

# Microsoft Briefing



# Agenda

- Windows
- Office & Office 365
- Enrolment for Education Solutions (EES)
- Q&A



Windows

anywhere, anytime expectations

BYOD goes mainstream



enabling mobility critical for success

changing security landscape

# Windows 8.1 Enterprise Edition Features



## Start Screen Control

Control Start screen configurations for different groups and roles using Group Policy



## Windows To Go Creator

Create a corporate Windows 8.1 environment on a USB stick



## DirectAccess

Connected to corporate networks, seamlessly and more securely



## BranchCache

Users in the branch office can download documents and apps faster



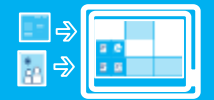
## Virtual Desktop Infrastructure

Improved end-user experience



## AppLocker

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



## Enterprise Sideloading

Deploy Windows 8 apps from outside of the Windows Store



# Enterprise Grade Cloud Services

## In the cloud services

Azure



Virtual  
Machines

Storage &  
Backup

Web Sites

Mobile  
Services

SQL

Media  
Services

Office 365



Exchange, SharePoint &  
Lync

Identity, Directory, Network and Security



## On Premises servers

Hyper-V

Windows  
Server

Web Sites  
- IIS

Devices

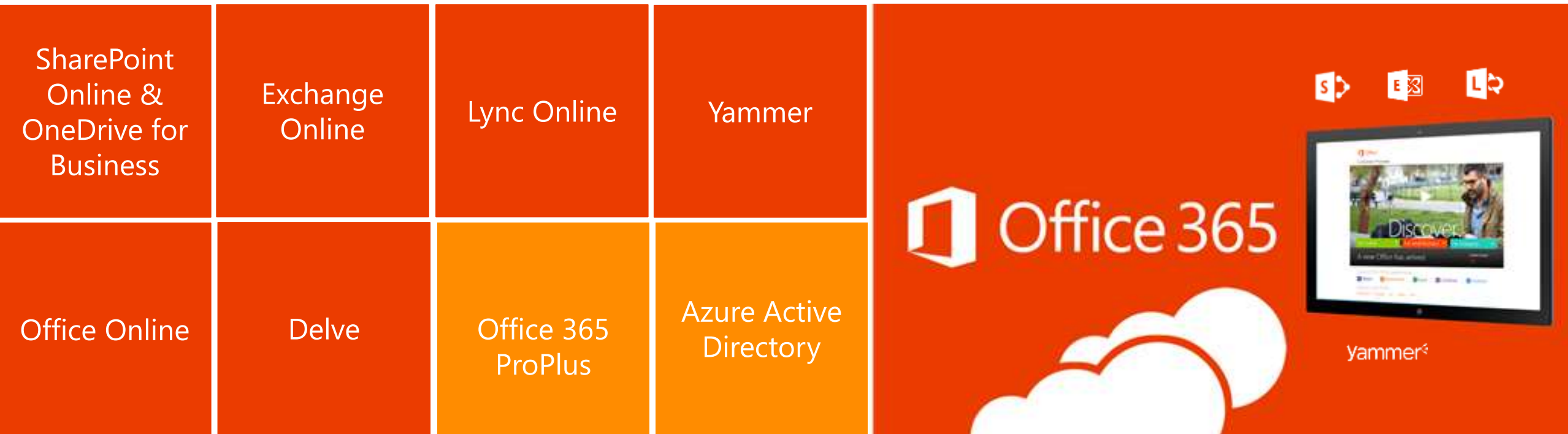
Systems  
Centre

SQL

Exchange, SharePoint &  
Lync

# Office 365 | What is it?

Productivity and Identity “as-a-service” running in Microsoft’s cloud.



