

Microsoft Enterprise Licensing Seminar

Course Description

Target audience IT managers, procurement officers and other individuals employed by Microsoft corporate and governmental customers who have or intend to sign an Enterprise Agreement (EA) Enterprise Enrollment or Enterprise Subscription Enrollment (EAS), Microsoft Product and Services Agreement (MPSA) and/or Server and Cloud Enrollment (SCE).

To make sure that attendees won't hesitate to ask specific questions about their environment, as a policy, Microsoft employees cannot attend this session. Licensing Solution Partners (LSPs) can only attend if they accompany their own customers and if they refrain from initiating business-related conversations with any other customers that attend this event.

What you will achieve After this intensive three-day event, you will be able to:

- get the most out of your existing Microsoft licenses and Volume Licensing agreement(s)
- minimize the chances of under-licensing and other kinds of non-compliance
- avoid over-licensing
- prepare for signing new agreements or for renewing existing ones
- prepare for new paradigms such as Software as a Service (SaaS), Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Bring Your Own Device (BYOD) and Bring Your Own License (BYOL).

Seminar format This seminar lasts three days. Each day starts at 9:00 sharp and lasts until approximately 16:30. Registration with coffee and tea starts at 8:30.

In addition to presentations several cases will be presented. As an attendee, you will get the opportunity to submit any scenarios that (may) occur in your organization. If used, these scenarios will be changed in such a way that your identity won't be revealed.

The training session that is held in Oslo will be delivered in English; the one in Amsterdam will be delivered in Dutch. For both events, the course material is provided in English.

Prerequisite knowledge Some knowledge of Microsoft products and licenses is recommended.

Agenda

Introduction

- Licensing from a legal perspective
- The pros and cons of OEM licenses and Volume Licensing (VL)
- License transfers; buying and selling “pre-owned” licenses
- License assignments, reassignments and Software Asset Management (SAM)
- Software Assurance (SA)
 - An overview of SA benefits
 - Signing up for and renewing SA
 - Impact of SA non-renewals
- An overview of key resources such as the Product Terms and the Online Services Terms (OST)

Client licensing

- Windows 10 Enterprise E3 and E5
- Windows in a Virtual Desktop Infrastructure (VDI), licensed through Virtual Desktop Access (VDA) E3 and E5
- Office, Project and Visio 2016 desktop applications

Developer tools

- Visual Studio 2017 Subscriptions and MSDN Platforms
- Licensing acceptance test environments and staging servers

Server licensing

- Windows Server 2016, System Center 2016, Core Infrastructure Server (CIS) Suite
- Licensing in environments that have been virtualized with VMware, Microsoft Hyper-V or Citrix
- Moving your server workloads to Microsoft Azure, Amazon Web Services (AWS), Microsoft SPLA partners and external data centers
- SQL Server 2017, BizTalk Server 2016
- Exchange Server 2016, Skype for Business Server 2015, SharePoint Server 2016, Project Server 2016
- Dynamics 365 On-premises

Online Services licensing

- Office 365 ProPlus, Visio Online, Project Online
 - Office 365 Enterprise Plans (E1, E3, E5 and F1)
 - Azure, Azure Stack
 - Intune
 - Enterprise Mobility + Security (EMS)
 - Microsoft 365
 - Dynamics 365 Enterprise
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Agenda (continued from previous page)

An introduction to Volume Licensing

- Microsoft Business and Services Agreement (MBSA)
 - Including Affiliates in your agreements
 - Verifying compliance (“audit clause”)
- Overview and positioning of key Volume Licensing programs:
 - Microsoft Product and Services Agreement (MPSA)
 - Enterprise Agreement (EA) Enterprise Enrollment and Enterprise Subscription Enrollment (EAS)
 - Services Provider License Agreement (SPLA)
 - Cloud Solution Provider (CSP) program
- Using the Microsoft license portals
 - Downloading your software media kits and Volume License Keys (VLks)
 - Generating your Microsoft License Summary
 - Activating your Software Assurance benefits

Microsoft Product and Services Agreement (MPSA)

- Customer profile
- Key program features, benefits and limitations
- Using MPSA in conjunction with an Enterprise Agreement or Enterprise Subscription Agreement
- Migrating from Select Plus to MPSA

Enterprise Agreement (EA) Enterprise Enrollment and Enterprise Subscription Enrollment (EAS)

- Customer profile
- Key program features, benefits and limitations
- Enterprise Products, Additional Products and Enterprise Online Services (EOLS)
- Determining the number of Qualified Devices and Qualified Users
- Transitioning from on-premises to Online Services – and back
- Using Online Service Full, From SA and Add-on User Subscription Licenses (USLs)
- License Reductions

Server and Cloud Enrollment (SCE)

- Customer profile
- Key program features, benefits and limitations

Your trainer

This course will be delivered by Jelle Kooi (1964), who has been working in what he calls “the exciting world of Microsoft licensing” for 23 years. Over the last 19 years, he has delivered Microsoft licensing training sessions targeted at Microsoft employees, partners and corporate customers in 51 countries.

Your investment

Your investment is € 1.295 (Early Bird rate available until six weeks prior to the event, no cancellations) or € 1.595 (regular rate) per attendee¹. This fee includes:

- Handouts
- Coffee, tea, refreshments and lunch
- Wireless access and secretarial support
- Aftercare via e-mail and Skype for Business

The cost of a hotel room is not included in these rates.

Course dates and registration

Delivery in Dutch

This seminar will happen on February 6th, 7th and 8th, 2018, and again on May 22nd, 23rd and 24th, 2018 in the DoubleTree by Hilton Hotel, Oosterdoksstraat 4, 1011DK Amsterdam. Please register through www.didactive.com.

Delivery in English

This seminar will happen on March 13th, 14th and 15th, 2018 in Oslo, Norway. Please register through www.didactive.com/en.

The number of seats for these events is limited. Registrations are handled on a first come, first served basis.

More information

You can find more information about our other courses on our Website: www.didactive.com/en.

Cancellation, absence

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

If you decide to cancel a regular registration, then we will refund the registration fee as follows.

- If you cancel more than six weeks in advance, then 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.

Latest update: November 24th, 2017

¹ Dutch customers and all customers who don't provide a VAT number will be charged 21% VAT.