



# Jelle Kooi's Biography

## **Full version**

*Jelle Kooi has been working in what he calls “the wonderful world of Microsoft licensing” since 1994. Since early 1998, Jelle works as a Microsoft Licensing Endorsed Trainer (LET) for Didactive® ([www.didactive.com/en](http://www.didactive.com/en)).*

*Jelle develops Microsoft licensing-related training sessions and delivers these to Microsoft staff, partners and corporate customers. He has delivered training sessions in 51 countries across Europe, the Middle East, Africa, Asia and the Americas, and received excellent ratings from his students.*

*Jelle is knowledgeable and experienced in the field of:*

- *product licensing, including:*
  - *licensing Microsoft Online Services such as Microsoft Azure, Office 365 and Dynamics 365*
  - *Windows 10, Office 2016 and other desktop software*
  - *Windows Server 2016, SQL Server 2016 and other server software*
  - *Visual Studio 2017 and MSDN*
- *volume licensing, including:*
  - *Enterprise Agreement (EA) and Server and Cloud Enrollment (SCE)*
  - *Microsoft Products and Services Agreement (MPSA) and Select Plus*
  - *Cloud Solution Provider (CSP)*
  - *Microsoft Online Subscription Program (MOSP)*
  - *Services Provider Licensing Agreement (SPLA)*
  - *Open License and Open Value*
  - *Academic agreement such as Open Value for Education Solutions, School Agreement, Enrollment for Education Solutions (EES)*
- *Software Asset Management (SAM).*

*Jelle has a technical master's degree and completed a marketing education. Previously, he worked as a sales representative for one of the biggest global Microsoft Large Accounts Resellers.*

## **Short version**

*Jelle Kooi is a Microsoft® Licensing Endorsed Trainer who has been dealing with Microsoft licensing ever since 1994, first as a sales specialist at one of Microsoft's biggest resellers, then as a self-employed trainer under the Didactive® brand name ([www.didactive.com/en](http://www.didactive.com/en)).*