# Student Advantage



For Volume Licensing Customers  
– EES or OVS-ES



Purchase Office for 100% of  
organisation's faculty & staff



Office 365 ProPlus for students &  
staff included on up to 5 devices

# Office 365 Education – What's free?

Cloud Directory & Single Sign On for SaaS apps

Email, Calendar, Contacts, Anti-Malware, Role-based permissions, IRM, 50 GB mailbox

IM, Presence, Audio/Video Conferencing

Meeting Recording, Multi-Party Web Video, Persistent Group Chat

Office Online (create/view/edit)

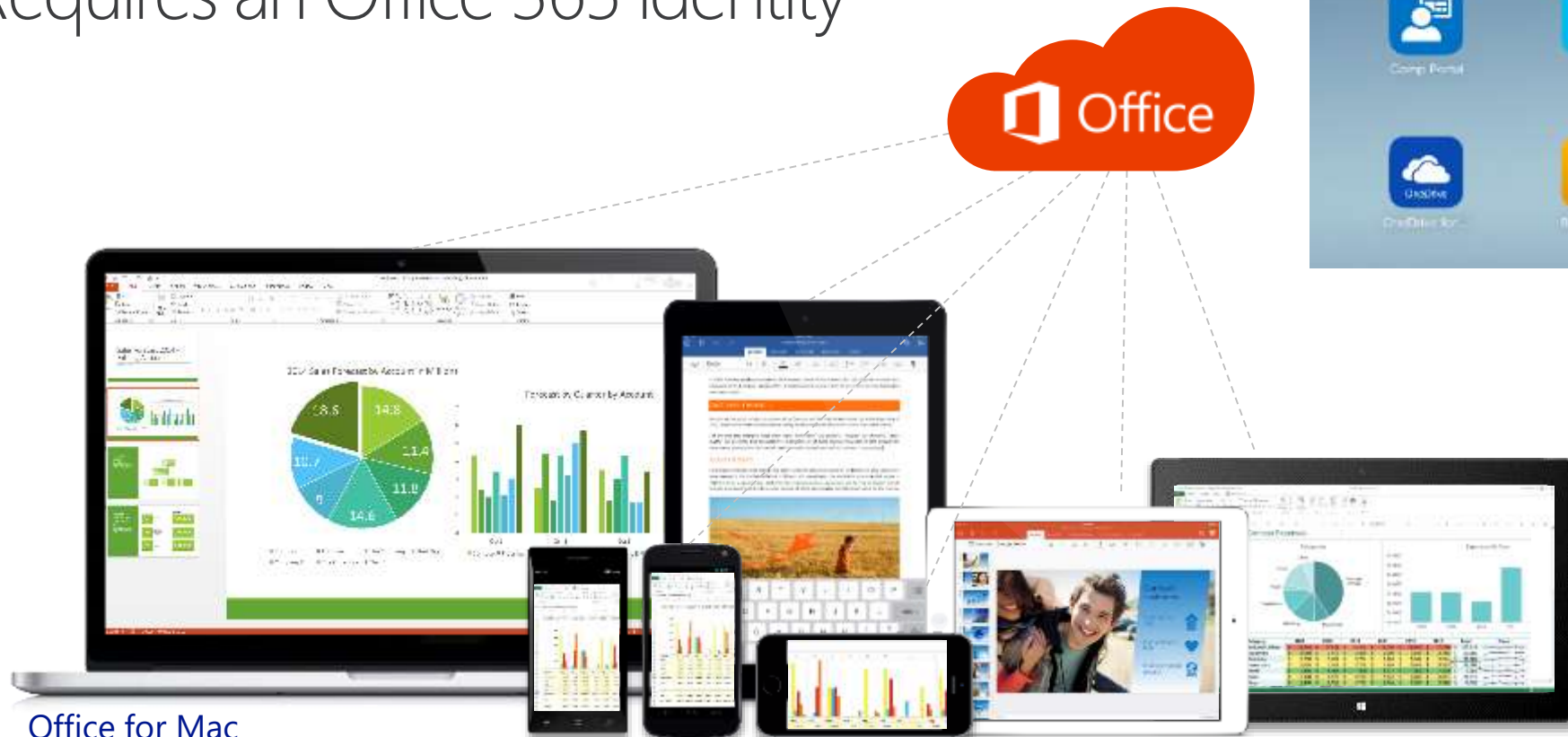
Collaboration, OneDrive for Business (1TB), Sites, App Catalog

Office Client on all devices (iOS, Android, Windows, etc.)

