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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) or Enterprise Agreement Subscription (EAS), Microsoft Product and Services Agreement (MPSA), Microsoft Customer Agreement 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 will be held in Denmark 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.

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Agenda

Introduction
- Licensing from a legal perspective
- The pros and cons of OEM licenses and Commercial Licensing, previously known as Volume Licensing (VL)
- License transfers; buying and selling "pre-owned" licenses
- License assignments, reassignments and Software Asset Management (SAM)
- An overview of key resources such as the Product Terms and the Online Services Terms (OST)

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

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

Server licensing
- Windows Server, System Center, 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, BizTalk Server
- Exchange Server, Skype for Business Server, SharePoint Server, Project Server
- Dynamics 365 On-premises

Online Services licensing
- Understanding tenants
- Office 365 ProPlus, Visio Online, Project Online
- Office 365 Enterprise Plans (E1, E3, E5 and F1)
- Dynamics 365 Services
- Azure, Azure Stack
- Intune
- Enterprise Mobility + Security (EMS)
- Microsoft 365

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Agenda (continued from previous page)	An introduction to Commercial 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) and Enterprise Agreement Subscription (EAS)
  - Microsoft Customer Agreement
  - Cloud Solution Provider (CSP) program
- Software Assurance (SA)
  - An overview of SA benefits
  - Signing up for and renewing SA
  - Impact of SA non-renewals
- Using the Microsoft license portals

Microsoft Product and Services Agreement (MPSA)
- Customer profile
- Key program features, benefits and limitations
- Using MPSA in conjunction with an Enterprise Agreement or Enterprise Agreement Subscription

Enterprise Agreement (EA) and Enterprise Agreement Subscription (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 24 years. Over the last 20 years, he has delivered Microsoft licensing training sessions targeted at Microsoft employees, partners and corporate customers in over 50 countries.

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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 attendee[1]. 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 September 11th, 12th and 13st, 2019 at the Double Tree by Hilton Hotel Centraal Station, Oosterdoksstraat 4, 1011 DK Amsterdam. Please register through www.didactive.com. **Delivery in English** This seminar will happen on February 27th and 28th and March 1st, 2019 at the Radisson Blu Waterfront hotel in Stockholm, Sweden. 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: February 26th, 2019

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