

## LICENSING OF MICROSOFT SOFTWARE

Achieve comprehensive knowledge on the license regulations for Microsoft software and licensing programs.

The Deloitte SAM Academy provides a comprehensive training program for all key activities relating to Software Asset and License Management (SAM). The content of the SAM Academy has evolved from Deloitte's long-term SAM experience in diverse customer projects and covers the entire software lifecycle. We offer impartial guidance and training independent of any software vendor or tool provider.

Due to the ever increasing complexity and variety of license agreements – especially those for Microsoft software products, obtaining a comprehensive knowledge on these current license programs and applicable terms of use is unavoidable. The knowledge of the actual demand for Microsoft products and of the organization's IT strategy is the basis for negotiating an optimal license contract with Microsoft.

### I. Microsoft product licensing basics

- The license models in the Microsoft Volume License Programs
- Licensing of Microsoft applications
- Licensing of desktop-operating Systems
- Licensing of server products with server/CAL model
- SQL Server/CAL license model and processor

### II. Microsoft licensing programs basics

- Options for procurement of Microsoft software and services
- Microsoft's hybrid strategy: software plus service
- Enterprise Agreement and Enterprise Agreement Subscription
- Select Plus License and Software Assurance
- Software Assurance Services
- Open Value and Open License
- Transfer of licenses/sub-licensing
- Individual licenses compared: FPP, System Builder, OEM

The training addresses software contract and license managers, heads and employees of procurement departments as well as IT decision-makers who contribute fundamentally to the licensing of Microsoft products and to the negotiations with Microsoft.

Two days

On request

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