Included in E1	Included in Student Advantage
Azure Active Directory	Azure Active Directory
Exchange Online	
Lync Online	
Lync Online	
SharePoint Online	
SharePoint Online	
	Office365 ProPlus

# Office 365 ProPlus – Cross Platform

Native apps & Browser support  
Requires an Office 365 identity



Office for Mac

Office Mobile  
(iOS, Android,  
Windows Phone)

Office for iPad

Office Online  
(IE11, Chrome,  
Firefox)

# Academic Licensing

Paul Harris

Licensing Sales  
Specialist – Academic

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Microsoft

# Eligibility

## Microsoft Qualified Education User (QEU)

The following are eligible to acquire Microsoft Academic Edition (AE) products in the programs indicated and are defined as qualified educational users. Microsoft reserves the right to review the status of any customer or proposed customer as a qualified educational user.

### QUALIFIED EDUCATIONAL USERS:

#### A) Educational Institutions

- (i) An academic or vocational institution accredited by the applicable governmental regulatory agency in the country in which the Educational Institution has its principal offices;

#### B) Administrative Offices of an Educational Institute

The local, regional or national administrative offices of one or more Educational Institutions described in A(i) above.

AE Full Packaged Product  
Academic Open  
Academic Select Plus  
School Agreement  
*(primary or secondary education sector)*  
Campus Agreement (includes new enrollment under Campus Agreement : Enrollment For Education Solutions)  
(Both K12 Ed or Preschool & Higher Ed)  
Open Value Subscription – Education Solutions  
(Both K12 Ed or Preschool & Higher Ed)  
Get Genuine Windows Agreement -Academic

# Two ways to buy Education licensing...

## 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

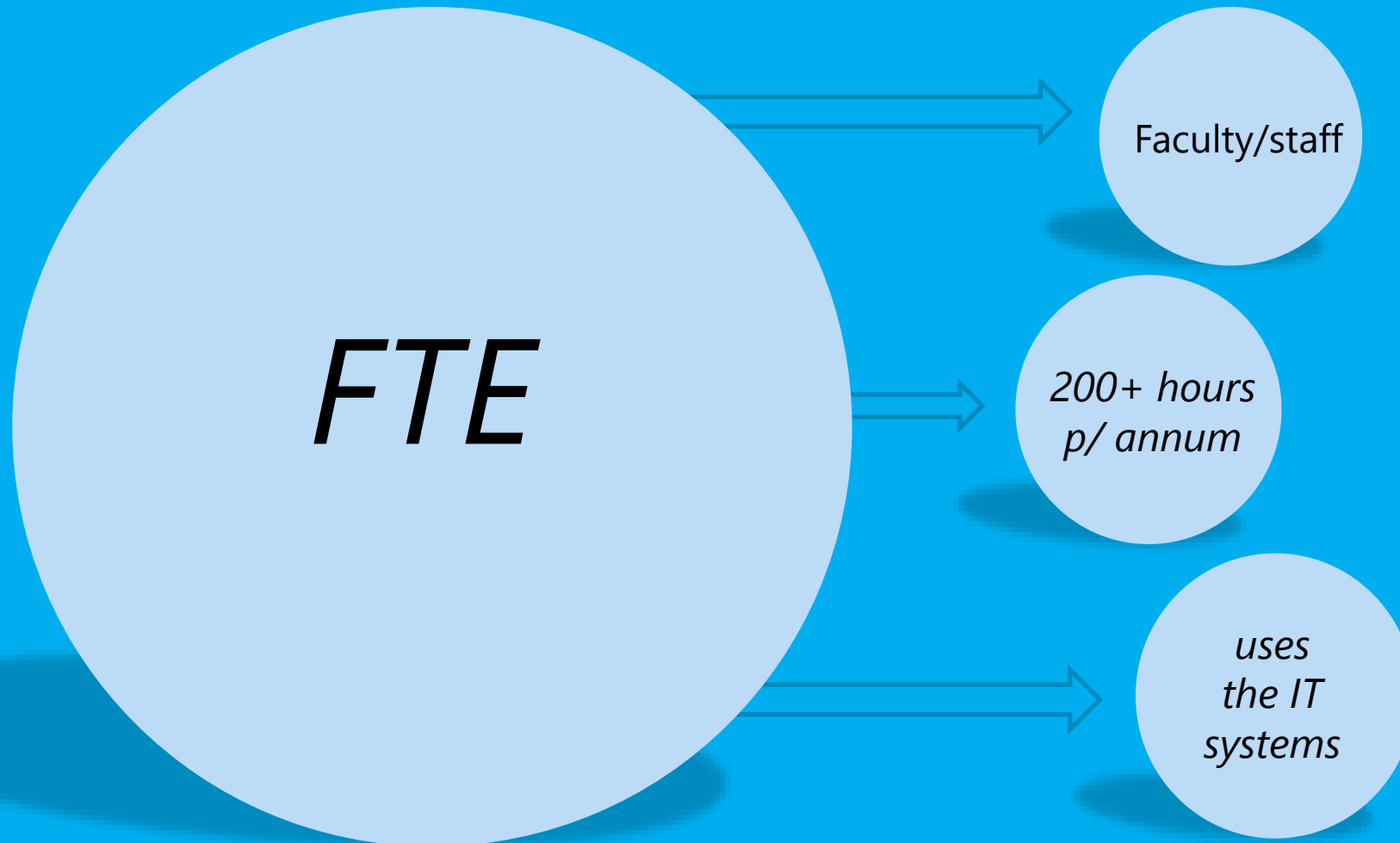
## EES/OVS-ES:

