Paul Harris

Licensing Sales
Specialist – Academic

@paulnharris

Academic licensing 101

Microsoft

# Two ways to buy Education licensing...

**Microsoft**

## Subscription

- Enrolment for Education Solutions (EES)

- Open Value Subscription for Education Solutions (OVS-ES)

- School Agreement

## Perpetual

- Select Plus for Academic

- Open License for Academic

# So what's different?

**School Agreement:**

- Per Desktop
- Estate wide products
- Software Assurance benefits included as standard
- 50 points minimum

**EES/OVS-ES:**

- Per FTE (full time employee)
- Greater flexibility with additional products
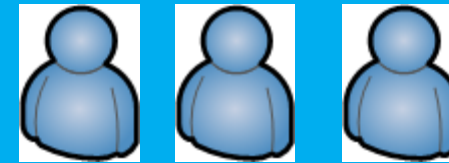- Software Assurance benefits included as standard
- 5 FTE's minimum

Microsoft

# Scenario 1 – School on Select to EES

600 Desktops on Select

170 FTE's on EES

£162,000
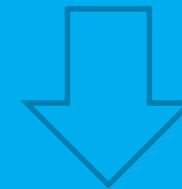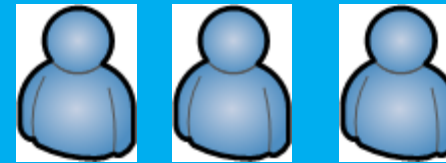
£7,990 per year

# Scenario 2 – School Agreement to EES

500 Desktops on School Agreement

150 FTE's on EES

£15,000 per year

£6000 per year

# OVS-ES vs EES

Microsoft

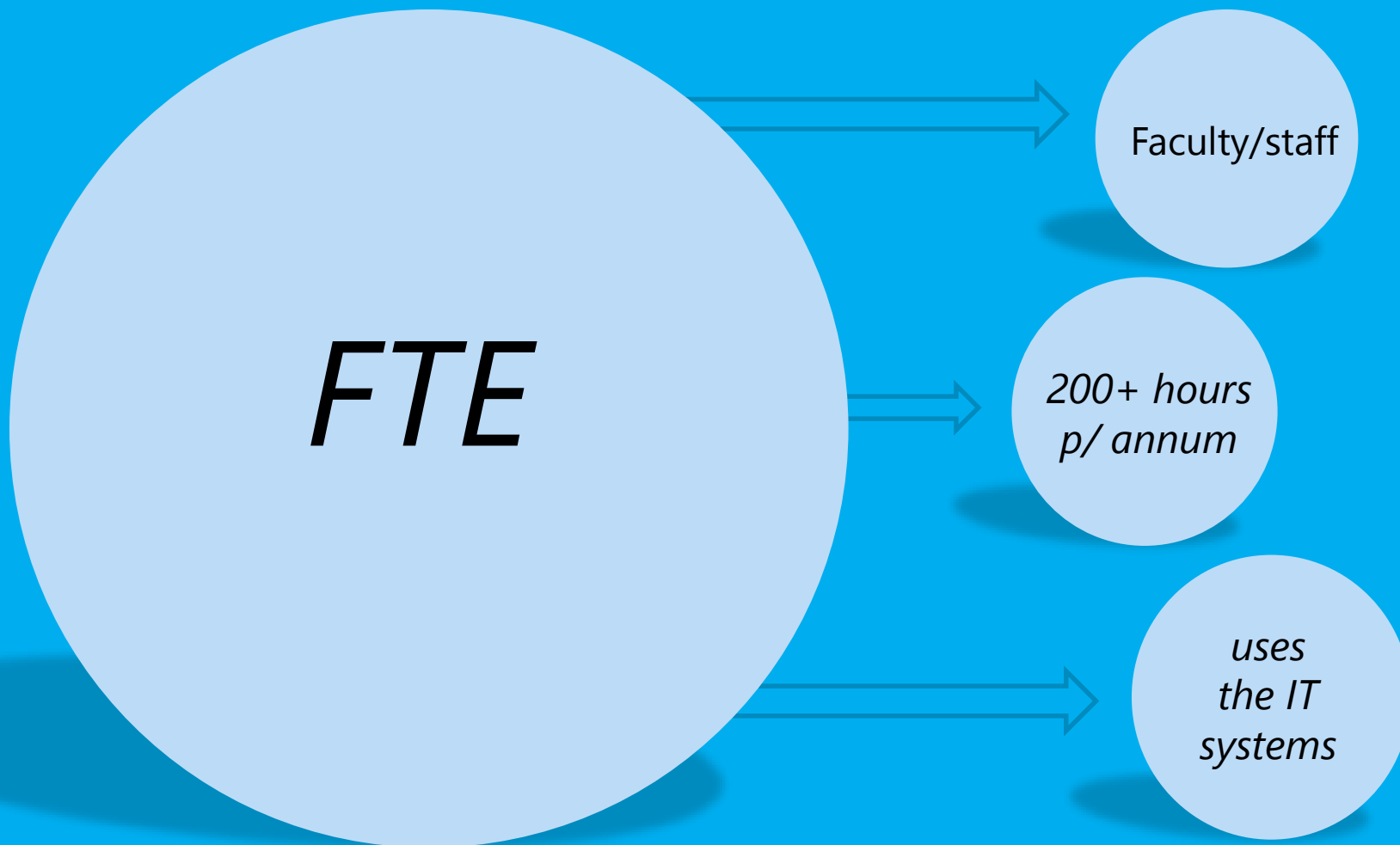| OVS-ES CONTRACT OPTION (FOR ORGANIZATIONS WITH FIVE OR MORE FTE EMPLOYEES) | CASA+EES CONTRACT OPTION (FOR ORGANIZATIONS WITH 1000 OR MORE FTE EMPLOYEES OR STUDENTS, OR 1000 USERS LICENSED FOR A PLATFORM ONLINE SERVICE) |
|---|---|
| • 1 or 3 year term<br>• FTE = 200+ Hrs per annum<br>• Software Assurance included<br>• DreamSpark access to staff and students<br><br>• E-agreement<br>• Additional orders – no pro-ration<br>• Office 365 Plan A3 available<br>• 3 year extension option | • 1 or 3 year term<br>• FTE = 200+ Hrs per annum<br>• Software Assurance included<br>• DreamSpark access to staff and students<br><br>• CASA Master Agreement<br>• Additional orders –pro-ration to min of 6 months<br>• Office 365 Plan A2, A3, A4 and add-ons available<br>• 1 or 3 year extension option |

