Microsoft Enterprise Licensing Seminar
Course Description

Target audience	IT managers, Software Asset Management staff, license 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 (MCA) 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 and employees of Microsoft partners cannot attend this session.
What you will achieve	After this intensive three-day on-site, 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), not to mention on-premises (classic) combined with cloud licensing into hybrid licensing solutions.
Seminar format	For the three-day on-site seminar; each day starts at 9:00 sharp. The first and second day last until approximately 16:30, the third day until about 16:00. Registration with coffee and tea starts at 8:30. The training session that will be held in Amsterdam will be delivered in Dutch. The seminar in Stockholm, Sweden will be delivered in English. For all sessions, training materials are provided in English.
Prerequisite knowledge	Basic knowledge of Microsoft products and licenses is recommended.
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 and reassignments
- An overview of key resources such as the Product Terms and the Online Services Terms (OST)

Client licensing
- Windows 11 Enterprise
- Windows in an on-premises or cloud-based Virtual Desktop Infrastructure (VDI)
- Office, Project and Visio desktop applications

Developer tools
- Visual Studio Subscriptions
- Licensing acceptance test environments

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 datacenters
- SQL Server
- Exchange Server, Skype for Business Server, SharePoint Server
- Dynamics 365 On-premises

Online services licensing
- Understanding tenants
- Transitioning from on-premises to online services – and back
- Using Full, From SA and Add-on User Subscription Licenses (USLs)
- Microsoft 365 Apps, Visio Online, Project Online
- Office 365 Enterprise Plans (E1, E3, E5 and F1)
- Windows 365 Enterprise and Azure Virtual Desktop
- Dynamics 365 Services
- Azure, Azure Dedicated Host, Azure Reserved Instanced
- Azure Hybrid Benefits
- Intune
- Enterprise Mobility + Security (EMS)
- Microsoft 365 F1, E3 and E5

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 Commercial Licensing programs:
    - Microsoft Product and Services Agreement (MPSA)
    - Enterprise Agreement (EA), Enterprise Agreement Subscription (EAS), Server & Cloud Enrollment (SCE)

- o   Microsoft Customer Agreement (MCA)
  - o   Cloud Solution Provider (CSP) program
- Software Assurance (SA)
  - o   An overview of SA benefits
  - o   Signing up for and renewing SA
  - o   Impact of SA non-renewals
- Using 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
- License reductions

Server and Cloud Enrollment (SCE)
- Customer profile
- Key program features, benefits and limitations

Microsoft-led Microsoft Customer Agreement (MCA)
- Customer profile
- Key program features and customer benefits
- MCA – CSP comparison

Your trainer	This training will be delivered by [Peter van Uden](), an experienced and by Microsoft endorsed Microsoft licensing trainer.

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Your investment

Your investment is € 1.395 (Early Bird rate, available until six weeks prior to the event, no cancellations) or € 1.750 (regular rate) per attendee[1]. This fee includes:

- On-site seminar: refreshments and lunch
- Seminar handouts in PDF format
- Aftercare through e-mail
- Lifetime free subscription to the Microsoft Licensing Update newsletter

Course dates and registration

(1) Delivery in Dutch on-site
This seminar will happen on January 18th, 19th and 20th 2022 at the Adagio Amsterdam City South the Netherlands (exact details provided after registration). Please register through www.didactive.com.

(2) Delivered in Dutch on-site
This seminar will happen on September 20th, 21st, and 22dn, 2022 in the Amsterdam region, the Netherlands (exact details provided after registration). Please register through www.didactive.com.

(3) Delivery in English on-site
This seminar will happen on April 5th, 6th and 7th 2022 in Stockholm, Sweden (exact venue location to be decided and details after registration). Please register through www.didactive.com/en.

The number of seats for these events is limited. Registrations are processed 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.

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[1] Dutch customers and all customers who don't provide a VAT number will be charged 21% VAT. Mentioned prices <u>do not</u> include room rates and parking fees.

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Cancellation, absence	If a registered attendee cannot attend the seminar, then you may send a colleague instead.

If you decide to cancel a regular registration, then we will refund the registration fee as follows:
- **No refunds for Early Bird registrations**
- 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.

Particulars
- The training agenda is subject to change without prior notice when updates Microsoft licensing terms require such a change
- Didactive reserves the right to cancel the training when there are insufficient registrants. In such a case we will make a complete refund

Latest update: October 6th, 2021