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

# OVS-ES vs EES

<b>OVS-ES CONTRACT OPTION</b> (FOR ORGANIZATIONS WITH FIVE OR MORE FTE EMPLOYEES)	<b>CASA+EES CONTRACT OPTION</b> (FOR ORGANIZATIONS WITH 1000 OR MORE FTE EMPLOYEES OR STUDENTS, OR 1000 USERS LICENSED FOR A PLATFORM ONLINE SERVICE)
<ul style="list-style-type: none"><li>• 1 or 3 year term</li><li>• FTE = 200+ Hrs per annum</li><li>• Software Assurance included</li><li>• DreamSpark access to staff and students</li><li>• E-agreement</li><li>• Additional orders – no pro-ration</li><li>• Office 365 Plan E3 available</li><li>• 3 year extension option</li></ul>	<ul style="list-style-type: none"><li>• 1 or 3 year term</li><li>• FTE = 200+ Hrs per annum</li><li>• Software Assurance included</li><li>• DreamSpark access to staff and students</li><li>• CASA Master Agreement</li><li>• Additional orders –pro-ration to min of 6 months</li><li>• Office 365 Plan E1, E3, E4 and add-ons available</li><li>• 1 or 3 year extension option</li></ul>

# Calculating FTE



Desktop Platform Products:



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

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

# User Definitions

“Faculty” means any employees, contractors and volunteers who teach or perform research for Institution for more than 200 hours per annum and use an Institution Qualified Desktop.;

“Staff” means any non-Faculty employees, contractors and volunteers who perform work for Institution more than 200 hours per annum and use an Institution Qualified Desktop;

“Student” means any student enrolled in any educational institution that is part of Institution’s Organization whether on a full-time or part-time basis.

“Student Count” means the total quantity of Students in the Organization as listed in the table in the section titled “Licensing options; license grant.”

“Student Qualified Desktop” means a Qualified Desktop owned, leased, or controlled by a Student or owned, leased, or controlled by the Organization and assigned for individual, dedicated use by a Student.

“Alumni” means any Graduate, or former Student, Faculty or Staff of the Institution.

