





# Microsoft 365 E7 Qualifications Guide



Microsoft 365 E7 (The Frontier Suite) is designed for organizations that have already embraced AI with Microsoft Copilot and are ready to operationalize and govern AI agents at scale. **E7 includes the following:**

- **Microsoft 365**
- **Microsoft 365 Copilot**
- **Microsoft Agent 365**
- **Microsoft Entra Suite**

The value of E7 increases significantly when customers are already purchasing Copilot and additional security or agent-management services separately. Microsoft positions E7 as a simpler, more cost-effective way to deploy enterprise AI, governance, and security in a single license.

RECOMMEND E7 WHEN	DO NOT RECOMMEND E7 WHEN
<p style="text-align: center;"></p> <p><b>Customer already has Copilot licensing</b></p> <p>E7 is intended for organizations that have moved beyond AI experimentation and are actively using Copilot.</p> <p>Good conversation starter:</p> <p><i>"Since you've already invested in Copilot, E7 may simplify licensing while adding agent governance and enhanced security capabilities."</i></p>	<p style="text-align: center;"></p> <p><b>Customer does <i>not</i> have Copilot</b></p> <p>E7 is not intended as a starting point for AI adoption.</p> <ul style="list-style-type: none"><li>◦ Evaluate Copilot first</li><li>◦ Establish adoption and business value</li><li>◦ Revisit E7 later</li></ul>
<p style="text-align: center;"></p> <p><b>Customer is paying separately for Agent 365</b></p> <p>If the customer has:</p> <ul style="list-style-type: none"><li>◦ E5</li><li>◦ Copilot</li><li>◦ Agent 365</li></ul> <p>They are already consuming key components that E7 bundles together. <b>Strong E7 candidate.</b></p>	<p style="text-align: center;"></p> <p><b>Customer recently purchased E5 and has no additional AI/security add-ons</b></p> <p>If the customer only has:</p> <ul style="list-style-type: none"><li>◦ E5</li></ul> <p>and is not purchasing:</p> <ul style="list-style-type: none"><li>◦ Copilot</li><li>◦ Agent 365</li><li>◦ Entra Suite</li></ul> <p>There is typically no immediate business case for E7. <b>Recommendation: Stay with current licensing.</b></p>

## RECOMMEND E7 WHEN



### Customer is paying separately for Entra Suite

If the customer has:

- E5
- Copilot
- Entra Suite

The bundled economics often become compelling compared to maintaining separate licenses. **Strong E7 candidate.**

## DO NOT RECOMMEND E7 WHEN



### Customer is still evaluating AI use cases

If leadership is asking:

- "Should we try Copilot?"
- "What can AI do for us?"

They are not yet at the E7 stage.  
**Recommendation: Focus on Copilot adoption first.**



### Customer is scaling AI agents across the business

Indicators include:

- Multiple Copilot deployments
- Department-specific agents
- AI governance concerns
- Security and compliance requirements around agent usage

E7 provides Agent 365 as the management and governance layer for enterprise AI agents.



### Customer has limited security or governance requirements

Organizations that:

- Have basic identity requirements
- Do not manage AI agents
- Are not expanding AI usage

may not realize sufficient value from E7.



### Customer wants simplified procurement and licensing

Some customers prefer:

- Fewer SKUs
- Easier budgeting
- Simplified renewals
- Unified AI + security licensing

E7 can reduce licensing complexity while consolidating key AI and security services.



### Customer just completed a major licensing purchase

Avoid recommending E7 immediately after:

- Recent E5 renewals
- Recent Copilot purchases
- Recent Microsoft true-ups

unless there is a clear financial or operational benefit.

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