

Licensing & Software Asset Management News

Issue 5

April 2016

The SAM Club News...

Welcome to the April edition of **The SAM Club** newsletter.

The SAM Club has now achieved **Microsoft Silver Partnership for Software Asset Management** status. We are excited for the opportunity that this provides for us to better serve our clients.

Microsoft Partner
Silver Software Asset Management

What does this Partnership award mean?

Our **Microsoft Silver Partnership** enables us to enrol our clients into **Microsoft's SAM Programme** and complete **Microsoft Baseline Compliance Reviews** for our clients. The process can take between 3 – 6 months for Microsoft to sign off following which a **12 month compliance certificate** is issued. Microsoft generally 'Audit' organisations every 2 – 3 years. Therefore, our aim would be to start a new **Baseline Compliance Review** approx. 9 months after the expiry of the previous **compliance certificate** to prevent Microsoft conducting its own review. The benefit of completing this with **The SAM Club** is that the review can be scheduled and managed at a time that suits you. Plus, by managing the process in a controlled environment we can discuss any areas of non-compliance and how these can be rectified before details are submitted to Microsoft. If Microsoft decides to appoint 3rd party auditors, you won't get this chance. This service will be an additional charge to our normal quarterly service fees.

The SAM Club continuously works to improve its services and expertise in the SAM community. **The SAM Club's** very affordable consulting rates (£675 per day / £90 per hour) are for specific projects which are outside of our **Standard Service Contract** which is covered by a quarterly fee. Specific projects may include:

- Assistance to help you be ready for and/or satisfy vendor audits. Note: Microsoft "light touch" Deployment Summary questionnaires are included within our **Standard Service Contract**
- Provide assistance & guidance regarding software assets in the event that your organisation is involved in a merger, acquisition or de-merger
- Vendors & Resellers – Liaison Services. Can be particularly helpful when you wish to look at alternative products or services
- Use of third party tools such as **Snow Software** to detect software installed on your systems and compare the results with licenses owned
- Service to vet potential suppliers' project proposals for completeness of licensing costs
- Training — an appreciation of Licensing & Software Asset Management for employees
- **Microsoft SAM Programme** as above

In This Issue

- The SAM Club News
- Licensing news...
- Special offers...
- Veritas portal...

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www.thesamclub.co.uk

Licensing News...



Short-term subscriptions for online services now available through MPSA. Do you have a need to increase licenses for a specific project or for temporary/seasonal increases in staff? Microsoft has introduced short-term online services subscriptions through the Microsoft Products and Services Agreement (MPSA). Short-term subscriptions enable customers to subscribe to selected online services for one to 11 months in situations where a full year subscription isn't necessary to meet an organisation's temporary need. Find out more [here](#).

Roaming Rights Retirement for Windows Enterprise and Windows VDA. The February 2016 Product Terms on page 43 confirms that customers with active SA for Windows Enterprise or VDA retain Roaming Rights until the end of their agreement or 31 January 2017 - whichever one comes later. These rights are often used to allow the primary user of a device licensed for Windows with SA to access a VDI desktop on a third party-owned device used off the customer's premises. Microsoft introduced Windows SA per User Add-on USL in January 2015 which is the replacement: Further information [here](#).

Windows 7 & 8.1 support for Intel Skylake processor architecture devices. Microsoft has extended the support dates for Windows 7 & 8.1 running on these latest Intel processors in order to give users more time to migrate to Windows 10. Further information [here](#).

Special offers...



Considering **Citrix Workspace Suite**? XenApp, XenDesktop, XenMobile and ShareFile Enterprise customers who trade up to **Citrix Workspace Suite** can save up to 60% and keep all of the functionality they are accustomed to with their current Citrix products, while adding new, powerful capabilities and 24x7x365 Technical Support to complete their mobile workspace

VMware, Airwatch, MobileIron, Blackberry and Good customers get 50% off Citrix Workspace Suite licenses until 30th June 2016 when they migrate from their existing desktop or application virtualization or enterprise mobility management solutions to Citrix Workspace Suite. Contact us for more details.

Veritas Portal...



Since Symantec & Veritas split into two organisations, **The SAM Club** has seen multiple issues with its clients' MyVeritas portals. It's proving a time consuming process that can take several months to get issues resolved. **The SAM Club** now has experience of the processes and working with the various teams within Veritas to resolve issues. Typical issues seen include:

- Renewal orders not processed since being placed (back to October 2015)
- Numerous MyVeritas Account Portals occurring for the same client
- Licenses missing from MyVeritas Portals
- Incorrect renewal dates showing often resulting in Veritas issuing Renewal Notices too early

The benefit to your organisation is as follows:

- Ensuring you don't receive renewal quotes for licenses already covered by maintenance & support
- Ensuring that you are compliant based on your organisation's requirements versus licenses owned
- Avoid purchasing new licenses when you already own sufficient for your needs

Contact Us

Please contact us for more information about our services and products

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