“Graduate” means a Student who has completed (1) a grade or a level in a school or an educational institution in the Organization that qualifies the Student for enrollment into college or university (2) a

diploma or degree from a college or university in the Organization, or (3) is a departing student from a college or university, or further education institution;

# Potential amended language;

- Non-teaching staff who are not office based and were not counted under the Enrollment and whose role requires only infrequent use of the Qualified Devices would be permitted to access the Qualified Devices and run the licensed software for the purpose of administration. Administration includes the use of the school management information system, the school virtual learning environment, the school email system and or the school intranet/internet access systems. Infrequent use is defined as less than 20% of that person's time requiring use of the technology on a shared device which is not assigned to them. For the avoidance of doubt, non-teaching staff using an assigned device will need be counted if they are to run the licensed software.

# Education Desktop



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



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

# Office 365 Pro Plus Benefit



For Volume Licensing  
Customers – EES or OVS-ES



Purchase Office for 100% of  
organisation's faculty & staff



Office 365 ProPlus for Students  
& Staff at no extra cost

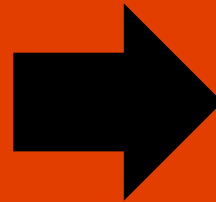
# The Office 365 ProPlus Benefit



Purchase VL for

**100%**

of faculty and staff



Get ProPlus free for

**100%**












Of students, faculty & staff



# 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	<b>Enterprise CAL</b> 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	<b>Client Management Suite</b>  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

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

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

Microsoft®  
**Visio®**

 Windows Server 2012

Microsoft®  
**Project**

Microsoft® IT  
Academy Program



# EES Includes Software Assurance

New Products	Deployment	Training	Specialised
<ul style="list-style-type: none"> <li>▶ New Product Versions</li> <li>▶ Step-Up Licensing Availability</li> <li>▶ Microsoft Desktop Optimization Pack (MDOP)</li> <li>▶ Windows 8.1 Enterprise Edition</li> </ul>	<ul style="list-style-type: none"> <li>▶ License Mobility Through Software Assurance</li> <li>▶ Windows Virtual Desktop Access (VDA) Rights</li> <li>▶ Windows Companion Subscription License*</li> <li>▶ Windows RT Companion VDA Rights</li> <li>▶ Windows To Go Use Rights</li> <li>▶ Windows Roaming Use Rights</li> <li>▶ Windows Thin PC</li> <li>▶ Office Roaming Use Rights</li> <li>▶ Microsoft Office Multi-Language Pack</li> </ul>	<ul style="list-style-type: none"> <li>▶ E-Learning</li> <li>▶ Home Use Program</li> <li>▶ Work at Home Rights</li> </ul>	<ul style="list-style-type: none"> <li>▶ Cold Backups for Disaster Recovery</li> <li>▶ Spread Payments</li> </ul>

Note: Software Assurance benefits are subject to change. Please refer to the Microsoft Volume Licensing Product List at <http://www.microsoft.com/licensing/userights/> to verify current benefits.

\*EES only

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

**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.

# Student Option

Extend the desktop benefits to your students

*Software for use by students on their personally owned device or institution-owned device that is assigned to an individual student.*

- ☐ Easy counting
- ☐ Upgrade rights
- ☐ e-learning benefits
- ☐ Rights to perpetual license upon graduation

**Electronic Software Download (ESD)** - Enables institutions to digitally fulfill to students and teachers. To learn more go to: [www.e-academy.com/msesd](http://www.e-academy.com/msesd)

Now free of charge.....!



