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## **COMPUTER CLINIC – First Aid for Computers**

Evolving IT Solutions & Systems for People

### **MICROSOFT & DROPBOX NEW PRICING STRUCTURE**

Subscription period explained - which plan to choose and why?

#### **Background**

Microsoft and Dropbox have recently both changed all their prices along with terms and conditions on most of their licencing plans. We now need to contact you and potentially change your plan and costs accordingly. To help you decide what you would like to do, please read the below and then come back to us.

**PLEASE NOTE** - If we do not hear from you, then Microsoft & Dropbox will automatically put you on a month to month plan at some point within the next 30 days. This can be changed to annual at any stage

#### **There are 2 different types of plans to choose from - *Monthly or Annually***

Microsoft's website is confusing so we have simplified this for you below:

#### **Month to Month (Flexible plan)**

If you want a flexible licence that you may want to cancel anytime or increase or decrease, then a subscription period of a '*Month to Month*' is the correct option. You can cancel anytime and payments will stop at the end of that current month. You pay a slightly higher monthly price for the convenience of this though.

#### **Annual Plan (locked in to 12 month commitment)**

This is advertised at a lower monthly price on Microsoft's website but it is actually an annual subscription when you look at the small print. If you want a licence and you know this is going to be needed for 12 months then you should purchase an Annual subscription. If you change your mind halfway through the year, unfortunately this licence cannot be cancelled or refunded. Due to you paying up front for the 12 month subscription it works out at a slightly lower equivalent monthly rate. If a person leaves, then their licence stays on your account (as you have already paid for it). However, this licence can be re-assigned to a new person so you don't need to purchase another one.

<b>LICENCE PLAN pricing is per user account and excludes GST</b>	<b>PRICE per month</b>	<b>PRICE per year</b>	<b>PAYMENT term</b>	<b>SUBSCRIPTION PERIOD</b>
365 Business Basic Monthly	\$10.92	n/a	Monthly	Month to Month
365 Business Basic Annual	n/a	\$109.20	Once annually	Annual commitment
365 Business Standard Monthly	\$22.70	n/a	Monthly	Month to Month
365 Business Standard Annual	n/a	\$226.80	Once annually	Annual commitment
365 Business Premium Monthly	\$39.96	n/a	Monthly	Month to Month
365 Business Premium Annual	n/a	\$399.60	Once annually	Annual commitment
365 Apps for Business Monthly (microsoft office software only)	\$17.76	n/a	Monthly	Month to Month
365 Apps for Business Annual (microsoft office software only)	n/a	\$177.60	Once annually	Annual commitment
Exchange Online Plan 1 Monthly	\$7.20	n/a	Monthly	Month to Month
Exchange Online Plan 1 Annual	n/a	\$72.00	Once annually	Annual commitment
Exchange Online Plan 2 Monthly	\$14.52	n/a	Monthly	Month to Month
Exchange Online Plan 2 Annual	n/a	\$145.20	Once annually	Annual commitment
Dropbox Standard Monthly (*)	\$28.80	n/a	Monthly	Month to Month
Dropbox Standard Annual (*)	n/a	\$288.00	Once annually	Annual commitment

As you will see from the table above, by committing to an annual plan, you effectively get 12 months for the price of 10. It is down to what works best for you.

(\*) Dropbox licences are for a minimum of 3 licences. Therefore the minimum Dropbox cost will be \$86.40/m monthly or \$864.00/annually.