Microsoft Enterprise Licensing Seminar
Course Description

Target audience

Procurement officers, IT managers, Software Asset Management staff, license managers 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), or (Midsized organizations) who signed or intend to sign an Open Value or Open Value Subscription Agreement, or customers of Microsoft Cloud Solution Providers (CSP-Partners).

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 seminar.

What you will achieve

After this intensive three-day on-site seminar, you will be able to:
- get the most out of your existing Microsoft licenses, cloud solutions and Commercial Licensing agreement(s)
- minimize the chances of under-licensing and other kinds of non-compliance
- avoid over-licensing and realize potential cost savings such as Cloud cost savings
- prepare for signing new agreements or for renewing existing ones
- prepare for new hybrid scenario's with Flexible Virtualization Benefit, License Mobility and other Bring Your Own License scenario's / migration to public cloud

Seminar format

For this three-day on-site seminar; each day starts at 9:00 sharp. The first and second day last until approximately 17:00, the third day until about 16:00. Registration with coffee and tea starts at 8:30.

Based on location the Seminar is provided in either English or Dutch (spoken). All materials are in English. Please see www.didactive.com for dates and locations.

Prerequisite knowledge

Basic knowledge of Microsoft products and licenses is recommended.

Agenda

Introduction
- Licensing from a legal perspective
- Licensing types and their terms of use
- License transfers; buying and selling "pre-owned" licenses

- License assignments and reassignments
- Bring Your Own License Scenarios (to partners)
- An overview of key resources such as the Product Terms

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
- Github licensing
- 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 Xenserver
- Moving your server workloads to Microsoft Azure, Amazon Web Services (AWS), Microsoft SPLA partners and Authorized Outsourcers, what is possible and what is not (allowed)
- SQL Server
- Exchange Server, SharePoint Server

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 F3)
- Windows 365 Enterprise and Azure Virtual Desktop
- Azure, Azure Dedicated Host, Azure Reserved Instanced and Azure Savings Plan, Azure Stack (Azure in your datacenter)
- Azure Hybrid Benefits (Bring Your Own License to Azure)
- Microsoft Security Solutions
- Power Platform licensing
- Enterprise Mobility + Security (EMS) and Intune
- Microsoft 365 F1, E3 and E5

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)

- o Enterprise Agreement (EA), Enterprise Agreement Subscription (EAS), Server & Cloud Enrollment (SCE)
  - o Microsoft Customer Agreement (MCA)
  - o Cloud Solution Provider (CSP) program
  - o Open Value (OV) and Open Value Subscription (OVS)
- 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)
- Key program features, benefits and limitations
- Enterprise Products, Additional Products and Enterprise Online Services (EOLS) Enrollment options
- Determining the number of Qualified Devices and Qualified Users
- Ordering, True-up and License reductions

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

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

Open Value (OV) and Open Value Subscription (OVS)
- Key program features and customer benefits
- OV/OVS compared to EA/EAS

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 € 1.995 (Early Bird rate, available until six weeks prior to the event, no cancellations) or € 2.195 (regular rate) per attendee[1]. When you register 2 or more attendees from the same organization the regular fee is € 1.795. This fee includes:
- On-site seminar: refreshments and lunch
- Seminar handouts in PDF format and book
- Aftercare through e-mail
- Lifetime free subscription to the Microsoft Licensing Update newsletter and Didactive online Knowledge Base

Course dates and registration

Please consult the website for actual locations and dates
International: https://didactive.com/en/training/
Dutch: https://didactive.com/training/

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.

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.

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

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

Latest update: November 13th, 2023