

1 **Q. (Reference Application Schedule B, Application Enhancements, page 139) It is**  
2 **stated “Newfoundland Power has been using Cisco WebEx as its virtual**  
3 **meeting solution since 2018. Annual user fees for Cisco WebEx are currently**  
4 **\$75,000. Newfoundland Power can implement Microsoft Teams as part of its**  
5 **existing Microsoft Enterprise Agreement with no added annual licensing costs**  
6 **from the vendor.” Why did NP not select Microsoft Teams as its virtual meeting**  
7 **solution in the first place?**

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9 A. Newfoundland Power started using WebEx in a limited capacity in 2018.<sup>1</sup> At the time,  
10 WebEx was a more mature product than Microsoft Teams.<sup>2</sup> Also at that time, Microsoft  
11 Teams was not included in the Company’s Microsoft Enterprise Agreement.

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13 Licensing for Microsoft Teams was included as part of the Microsoft Enterprise  
14 Agreement in 2022, making it the least cost option moving forward. Further, Microsoft  
15 Teams is now a mature product with over 270 million users worldwide.

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<sup>1</sup> The Company had 10 WebEx licenses in 2018.

<sup>2</sup> Microsoft Teams was released in 2017.