Mat Burke

Craig Simpson

Two wild and crazy guys, passionate about licensing

Agenda

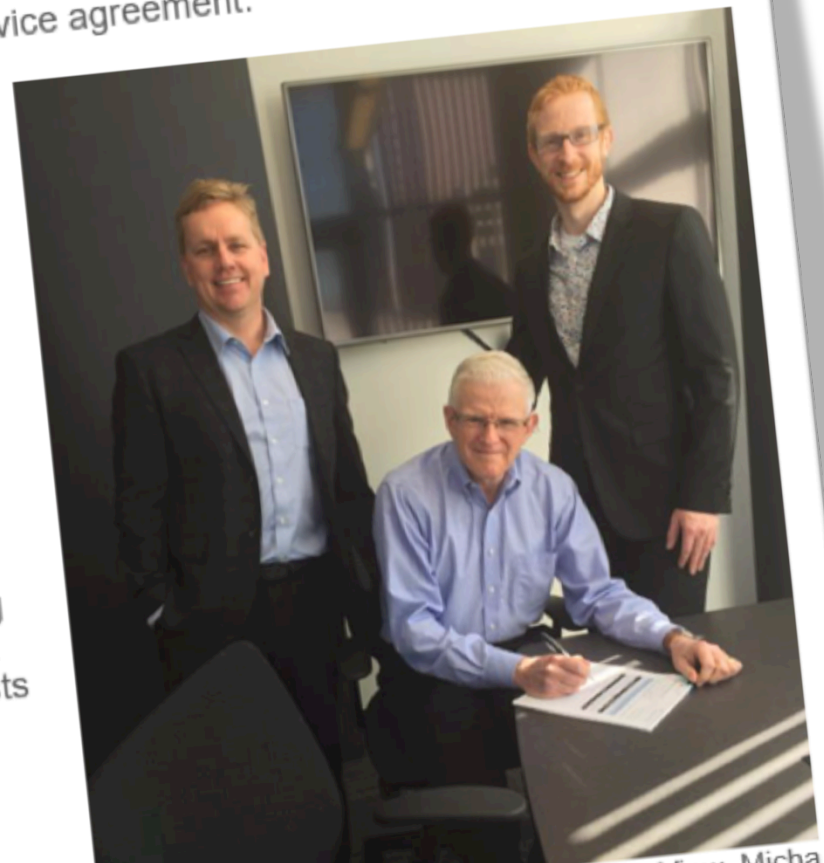
- BCNET Microsoft licensing – what is it, and why should I care?
- Education Desktop – what does it include?
- What licensing isn’t in Education Desktop
- Benefits of the BCNET licensing
- What’s new since last year
- Cloud licensing
- Q&A, Heckling

BCNET

Announcement

BCNET Higher Education Members Unite to Establish a Sector-wide Strategic Alliance with Microsoft

[Vancouver, April 9, 2015] BCNET today announced the signing of a sector-wide Microsoft software volume licensing agreement for higher education in British Columbia. The landmark agreement helps establish a strategic alliance with Microsoft and supports technology innovation for the sector through a shared service agreement.



"This is a red-letter day for the higher education sector in British Columbia," says Michael Hrybyk, President and CEO of BCNET. "All 26 of our higher education member institutions have signed the agreement, which offers them optimized pricing for Microsoft software licensing, as well as customized solutions, simplified asset management, and lower total cost of ownership through our value-added reseller, Long View Systems."

BCNET partnered with Microsoft and Long View Systems to negotiate the agreement with the intention of reducing member costs on software licensing and establishing a strategic alliance with Microsoft.

BCNET EES
Office
Windows Enterprise
Lync Server
CAL{
SharePoint Server
Exchange Server
Windows Server
Client Management Suite
Microsoft System Center Data Protection Manager
Microsoft System Center Operations Manager
Microsoft System Center Service Manager
Microsoft System Center Orchestrator
SQL
Microsoft System Center
Lync Server
SharePoint Server
Exchange Server
} Servr
Windows Server
Member Purchases

Microsoft IT Academy Program

The Microsoft IT Academy Program resources are flexible, and easy to integrate into new or existing curricula, empowering academic institutions to help students realize their skills and career potential through access to the latest technology and high-quality training resources.

