware.

License per user Simplify licensing while providing each user access to business critical technology on 5 PCs/Macs and 5 mobile devices. Save money when compared to traditional, per device licensing.

Scale your business quickly Office 365 grows with you - adding a new user is as simple as buying an additional license.

License what you need Office 365 provides many plans to fit the right capability needs and price points for each user in an organization.

Which customers are right for OneDrive for Business?

	Existing Exchange Online customers	Any Office on-premises customer with no current Office 365 services
Customer Pitch	Add online file storage, syncing and sharing that works seamlessly with your email with the control you need and the security you can trust.	An easy to use online storage, backup and sharing solution that works great with the Office applications you have today.
Partner benefits and revenue opportunity	<p>Increase revenue per seat and per customer. Simple add-on sale – most customers understand benefits of online storage and sharing, easy to pitch and articulate value.</p> <p>At next renewal and the end of the promotional pricing, the cost of Exchange Online + OneDrive for Business will exceed many of the Office 365 suites, providing an opportunity to move the customer to a more comprehensive Office 365 plan, with additional service revenue opportunity.</p>	<p>Enables a simple upgrade path to additional Office 365 offerings when customers are ready for the cloud and helps secure the storage workload against cloud competitors.</p> <p>Opportunity for additional services revenue for setting up service, migrating documents, end user education and custom application development.</p>

How does OneDrive for Business compare to other file sync and share solutions?

Among the many cloud storage vendors, Dropbox, Box and Google Drive represent the leading competitors. They offer capable consumer and business oriented products that are easy for employees to activate and bring into the workplace. In competing against these vendors, you should differentiate OneDrive for Business across four pillars:

- Integration with Office desktop applications** OneDrive for Business provides one place for employees to store all their work files, similar to many competing solutions. But we go many steps further with deep, native integration with Office desktop applications (e.g. Word, Excel, etc.) that are a standard for business productivity, used by more than a billion people around the world today.
- Capabilities beyond storage and sharing** OneDrive for Business ships with Office Online, enabling users to collaborate in real-time right within Office in their browser. Other services provide the file sync and sharing, but require Office or other applications in order to edit and be productive.
- Enterprise ready capabilities** Popular file sharing services typically lag behind Microsoft in the areas of organizational control including risk of data loss or theft, compliance and eDiscovery. By contrast, Office 365 customers get all the benefit of robust administration, management and security that has been battle-tested and improved upon in the enterprise for over a decade.
- Price** The standalone OneDrive for Business service is offered at a compelling price point for customers, below what is available from our top competitors for equivalent plans. Further, some Office 365 suite plans, which include OneDrive for Business as well as other business-class services including email, Office applications and online meetings are often priced below what our competitors offer simply for online file storage.

Common questions and objections

I am okay with my employees using free solutions.

Free solutions do not provide the control and administration that businesses need to protect themselves against data loss. If an employee using a free solution leaves the company, the information stored in that free solution is lost. This will result in lost productivity and rework, and can lead to leaks of important or sensitive business information.

Can I buy additional storage for OneDrive for Business?

The maximum storage limit is 1TB per user with the option to purchase additional storage. Extra storage can be purchased for \$.20 per GB.

What are the maximum file number and size limits?

OneDrive for Business currently supports synchronization of up to 20,000 documents. The maximum size for a file upload is 2GB and you can upload multiple files at once.

What about an application for Mac OS?

Mac OS is coming soon. We are targeting beta availability prior to the end of calendar year 2014. Additional details will be shared as we get closer to the release date.

What happened to SkyDrive Pro?

In early 2014, Microsoft announced that the SkyDrive Pro brand name will be retired and replaced by OneDrive for Business.