



# CloudSuite Advisory

A feature-by-feature analysis of Microsoft 365 and Google Workspace

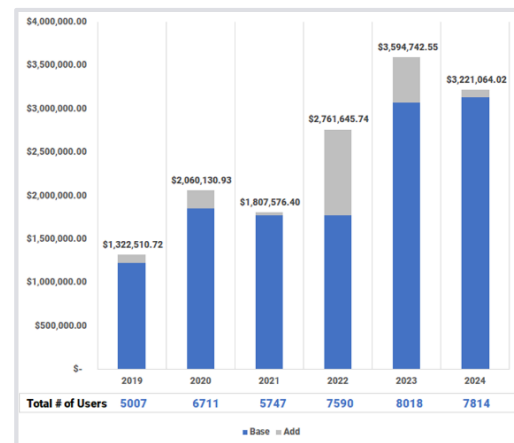


*Can this migration reduce my costs? How can I ensure my business requirements are met? After migrating, do I need to keep any previous technology?*

Are you considering moving from Microsoft 365 (M365) to Google Workspace? This is a significant transition, as there's no simple, 1:1 conversion between Microsoft and Google. Determining the viability of such a shift requires diligence and in-depth knowledge of Microsoft and Google licensing.

We're here to address your concerns and help determine your best path forward with our 30-day consultation.

We'll take an **unbiased** approach to comparing the features of your existing Microsoft ecosystem with **Google Workspace**, **Chrome Enterprise**, and **ChromeOS**. We'll then provide detailed pricing options and recommendations with your current and future technology needs in mind.



**Our experts provide the critical analysis needed to move forward with confidence. We will:**

- **Deconstruct** the M365 licensing model and assess your current and future usage.
- **Measure** the current value of your M365 suite.
- **Compare** current usage and value with Google Workspace bundles.
- **Create** multiple licensing options based on business needs.
- **Identify** technology gaps in a Microsoft-to-Google migration and suggest solutions to close those gaps.
- **Recommend** next steps including negotiation tips.

SCENARIO	DESCRIPTION	EA YEAR 1: 2026-2027	EA YEAR 2: 2027-2028	EA YEAR 3: 2028-2029	TOTAL: 3 YEAR
AS-IS EA Renewal	This is a straight renewal of the EA based on March 2025 pricing, including all products.  M365 E3 cost = 32.77/user/year	\$ 3,376,529	\$ 3,376,529	\$ 3,376,529	\$ 10,129,588
Google Enterprise Plus	This option replaces M365 E3 with Google Ent Plus + WinE3 + Win CAL + SCCM CAL. M365 F3 is replaced by Frontline Worker suite + WinE3 + Win CAL + SCCM.	\$ 3,162,834	\$ 3,162,834	\$ 3,162,834	\$ 9,488,502
Google Enterprise Plus w/Chrome Ent Premium	This option is similar to Option 2 but includes Chrome Premium for additional security features.	\$ 3,450,573	\$ 3,450,573	\$ 3,450,573	\$ 10,351,718

Enterprise Workers				
Google Enterprise Plus	Sub	6,764	\$ 17.51	\$ 210.09
Google Voice	Sub	300	\$ 10.00	\$ 120.00
Chrome Enterprise Premium	Sub	6,764	\$ 3.00	\$ 36.00
Windows E3 per User (EA)	Sub	6,764	\$ 5.13	\$ 61.56
Excel (MPSA)	L&SA	1,425	\$ 9.23	\$ 110.70
Windows Server CAL User (MPSA)	L&SA	6,764	\$ 1.72	\$ 20.68
SCCM per User (MPSA)	L&SA	6,764	\$ 2.04	\$ 24.42
M365 E3 Orig FSA	From SA	0	\$ 27.85	\$ 334.20
M365 E3 Orig FUSL Exist Cust	Sub	0	\$ 32.77	\$ 393.24
Frontline Profile				
Google Frontline Standard	Sub	363	\$ 6.19	\$ 74.33
Chrome Enterprise Premium	Sub	363	\$ 3.00	\$ 36.00
Windows E3 per User (EA)	Sub	363	\$ 5.13	\$ 61.56
Windows Server CAL User (MPSA)	L&SA	363	\$ 1.72	\$ 20.68
SCCM per User (MPSA)	L&SA	363	\$ 2.04	\$ 24.42
M365 F3 FUSL	Sub	0	\$ 7.06	\$ 84.72



**Contact your SHI Account Executive to schedule your consultation today.**

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