Saves Educators Time

Curriculum

- E-Learning courses
- Lesson Plans and Projects
- Academic pricing on MOAC and MOC
- Digital Literacy

Keeps Current

Professional Development

- E-Learning Access
- E-Reference Library
- Microsoft Certified Trainer Program

Validates Skills

Certification

- Academic Pricing on Microsoft certification exams
- Become a Testing Center

Builds Partnerships

Marketing

- Private Member Site
- Program Logo
- Welcome Kit
- Marketing collateral

www.microsoftitacademy.com

BCNET Licensing Additional Benefits

EES Includes Software Assurance

New Products	Deployment	Training	Specialized
▶ New Product Versions ▶ Step-Up License Availability ▶ Microsoft Desktop Optimization Pack (MDOP) ▶ Enhanced Edition Benefits – Windows and Windows Embedded	▶ License Mobility Through Software Assurance ▶ Windows Virtual Desktop Access (VDA) Rights ▶ Virtualization Rights for Windows and Windows Embedded Desktops ▶ Windows Thin PC ▶ Office Roaming Use Rights ▶ Microsoft Office Multi-Language Pack ▶ Office Online	▶ E-Learning ▶ Home Use Program	▶ Servers – Disaster Recovery Rights ▶ Spread Payments ▶ System Center Global Service Monitor

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.

Microsoft confidential: Internal use only

EES Customer Benefits

Easy Compliance

Count your employees once per year and you're fully covered for all on-premises platform products licensed

Customized Solutions

Add additional products or services, 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 Education, 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 confidential: Internal use only

Student use benefit

For Volume Licensing Customers – EES or OVS-ES

Purchase qualifying licenses for 100% of organization's faculty & staff

Get corresponding licenses for students at no extra cost

BUY ORG-WIDE FACULTY/STAFF LICENSES FOR:	GET NO-COST STUDENT LICENSES FOR:
Office Professional Plus or Office 365 ProPlus	Office 365 ProPlus
Windows 10 Education Upgrade	Windows 10 Education Upgrade
Microsoft Intune or Microsoft Enterprise Mobility Suite (EMS)	Microsoft Intune

Microsoft confidential: Internal use only

Additional Benefits Included with EES

Stretch your budget with valuable benefits

Cloud Services

Free* access to Office 365 Education

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

Work at Home Rights

Permit your faculty and staff to use application, system, and CAL products on a personally owned computer for work-related purposes.

DreamSpark

Access to Microsoft developer tools, platforms, and servers in labs, classrooms and on student computers for research and instructional purposes.

Microsoft confidential: Internal use only

Microsoft DreamSpark

www.dreamspark.com

MSDNAA Designer is now Microsoft DreamSpark™

DREAM TODAY, CREATE TOMORROW

Sparking a Revolution

Free online DreamSpark subscription available to academic subscription customers for instructional purposes only.

Outfit your labs with the latest Microsoft **developer, design,** and **server tools** to support personal or in-class learning for students and educators
Excludes Windows Operating System & Office.
Updated EULA clarifies use rights.

DreamSpark Premium subscription is also available for qualifying Higher Education STEM departments for instructional use only.

Visual Studio

Microsoft Expression Studio 4 Ultimate

Windows Server

Windows Embedded

Microsoft Robotics Developer Studio 2008 R3 Standard Edition

Microsoft SQL Server

Microsoft confidential: Internal use only

Microsoft licensing – what's new since last year

- And what's ahead?

