

Product comparison

	Office Home and Business 2019	Office Professional 2019	Office 365 Business Premium
Core Office apps	Classic Office apps	Classic Office apps	Premium Office apps
Additional Office apps	Not included	Access and Publisher*	Access and Publisher*
Business Apps	Not included	Not included	Outlook Customer Manager, Bookings
Premium Business services	Not included	Not included	Exchange, SharePoint, Microsoft Teams, Yammer
Installations	1 PC/Mac	1 PC	5 PCs/Macs, 5 tablets, and 5 smartphones for 1 person
Extra Storage	Not included	Not included	1 TB of OneDrive storage per person
Domain	Not included	Not included	1 st year included**
Technical Support	Installation only	Installation only	Included
Payment	One-time cost	One-time cost	Annual Fee

Additional resources

Microsoft Office product page at products.office.com/business/office

Office training videos at support.office.com/article/workplace-productivity-training-af07cb6b-980d-4f33-8599-322582767408?

*Publisher and Access are for PC only

**Special offer terms: Annual commitment required. Custom domain \$12/year after the first year. Only new Office 365 for business subscribers eligible. Limit one free year and one customer domain per organization. Offer not transferrable. Domains subject to availability and GoDaddy's terms. Available WW. <https://www.godaddy.com/legal-agreements>

Excite your customers

Demo these features to Wow your customers.

New chart types

- Identity insights, trends, and opportunities in your data
- Insert maps into Word, PowerPoint, and Outlook
- Transform geographic data into high-fidelity visualizations with 2-D maps

Morph

- Create cinematic motion effortlessly
- PowerPoint takes care of the transitions and animations automatically
- Morph analyzes the content of consecutive slides and merges them together to create cinematic motion
- Look like a seasoned animation expert with just the click of a button

Roaming pencil case

- Create cinematic motion effortlessly
- Move slides and objects with pen
- Ink reacts to user touch with pressure sensitivity and tilt effects
- The new and improved inking features allows you to work more naturally with pressure sensitivity, and tilt effects

What's new in Outlook

- Get more done with modern email
- Updated Contact Card
- Mentions
- Focused Inbox
- Travel/Package cards

Office 2019 messag-

Who it's for

1 PC/
Mac**

For families and small businesses who want classic Office apps and email installed on one PC or Mac for use at home or work.

What's included

Classic 2019 versions of Word, Excel, and PowerPoint

Available on

Support and licensing

*Not including Office Home & Student 2019

Objection handling

How to handle objections like a pro.

Translation

Pro Tips

I have an old version that's good enough for me.

We haven't shown them the value of an upgrade.

- Demo great features of the latest Office applications.

Isn't the Home & Student version the same thing, only cheaper?

We haven't clearly shown the difference and extra value.

- Highlight that Office Professional 2019 includes Outlook, Access, and Publisher (Access and Publisher for PC only)
- Home & Student 2019 is not licensed for commercial use. We recommend Home & Business 2019, Office 365, or Microsoft 365 to support their business needs.

I'll just use Google Docs or iWork.

We haven't shown the value of Office.

- Demo great features of the latest Office applications.
- Talk about consistent experience across devices.

I need more.

We have not learned all their needs.

- Explore their needs more.
- Lead with Office 365 Business Premium or Microsoft 365.

Contact your SYNEX Sales Rep today:



Guelph Sales: 1.800.265.7212
Local: 519.837.2444

Montreal Sales: 1.800.363.2821
Local: 514.745.1695

Markham Sales: 1.800.949.4567
Local: 905.415.1166

Oakville Sales: 1.888.307.7218
Local: 905.287.2680

Toronto Sales: 1.800.265.7212
Local: 416.243.7336

Vancouver Sales: 1.877.637.4414
Local: 604.273.2799

We recommend Microsoft Office