Microsoft

Add your services to
Microsoft 365 Business

This page highlights typical services that partners add on to their sales of Microsoft 365 Business.

Review and select the services that are applicable to your offerings and customers.

Profitability

One-time project services		Typical Revenue	Typical Margins
Premium	Cloud Roadmap Development & Deployment	$35 - $70/ user	35-40%
Advanced	IT Security Audits	$20 - $30/ user	
Basic	Initial Setup & Migration	$35 - $50/ user	
Total price for offering all of the above project services		$90-$150/user	

Recurring managed services		Typical Revenue	Typical Margins
Premium	Key business process automation using flow & power apps Desktop as a service (hosted desktop, virtual workspace, application management) BI-driven automated dashboards (incidents logged, threats prevented) Simplified control panels	$25 - $50 user/month	40-50%
	Device as a service (hardware support)	$75 user/month	
Advanced	Cyber-attack threat monitoring & prevention (virus, malware, ransomware, phishing, spam) Endpoint security monitoring and remediation (laptops, PC's, tablets, mobile phones) Security protocol compliance monitoring, management, and remediation Security admin based on remote portal score, and remote portal support Automated archiving, compliance monitoring and remediation Corrupt device quarantining and download prevention BYOD control Encryption monitoring and remediation	$15 - $25 user/month	
	Backup and DRaaS	$10 user/month	
Basic	Help desk and remote user support (chat, phone, Skype) Remote device monitoring and management Identity & access (AD) monitoring, management and remediation E-learning (online, self paced)	$10 - $15 user/month;	
Total price for offering all of the above managed services		$125-$175 user/month	

Microsoft 365 Business	Suggested Revenue $20 user/month

Note: revenue and margins levels are typical for European and North American Partners interviewed, and may vary depending on local market conditions.

March 2018

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