- MDOP now included
- Ahead, Server will go from per-proc to per-core
- Ahead, Service Manager
- Office 365 – new licensing

Cloudy licensing

Office 365

			Office 365 Education	
Standard Services	Exchange Online	Email, Calendar, Contacts	●	FREE
	Skype for business	IM, Presence, Web Conference	●	
	SharePoint Online and OneDrive	Team sites, Video, storage, sharing	●	
	Yammer	Enterprise Social	●	
	eDiscovery Search	One tool for eMail and Documents	●	
Office	Office Online	Edit Office documents in a browser	●	
	Project Online	Manage projects	●	
Advanced Services	eDiscovery Hold/Export , DLP***	Advanced compliance – Legal tools	●	
	Analytics, PowerPivot, Visio services	Data Analysis	●	
	Voicemail support***	Unified Messaging in Inbox	●	
Additional Services	Rights Management Services	Encrypt eMail, Documents	●	
	Office 365 ProPlus	Up to 5 installs on PC or Mac + mobile devices	US$ 1.50** / 2.00**	incl. w/ benefit*
	Full Voice with PSTN	Replace PSTN	US$ 1.50** / 1.50**	

ProPlus license included for students at no additional cost when **Office is purchased for faculty and staff*

***ERP per user/month (Student / Faculty)*

****These services will be included after initial launch*

Office 365 Enterprise Suites

Features - Office 365 Services	E1	E3	E5
Business Class Email and Calendars - Exchange Online	50 GB	Unlimited	Unlimited
Social, Video, Sites, Task Management - Yammer, O365 Video, SharePoint Online, Planner	New ●	New ●	●
IM, Online Meetings, Meeting Broadcast -Skype for Business	New ●	New ●	●
File Storage, Sharing, Information Discovery - OneDrive for Business, Delve	●	●	●
Office Online	●	●	●
Office Client Apps - Office 365 ProPlus		●	●
Archiving, Rights Management, Data Loss Prevention, Encryption		New ●	●
Secure Attachments and URLs, Access Control - Advanced eDiscovery			●
End User and Organizational Analytics - Power BI Pro, Delve Analytics			●
Cloud PBX - Skype for Business			●
PSTN Conferencing* - Skype for Business			●
Enterprise Plan Add-ons			
PSTN Calling - Skype for Business			New ●
CRM Online Professional - Dynamics			New ●

*Dial-out conferencing capabilities may incur additional per minute consumption charges. Customers can disable these features to avoid additional billing.

E4 will remain available until June 30th, 2016

Built for teams and networks

PSTN Conferencing

Use a dial-in number to join Skype meetings from any device

Dial-out to bring participants into the meeting

Cloud PBX

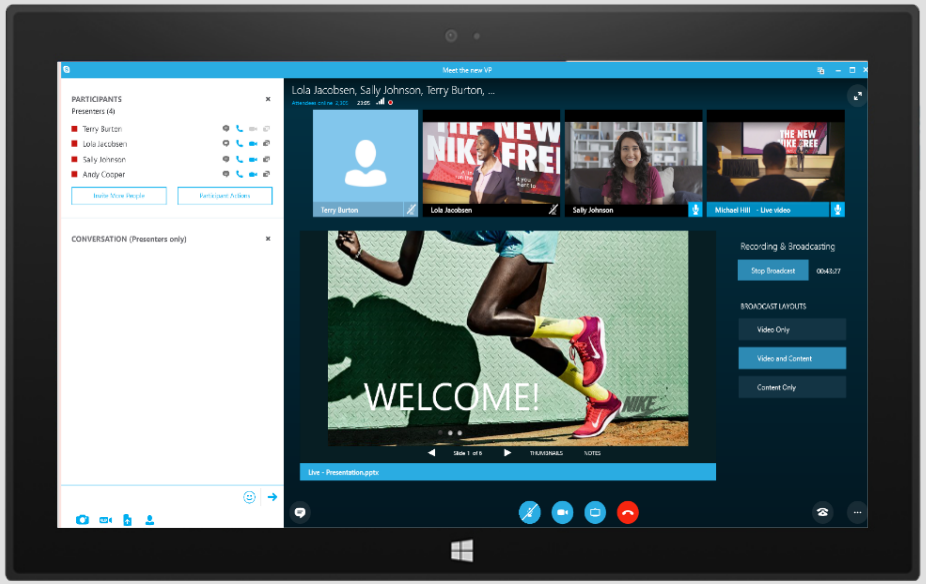
Office 365 as the central location to manage users for communications, email and content