# EES 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

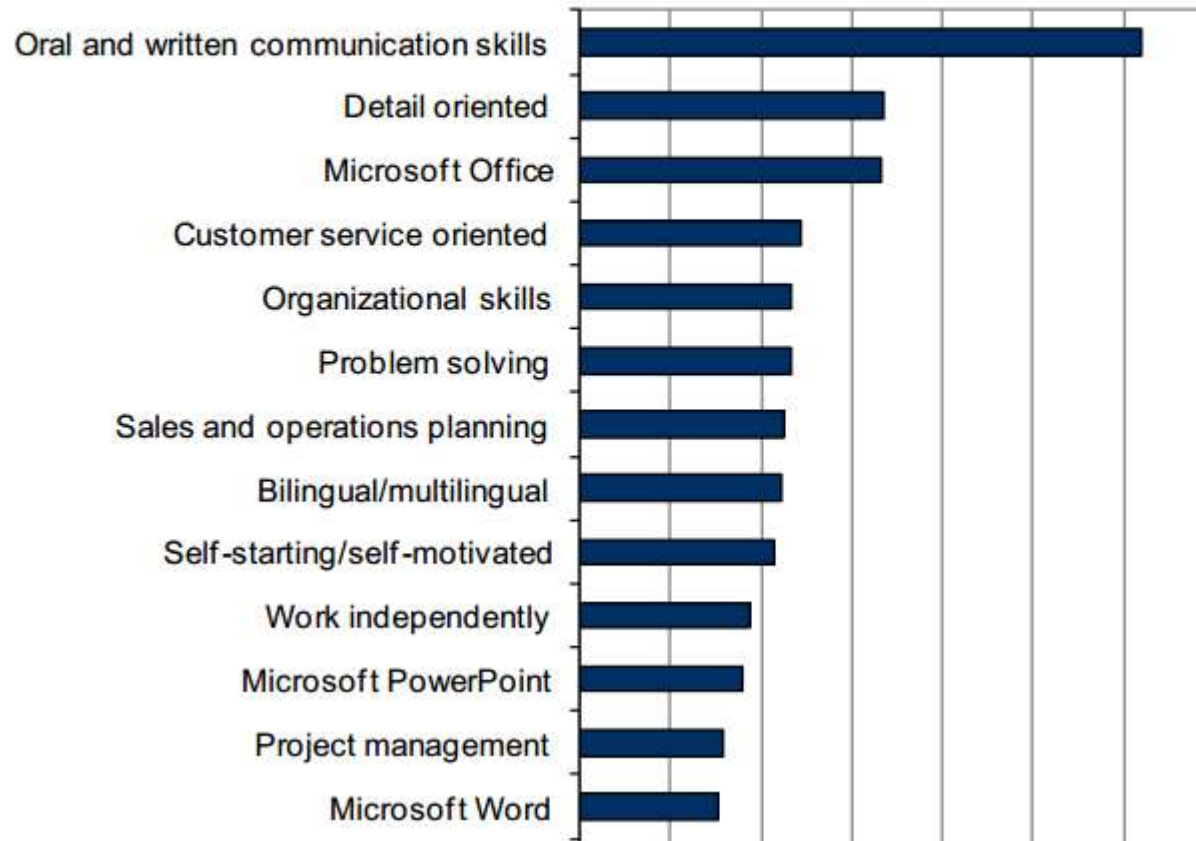
\*No license fee; doesn't include deployment or support costs associated with the service.



# Office Skills in demand

**FIGURE 2**

Top Skills for All U.S. Occupations



SKILLS REQUIREMENTS FOR TOMORROW'S BEST JOBS  
Helping Educators Provide Students with Skills and Tools  
They Need

IDC Oct 2013

# Enterprise-grade reliability and standards

**New Feb 2015 – Cloud Privacy Standard:**

**ISO/IEC 27018**

ISO 27001, SSAE16, FERPA, HIPAA, FISMA & EU Model clauses

Replicated in geo-redundant datacenters to protect against datacenter wide failures

Risk mitigation with multi-dimensional approach to help safeguard services and privacy of data

Backed by a 99.9% financially backed Service Level Agreement

IL2 Accreditation

Terms verified by Janet



# Office 365 Education

Exchange, SharePoint, Lync and Office working together to provide enterprise-level value

