

Partner Playbook

Microsoft 365 E7

What is it?

As organizations move beyond isolated AI pilots, they face three core challenges that prevent AI from delivering enterprise-wide impact. ME7 is the all-in-one solution for customers ready to run AI and agents at scale, bringing productivity, security, identity, Copilot, and agent governance together into a single operating platform.

One platform. AI, security, identity.

**M365 E5**Enterprise productivity
+ security foundation**\$60****Entra Suite**Identity and access
control at scale**\$12****M365 Copilot**AI that works
across your business**\$30****Agent 365**Discover, govern,
& manage AI agents**\$15****Microsoft 365 E7****\$99**

Standalone Component Cost: \$117

Savings: \$18 (15% off!)

Microsoft 365 E5

The security and compliance foundation for enterprise-grade productivity

Microsoft 365 E5 delivers the security, compliance, and data protection foundation required for AI at scale. As productivity accelerates through AI, E5 ensures organizations retain control over identities, data, and threats—establishing the trust layer that AI and agents rely on.



Microsoft Entra Suite

Identity, access, and policy enforcement for autonomous systems

As AI agents join human users, identity becomes the control plane. Microsoft Entra Suite extends identity, access, and policy enforcement to non-human actors—ensuring agents authenticate properly, operate within permissions, and comply with organizational policies at scale.



Microsoft 365 Copilot

AI embedded across the flow of work

Copilot brings AI directly into everyday work—turning intent into action across documents, meetings, email, and collaboration. Within ME7, Copilot operates on the E5 security foundation and within governed identity and data boundaries, enabling responsible, enterprise-ready AI adoption.



Microsoft Agent 365

Discovery, governance, and lifecycle management for AI agents

Agent 365 provides the oversight organizations need as agent usage expands. It enables agent discovery, policy enforcement, lifecycle management, and ongoing alignment with security, compliance, and business requirements.

Equipping Organizations to achieve more

		Office 365 E3 \$23, \$26	Microsoft 365 E3 \$36, \$39	Microsoft 365 E5 \$57, \$60	Microsoft 365 E7 \$99, \$99
Best-in-class Productivity	CORE PRODUCTIVITY Word, PowerPoint, Excel, Power BI, Loop Copilot Chat	✓	✓	✓	✓
	COMMUNICATION Outlook, Teams	✓	✓	✓	✓
	STORAGE SharePoint, OneDrive	✓	✓	✓	✓
Base Security	Defender P1, Purview P1, Intune P1, Entra P1		✓	✓	✓
Advanced Security	Defender P2, Purview P2, Intune P2, & Security Copilot			✓	✓
AI Driven Intelligence	M365 Copilot				✓
Secure Foundations for Autonomous Systems	Entra Suite				✓
Agent Platform and Governance	Agent 365				✓

Key customer promos

10%_{off} Microsoft 365 E7 Annual terms (1-yr) Ideal for customers taking the first step toward enterprise AI adoption or expanding beyond initial pilots. Seat minimum: 10 Seat maximum: 9,999	15%_{off} Microsoft 365 E7 Annual terms (1-yr) Best for organizations ready to standardize AI across teams and functions with meaningful near-term impact. Seat minimum: 100 Seat maximum: 9,999	15%_{off} Microsoft 365 E7 Triennial terms (3-yr) Built for customers committed to long-term transformation—locking in value while scaling AI enterprise-wide. Seat minimum: 300 Seat maximum: 9,999
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Sales guidance

Identify the right customers, and the right next steps for them

1

Enterprises Committed to Long-Term AI Transformation

Who they are:

These customers are actively planning AI transformation. They have begun building agents and need a way to secure and govern them at scale.

Signals:

- M365 E3/E5 & agent usage
- Multi-year digital transformation roadmap
- Strong Copilot coverage and usage



2

Organizations Standardizing AI Across the Enterprise

Who they are:

These customers are progressing in their security and Copilot journey's but show limited agent signals.

Signals:

- M365 E5 with limited to no agent usage
- Multiple tools or inconsistent AI usage
- Lack of Copilot attach and usage (AI Nascent)



Lock in value using our promotions and scale with confidence:

- **ME5 + Copilot customers:** Step up to ME7 for just **\$7*** Get full A365 value
- **ME3 + Copilot customers:** Step up to ME7 for just **\$17*** Get ME5 + Entra value with A365

Create a consistent AI standard and advance with assurance:

ME5 customers with no Copilot: Upsell to ME5 + Copilot for an incremental **\$23*** or

Upsell to ME7 for an incremental **\$30*** Get full Copilot and A365 value

Hero Outcomes

*Step up prices assume 10+ seats purchase and the respective promotional prices at that commitment

Ideal customers

Microsoft 365 E7 is designed for organizations that want AI to work across the entire business, not just in isolated pilots. It is best suited for enterprises moving from experimentation to enterprise-wide operationalization.

The organizations would be having a:

- > Strong ME3 or ME5 footprint
- > Paid or growing Copilot MAU
- > Emerging or rising agent MAU
- > Multiple AI tools with inconsistent usage or weak governance
- > Broader digital transformation roadmap where AI needs to move from pilot to operating model

Conversation starters

From pilot to scale	"You may already have AI pilots running, but how are you planning to scale AI across the workforce without creating more silos, risk, and inconsistent adoption?"
AI in the flow of work	"Today, are employees getting AI where they already work, or are they still jumping between separate tools and disconnected workflows?"
Governance and trust	"As AI usage grows, how are you thinking about governance across Copilot, custom agents, and third-party agents?"
Standardization	"Do you want AI to stay as a set of experiments, or do you want one governed platform that can support the whole organization with consistency?"

Objections and responses

Objection	Response
"We already have Microsoft 365 E5 and Copilot. Why do we need E7?"	E7 is not just E5 plus more AI. It combines M365 E5, Copilot, Entra Suite, and Agent 365 into one governed platform for secure AI at scale. The key difference is that E7 adds the integrated AI operating model and control plane needed to move from pilots to enterprise execution.
"This sounds like an IT admin SKU, not something for all employees."	E7 is meant to be deployed broadly because governance and control need to apply wherever AI is used. If employees can still interact with agents outside covered seats, organizations create visibility and policy gaps.
"We are still early in AI. This feels too soon."	E7 is specifically designed to help organizations move from AI experimentation to enterprise-wide execution. It gives customers a secure foundation early so adoption can expand without fragmented tools, inconsistent value, and unmanaged risk.
"We already have agent governance through other tools."	E7 is different because it extends the same Microsoft 365 foundation customers already use for users, data, and devices to AI and agents. The differentiation is the native connection across productivity, identity, security, compliance, Copilot, and agent governance rather than a separate control layer.

Key available resources



Customer pitch deck



Datasheet



Partner GTM playbook



Social Ads



Webpage



FAQs

Download all the resources