Eliminate separate PBX systems and transition to the cloud

PSTN Calling

Subscribe to calling plans from Office 365

Use existing phone numbers or get new ones



Personal and org insights

Power BI Pro

Fast, easy access to the data you need

One dashboard, a live 360º view of your business

Explore your data and discover new insights

Delve Analytics

Real-time work map of team engagement

Surface trending topics and interaction around those topics

Power BI Pro

Delve Analytics

People-centric security

Customer LockBox

Customer explicitly controls all access to data

Nearly zero Microsoft interaction with customer content

All access control activities logged and audited

Advanced Threat Protection

Protection against unknown malware and viruses

Real time, time-of-click protection against malicious URLs

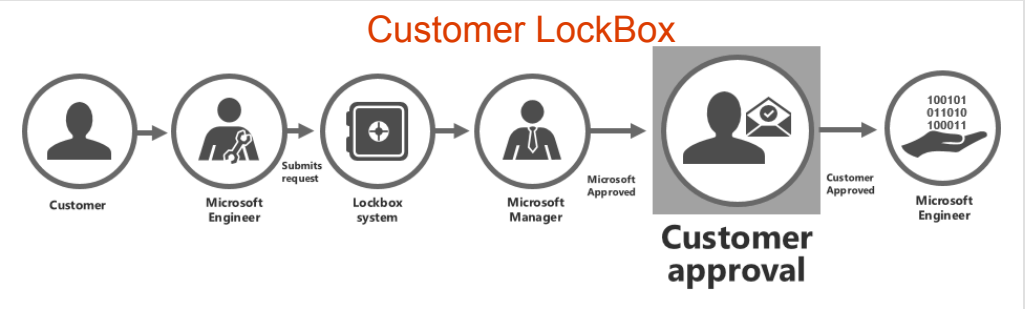
Rich reporting and URL trace capabilities with Click Tracing

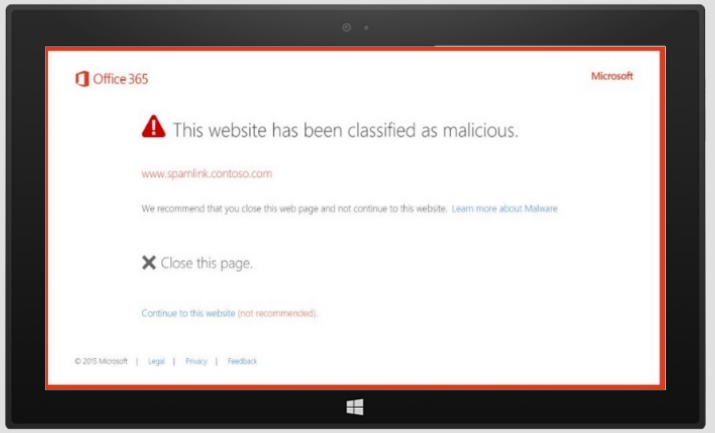
Advanced eDiscovery

Email review simplified by detection analytics

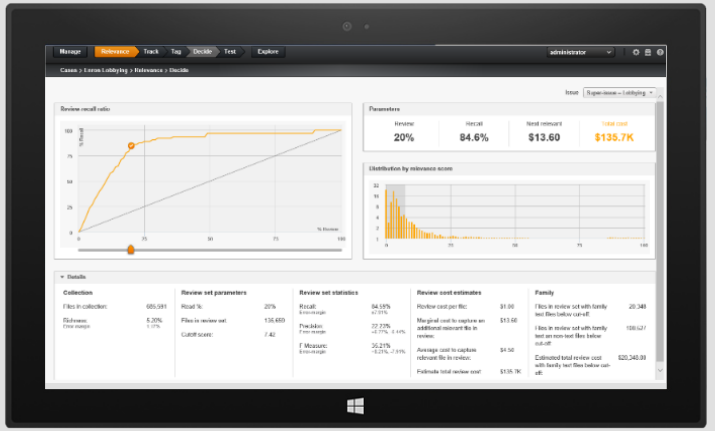
Predictive coding trains system to identify relevance

Themes and Search help map unstructured data





Secured attachments/URLs



Advanced eDiscovery