



License training session for Managed Service Providers (Microsoft SPLA and CSP)

Target audience	Licensing specialists, sales consultants, account managers, product managers and (inside) sales representatives working for Microsoft channel partners who operate as a Managed Service Providers.
What you will achieve	<p>The world of Managed Service Providers is rapidly changing. Customers want public cloud services in their 'classic' IT environment managed by you as the Service Provider. The cloud has a different licensing metric compared to Service Provider Licensing. And even the classic SPLA licensing is changing. When you want to stay-up-to-date this training is your best option.</p> <p>After the training you will be able to consult your (internal) stakeholders and customers on SPLA and CSP (cloud) licensing. You will understand the different licensing programs and metrics and will know how you can innovate on your Managed Service Provider practice with hybrid and cloud licensing. Besides you will be able to help with common customer concerns. Not to forget, you will be able to provide a correct monthly report to your SPLA Reseller and avoid general incompliance issues.</p>
Course format	<p>This training will be delivered over two separate half day online sessions.</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 on, and (suggested minimum) 6 month of working experience with Microsoft Service Provider or Cloud-licensing is highly recommended.
Agenda	<p>Introduction</p> <ul style="list-style-type: none">• Legal base of software licensing• License types• License assignment and reassignment• Use of the Product Terms en Online Services Terms (PT and OST) and the Service Provider Use Rights (SPUR) <p>Service Provider License Agreement</p> <ul style="list-style-type: none">• Agreement setup and SPLA channel• SPLA Agreement characteristics• Outsourcing requirements• Verifying compliance• License Mobility / License Mobility Partner requirements



Licensing the Desktop

- Windows for the desktop
- Office applications

Licensing the Infrastructure

- Windows Server
- Office Servers (Exchange, SharePoint, Skype for Business)
- SQL Server

Cloud Solution Provider Program

- Agreement setup and CSP channel
- Shared activated software on shared hardware (Qualified Multitenant Hosting Addendum requirements)
 - Microsoft 365 Apps
 - Windows 11

Microsoft Azure

- Azure Services
- Azure for Service Providers
- Server Subscriptions for Azure
- Azure Hybrid Benefits
- Azure Dedicated Host and Azure Stack

Datacenter Provider 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 € 390 (Early Bird rate, available until six weeks prior to the event, no cancellations) or € 450 (regular rate) per attendee¹. This fee includes:

- Access to training recordings
- Electronic handouts in PDF
- Post-event support

Course dates and registration **UPDATED**

This training is scheduled Tuesday June 7th, 2021 09:00-13:00 (CET) (Part 1) and Wednesday June 8th, 2021 13:00-17:00 (CET) (Part 2). 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

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



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 updated 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: January 20th, 2022