Email, Calendar, Contacts, Anti-Malware, Role-based permissions, 50 GB mailbox

IM, Presence, Audio/Video Conferencing

Meeting Recording & Multi-Party Web Video

Collaboration, OneDrive for Business (1 TB), Sites, e-Discovery

Information Rights Management, Email encryption

Voicemail, Archiving, Data Loss Prevention

Access/Visio/Excel Web Services

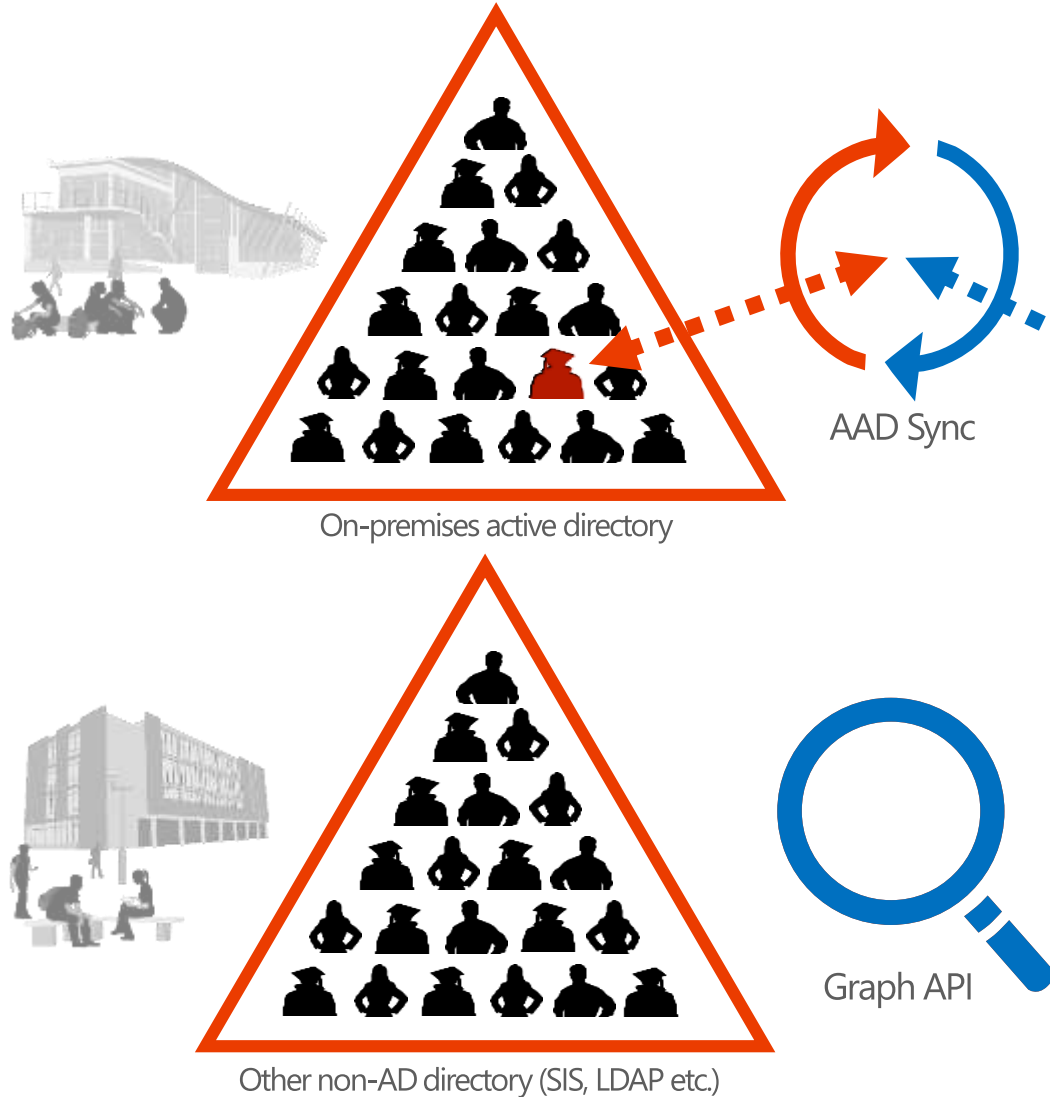
Office 365 ProPlus (incl. Office for iPad)

Enterprise Voice (Telephony)

Estimated Retail Price (Faculty / Student)

E1	E3	E4
•	•	•
•	•	•
•	•	•
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	•	•
	•	•
	•	•
	•	•
		•
Free	Contact reseller	Contact reseller

# On-premises



# In the cloud...

