

License training session for Microsoft and Microsoft partners

“Designing and Providing Licensing Solutions to Large Organizations”

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| Target audience | Licensing specialists, sales consultants, account managers and (inside) sales representatives working for Microsoft and Microsoft channel partners (Licensing Solution Providers, Cloud Solution Providers). We like to direct end customers to the Microsoft Enterprise Licensing Seminar. |
| What you will achieve | <p>Microsoft retired the Certified Professional (MCP) exam 70-705 “Designing and Providing Licensing Solutions to Large Organizations” on January 31, 2021. However, the knowledge remains needed to help your customers with correct licensing advise. After this course you will be able to consult your customers properly on contracts, product licensing and cloud subscriptions.</p> <p>In addition, commercial aspects will be covered such as positioning Software Assurance, Commercial Licensing programs, comparing on premises, hybrid and cloud licensing and how to deal with common customer concerns.</p> |
| Course format | <p>This training will be delivered in a classroom format, on-site in Oslo, Norway. The exact venue location has to be decided. We will start daily at 09:00 am local time (walk-in with coffee/tea at 08:30) and end around 16:30.</p> <p>The training session and course material will be delivered in English. Other languages available, please visit www.didactive.com for more information.</p> |
| Prerequisite knowledge | Some knowledge of and at least six months experience in selling Microsoft products and licenses are strongly recommended. |
| Agenda | <p>Introduction</p> <ul style="list-style-type: none">• Legal base of software licensing• OEM-licenses and Commercial Licensing (license types)• License reassignments and transfers• Use of the Product Terms en Online Services Terms (OST) <p>Client Licensing</p> <ul style="list-style-type: none">• Licenses for Windows 11 and Windows Virtual Desktop Access (VDA)• Licenses for Office, Project and Visio desktop applications• Visual Studio for software development <p>Server Licensing</p> |

- Windows Server
- System Center
- Core Infrastructure Server (CIS) Suite
- Exchange Server
- Skype for Business Server
- SharePoint Server
- Dynamics 365 On-premises
- SQL Server
- Core CAL en ECAL Suite

Online Services

- Tenants
- Microsoft Azure (VMs, SQL on Azure, Azure Virtual Desktop, Reserved Instances, etc)
- Use of Add-on and From SA-subscriptions
- Office 365
- Windows 365
- Dynamics 365 Services
- Microsoft Intune
- Enterprise Mobility + Security (EMS)
- Microsoft 365

Introduction to Commercial Licensing

- Overview of Microsoft Commercial Licensing programs
- Software Assurance (SA)
- Cloud Solution Provider program (CSP)

Commercial Licensing for large organizations

- Microsoft Business Services Agreement (MBSA)
- Microsoft Products and Services Agreement (MPSA)
- Enterprise Agreement (EA) and Enterprise Agreement Subscription (EAS)
- Microsoft-led Microsoft Customer Agreement
- Server and Cloud Enrollment (SCE)
- Open Value (OV) and Open Value Subscription (OVS)(SMB focused licensing)

Your trainer

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

Your investment

Your investment is € 845 (Early Bird rate, available until six weeks prior to the event, no cancellations) or € 1.050 (regular rate) per attendee¹. This fee includes:

- Electronic handouts in PDF
- Post-event support
- 2 year subscription to the Microsoft Licensing Update

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



Course dates and registration

This training is scheduled Wednesday 18 – Friday 20 May, 2022.
The number of attendees for these events is limited. Registering does not guarantee a place, registrations are processed on a first come, first served basis.

Register through www.didactive.com/en.

In-company training session

This course is globally available as an in-company training session for groups of at least 15 attendees.

More information

You can find more information about this and other Microsoft licensing-related training sessions on our Website:
www.didactive.com/en.

Cancellation, absence

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

Regular registrations

If you decide to cancel your registration, we will refund the registration fee as follows.

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

Early Bird registrations

For Early Bird registrations, refunds are not available.

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