License Training for Managed Service Providers (Microsoft CSP – CSP Hoster program)

Target Audience	Licensing Specialists, sales consultants, account managers, business development managers, purchase officers who work for Microsoft Managed Service Provider partners (CSP Partners, CSP-Hoster partners).
	Attention: Are you besides CSP (Hoster) Partner also a Microsoft SPLA Partner? We recommend you to attend the MSP license training which covers both CSP and SPLA. Please consult www.didactive.com/en/training for contents, date and rates.
What you will achieve	The world of Managed Services Providers is rapidly changing. Your customers want public cloud attached to their classic IT Infrastructures which you manage. The cloud has different licensing models compared to licenses for Service Providers. And then Microsoft introduced the Flexible Virtualization Benefit for Authorized Outsourcers in October 2022. Opportunities, but limitations at the same time. When you want to stay up-to-date, this training is your best option to do so.
	After this two-day licensing training you will be ready to consult your customers and coworkers on licenses for online services and the CSP and CSP-Hoster program. You will know the different licensing programs and licensing models. You will know how you as a Managed Services Provider will be able to help your customers innovate with hybrid and cloud scenario's. Besides you will be able to assist with general customer concerns. And above all, you will be able to supply a correct report to Microsoft for the CSP-Hoster program and to prevent general incompliance issues.
Format	This is a 2-day intense on-site classroom training. We will start daily at 09:00 am local time (walk-in with coffee/tea at 08:30) and end around 17:00. We will provide lunch and beverages during breaks.
	The training session and course material will be delivered in English. Other languages are available, please visit www.didactive.com for more information.

Prerequisite knowledge	Some knowledge of and at least six months experience in selling Microsoft products and licenses are strongly recommended

Agenda
Day 1

Introduction
- Legal base of software licensing
- License types
- License assignment and re-assignment (end user organizations)
- Use of the Product Terms (PT)

Microsoft Online Services
- Tenants
- Azure VMS, SQL on Azure
- Azure Reserved Instances, Azure Savings Plan, Azure Hybrid Benefits
- Azure for Service Providers, Azure Stack and Azure Dedicated Host
- Server Subscriptions for Azure (Windows en SQL Server)
- Windows Desktop (VDI op Azure)
- Microsoft 365 Apps
- Office 365 en Microsoft 365
- Intune and EM+S

Day 2

Microsoft Online Services (continued)
- Power Platform
- Microsoft Security and Compliance Tools

Cloud Solution Provider (Hoster) Program
- Characteristics Microsoft Partner Agreement en CSP (Hoster)
- CSP Hoster Program details
- Outsourcing prerequisites
- Compliance verification
- Flexible Virtualization benefit

CSP program New Commerce Experience (NCE)
- Subscription ordering, term and invoicing
- Increase and decrease seats, suspend and cancel subscriptions
- Co-terminousity, upgrades and more

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 € 895 (Early Bird rate, available until six weeks prior to the event, no cancellations) or € 995 (regular rate) per

attendee. If you register 2 or more attendees from the same organization your regular rate is € 795. [1] This fee includes:

- Venue location, lunch and beverages
- Electronic handout in PDF (booklet optional)
- Post-event support
- 2-year subscription to the Didactive Knowledge Base and Microsoft Licensing Update newsletter.

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Dates

For published dates and locations, please visit
www.didactive.com/en/training

Registration

Registration is only possible through the website, please visit
www.didactive.com/en/training
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.

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 in 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

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

Last update: November 15, 2023