

Exam preparation training session “Designing and Providing Licensing Solutions to Large Organizations” (MCP exam 70-705)

Target audience Licensing specialists, sales consultants, account managers and (inside) sales representatives working for Microsoft and Microsoft channel partners that focus on organizations with 500+ PCs.

What you will achieve This course prepares you for the Microsoft Certified Professional (MCP) exam 70-705 “Designing and Providing Licensing Solutions to Large Organizations”. In addition, commercial aspects will be covered such as positioning Software Assurance and Commercial Licensing programs, and how to deal with common customer concerns.

Course format The course consists of three days. Each day starts at 9:00 sharp and lasts until approximately 16:30. Registration with coffee and tea starts at 8:30. After the course between four and twelve hours of self-study are required.

The training session and course material will be delivered in English. The exam is also available in several other languages. Visit <https://www.microsoft.com/en-us/learning/exam-70-705.aspx> for details.

Prerequisite knowledge Some knowledge of and at least six months experience in selling Microsoft products and licenses are strongly recommended.

Agendaⁱ

Day 1: 9:00 – 11:00

Module 1: introduction

- The pros and cons of OEM licenses and Commercial Licensing
- Identifying your customers’ license terms: locating and understanding the Product Terms and the Online Services Terms (OST)

Day 1: 11:00 – 14:30

Module 2: client and Developer Tool licensing

- Windows and Windows VDA
- Office, Project and Visio
- Visual Studio Subscriptions

Day 1: 14:30 – 16:30

Day 2: 9:00 – 10:45

Module 3: server licensing

- Windows Server 2016, System Center 2016 and Core Infrastructure Server (CIS) Suite
- Exchange Server 2016, Skype for Business Server 2015, SharePoint Server 2016 and Office Online Server
- Dynamics 365 On-premises
- SQL Server 2017

Day 2: 10:45 – 15:00	Module 4: licensing Online Services <ul style="list-style-type: none">• Understanding tenants• Transitioning to online services: understanding Add-on and From SA licenses and Bridge CALs• Microsoft Azure• Office 365• Dynamics 365 Enterprise• Microsoft Intune• Enterprise Mobility + Security (EMS)• Microsoft 365
Day 2: 15:00 – 16:30	Module 5: introduction to Commercial Licensing <ul style="list-style-type: none">• Overview and positioning of the most important Commercial Licensing programs• Cloud Solution Provider program (CSP)• Software Assurance
Day 3: 9:00 – 16:30	Module 7: Commercial Licensing for large organizations <ul style="list-style-type: none">• Microsoft Business and Services Agreement (MBSA)• Microsoft Products and Services Agreement (MPSA)• Enterprise Agreement (EA) and Enterprise Agreement (EAS)• Server and Cloud Enrollment (SCE)
Your trainer	This course will be delivered by Jelle Kooi. He delivers and develops Microsoft licensing training sessions since 1998.
Your investment	Choose between the following rates: <ul style="list-style-type: none">• The Early Bird rate of € 795ⁱⁱ per attendee is available until six weeks prior to the training session. Early Bird registrations cannot be cancelled.• The regular rate is € 950ⁱⁱ per attendee. These fees include: <ul style="list-style-type: none">• Handout• Practice exam with answers• Post-event support• Coffee, tea and lunch The cost of the exam (approximately € 165) is not included.
Course dates and registration	This three-day training session will happen in: <ul style="list-style-type: none">• Lyngby, Denmark on April 4th, 5th and 6th, 2018• Espoo, Finland on April 24th, 25th and 26th, 2018• Lysaker, Norway on May 29th, 30th and 31st, 2018• Kista, Sweden on June 12th, 13th and 14th, 2018 Register through www.didactive.com/en . The number of seats is limited. Register early to secure your seat!
In-company training session	This course is also available as an in-company training session for groups of at least 20 attendees.

More information

You can find more information about this and other Microsoft licensing-related training sessions on our Website: www.didactive.com/en.

Cancellation, absence

If you cannot attend the training session, you may send a colleague instead.

Regular registrations

If you decide to cancel your registration, we will refund the registration fee as follows.

- If you cancel more than six weeks in advance, we will refund the entire registration fee.
- If you cancel more than three weeks and up to six weeks in advance, we will refund 75% of your registration fee.
- If you cancel more than one week and up to three weeks in advance, we will refund 50% of the registration fee.
- If you cancel up to one week in advance, we will refund 25% of your registration fee.
- If you cancel on or after the first training day or don't show up, we will not refund your registration fee.

Early Bird registrations

For Early Bird registrations, refunds are not available.

Latest update: March 2nd, 2018

ⁱ The agenda is subject to change without notice.

ⁱⁱ 21% VAT is charged to Dutch customers and to all customers who fail to provide a VAT number.