

Microsoft Enterprise Licensing Seminar

Course Description

Target audience IT managers, 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 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 five-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 Due to the COVID-19 outbreak, this seminar is offered through Microsoft Teams. It consists of fifteen modules spread across five days (9:30 – 10:30, 11:00 – 12:00 and 13:00 – 14:00). From 15:00 – 17:00, the trainer is available for one-to-one discussions and Q&A sessions with individual attendees.

Afterwards, attendees will be able to access recordings of the training sessions.

Seminars are offered in English and Dutch. For both events, the course material is 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 10 Enterprise
- Windows in an on-premises or cloud-based Virtual Desktop Infrastructure (VDI)
- 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 datacenters
- SQL Server
- Exchange Server, Skype for Business Server, SharePoint Server, Project 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)
 - Office 365 ProPlus, Visio Online, Project Online
 - Office 365 Enterprise Plans (E1, E3, E5 and F1)
 - Dynamics 365 Services
 - Azure, Azure Dedicated Host and Azure Stack
 - Azure Hybrid Benefits
 - Intune
 - Enterprise Mobility + Security (EMS)
 - Microsoft 365 F1, E3 and E5
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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 Commercial Licensing programs:
 - Microsoft Product and Services Agreement (MPSA)
 - Enterprise Agreement (EA), Enterprise Agreement Subscription (EAS), Server & Cloud Enrollment (SCE)
 - Microsoft Customer Agreement (MCA)
 - 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 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 seminar will be delivered by Jelle Kooi (1964), who has been working in what he calls “the exciting world of Microsoft licensing” since 1994. Since 1998, he has delivered Microsoft licensing training sessions targeted at Microsoft employees, partners and corporate customers in 56 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:

- Electronic handouts in PDF
 - Access to session recordings
 - On-demand access to daily consulting hours
 - Post-event support
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Course dates and registration

Delivery in Dutch

This seminar will happen on November 2nd through 6th, 2020. Please register through www.didactive.com.

Delivery in English

This seminar has been scheduled for January 25th through 29th, 2021. Please register through www.didactive.com/en.

The number of attendees 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.

Cancellation, absence

If a registered attendee cannot attend the training session, then you may send a colleague instead at no extra cost.

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: October 16th, 2020

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