



**We provide the best service — we know IT like the back of our hands.**

After supporting thousands of satisfied clients for the past 26 years, we know IT support inside and out. We know what your organization is going through, and we know how to fix it. We provide you with the best service to ensure that your business runs as effectively as possible.

ExcalTech is an end to end managed services provider and Microsoft Cloud Solutions Partner specializing in M365, Teams and Azure migrations.

As a Hess Consortium participant, we are pleased to offer discounted M365 EDU volume licensing and support of Moodle and Teams integrations to all members. Additional services and support are also available to the consortium with locked in savings.



**Per User Pricing of Faculty and Student Licensing Services**

Services	Microsoft 365 Education A1	Microsoft 365 Education A3	Microsoft 365 Education A5
<b>Price per Faculty Member</b>	<b>FREE</b>	<b>\$2.99</b>	<b>\$7.36</b>
<b>Price per Student</b>	<b>FREE</b>	<b>\$2.30</b>	<b>\$5.52</b>
<b>Office 365 Platform</b>	Yes	Yes	Yes
<b>Office for the Web</b>	Yes	Yes	Yes
<b>Microsoft 365 Apps for Enterprise</b>	No	Yes	Yes
<b>Exchange Online</b>	Yes	Yes	Yes
<b>SharePoint Online</b>	Yes	Yes	Yes
<b>OneDrive for Business</b>	Yes	Yes	Yes
<b>Microsoft Teams</b>	Yes	Yes	Yes
<b>Microsoft Azure</b>	Yes	Yes	Yes
<b>Skype for Business Online</b>	Yes	Yes	Yes
<b>Project</b>	No	No	No
<b>Yammer Academic</b>	Yes	Yes	Yes

\*Some exclusions and restrictions may apply. Per user price based off of an annualized agreement

Help Desk Support at \$135 per hour billed in 15-minute increments

**For more information about pricing for HESS associated members with locked in pricing through ExcalTech, please reach out to Alex Hanna.**

Alexandra Hanna  
Technical Sales Consultant  
224-240-2886  
[ahanna@excaltech.com](mailto:ahanna@excaltech.com)





## ExcalTech Provides:

**Managed Services** - Complete end to end managed services- engineering, helpdesk, remote support, maintenance, management and monitoring through one of our custom-built support solutions

**M365** – We are a certified cloud services partner of Microsoft and specialize in migrations to M365 and Azure

**Project Work** – Server installs, hardware refreshes, Wireless Access Point placement, workstation replacements, phone installations, and more

**Enterprise Hardware** – HP Enterprise, Pure Storage, Meraki, Cisco, WatchGuard, Lenovo, the list goes on. Servers, NAS devices, WAPs, laptops, docking stations, phones, firewalls, to cables, we sell it. We sell so much hardware we can compete with CDW and SHI on pricing and usually win.

**VoIP Phones** – Jive and Ring Central Partner

**Support and Licensing** – We work with OEM and 3rd party providers to offer licensing maintenance and compliance for all your technology warranty and license needs

**Security** – Penetration testing, IPS and IDS monitoring, spam filtering, network evaluations, DNS filtering to firewall configurations- we can do it

**Cloud and Colocation** – We manage our own data center and have our own private cloud

**Disaster Recovery** and Business Continuity – We write and build plans to help businesses stay in business in the event of an emergency, perform DR tests

**Website Hosting** – We host, build and maintain Linux and WordPress websites

**Circuit Provisioning** – We work with all of the large national carriers and several of the regional providers to offer competitive pricing for all your connectivity needs

**Application Support** – Because we work with so many industries, our team of engineers have experience working with many specialty applications i.e. (Moodle, RecTrac, Timberline, QuickBooks, PeachTree, Sage, Epicor, etc.)

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