# Calculating FTE

*Microsoft*

**FTE**

Faculty/staff

*200+ hours p/ annum*

*uses the IT systems*

Desktop Platform Products:

**Windows** 8

**Office**

Microsoft®
**Core CAL Suite**
Client Access License

Microsoft®
**Enterprise CAL Suite**
Client Access License

# Core and Enterprise CAL Suite Portfolio



On-premise Licensing

**ECAL Suite Full-Stack**

| | Core CAL Suite | ECAL Suite Step-Up |
|---|---|---|
| **Exchange Server** | Standard CAL | **Exchange Online Archiving** — **Enterprise CAL** (Exchange Data Loss Prevention / Exchange Online Protection) |
| **SharePoint Server** | Standard CAL | Enterprise CAL |
| **Lync Server** | Standard CAL | Enterprise CAL |
| **Windows Server** | CAL | Active Directory Rights Management Services CAL |
| **Microsoft System Center 2012 R2** | Microsoft System Center 2012 R2 Configuration Manager / Microsoft System Center 2012 R2 Endpoint Protection | **Client Management Suite** — Microsoft System Center 2012 R2 Data Protection Manager / Microsoft System Center 2012 R2 Operations Manager / Microsoft System Center 2012 R2 Service Manager / Microsoft System Center 2012 R2 Orchestrator |

# Additional Software Products

**Microsoft**

A broad selection of software and services are available as additional products and may be licensed by individual licenses in any quantity. Qualifying products include:

- Desktop applications
- RDS CALs
- Server products
- Microsoft IT Academy
- Windows Intune

Microsoft® Visio®

Windows Server 2012

Microsoft® Project

Microsoft® IT Academy Program

Exceptions may apply. A complete list of additional products is located on the Microsoft Product List at: http://www.microsoftvolumelicensing.com/userights/PL.aspx.

# DreamSpark: Get the tools to help your students get ahead

**Microsoft**

**Every educator, student and school lab can use DreamSpark** for learning and teaching with the best professional-level design and development tools—*at no cost to schools and no cost to students.*

Operating Systems

Technical Departments

Applications

Technical Departments

Servers

All Students, Educators, Institutions

Developer & Design Tools

All Students, Educators, Institutions

DreamSpark puts all the power and creative potential of Microsoft development software in your hands with student app contests, coding camps, tutorials, expert help and free resources to build and publish their first Windows apps.

# EES/OVS-ES Benefits

## Easy Compliance
Count your users once per year and you're fully covered for all on-premises platform products licensed

## Customized Solutions
Add additional products, either institution-wide, departmental-wide, or for individual devices at any time

## Simplified Asset Management
Easily track and manage your software assets with self-service online tools such as Microsoft Volume Licensing Service Center (VLSC)

## Low Administration
Subscription licensing eliminates the need to track your licenses for the selected desktop platform products on every PC

## Lower Total Cost of Ownership (TCO)
Maximize the value of your investment with access to current technology, Work at Home (WAH) rights, student licensing, evaluation rights, Software Assurance, and more

## Cloud on Your Terms
Free* access to Office 365 Plan 2, plus the ability to subscribe to additional Microsoft Online Services through your EES

*No license fee; doesn't include deployment or support costs associated with the service.

Microsoft

Microsoft | Volume Licensing

# Windows 8.1 Enterprise Edition

**Microsoft**

## Includes all features found within Windows 8.1 Pro

**+**

### Windows To Go

Run Windows 8 more securely on a USB stick from anywhere

### DirectAccess

On the Internet, on the corporate network, seamlessly and more securely

### BranchCache

Users in the branch office can download documents and apps faster

### Virtual Desktop Infrastructure

Improved end-user experience

### AppLocker

Specify what software is allowed to run on a user's PCs

### Enterprise Sideloading

Sideloading enabled for Windows 8 apps

## How to License

- Rights are included with Win Pro subscription through EES/OVS-ES or available standalone through perpetual VL programs
- All Windows client licenses under VL are upgrades only – all devices must have a qualifying base o/s
- Also included with the Windows VDA and Windows Companion Subscription License (CSL)