

Licensing & Software Asset Management News

Issue 6

August 2016

The SAM Club News...

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

The last couple of months has been a busy period for **The SAM Club**:

- **New Enterprise Subscription Agreement** negotiated for the Enterprise Cloud Suite for a 600 user client in the Catering sector.
- New **SAM Club 100 user Legal sector Client** – Licensing review completed and signed an agreement with **The SAM Club** for ongoing licensing advice.
- **Projects**
 - Completed independent review of a Microsoft Enterprise Agreement renewal for a 1000 user law firm prior to signing. Renewal license costs reduced by £24k.
 - Started review of a 3,500 user Microsoft Enterprise Agreement due to be renegotiated for November sign off. Client has been through a merger, consolidated applications and looking to future proof the new agreement for the next 3 years.
 - Completed a licensing review in Cleveland Ohio, USA for a 'Not for Profit' Health sector organisation to meet the standard requirements for the HiTrust certification. *Distance is not an issue!*
- **Microsoft Audits**
 - 2 Client's signed off as compliant by Microsoft. Both under 200 users.
 - 1 more Client currently in the process, also below 200 users.
 - 2 Clients entered into the Microsoft SAM Program under **The SAM Club's** auspices. This is a controlled process with our clients to gain a compliance certificate from Microsoft.
- **DH2i** visited the UK from the USA as part of our continued partnership to meet with our clients and prospects on **DxEnterprise** with a view to reducing SQL Server licensing costs.
- We've continued to work with Veritas to clean up our clients' **MyVeritas licensing portals**. A solution for a 200 user law firm was to switch their Backup Exec licensing to new Capacity Edition licensing. This cleaned up their portal, saved money, provided more features and simplified future administration.

Fantasy Football: Time to forget the Euro's and look forward to the new Football Season. Can Leicester do it again? Who will be this season's surprise players?

The SAM Club is running it's Fantasy Football League again this season. If you fancy your chances then please enter [here](#). The league code is 158858-51789

This season there will be a trophy presented to the winning Team Manager.



In This Issue

- The SAM Club News
- New Releases
- News You Can Use
- Special offers

Follow us on LinkedIn: <http://bit.ly/1URW5jm>

www.thesamclub.co.uk

New releases...

Microsoft has confirmed that **Windows Server 2016** will be in the October 2016 price list. There will be two branches: Long Term Servicing Branch (LTSB) & Current Branch for Business (CBB). Customers will opt into one of these branches depending on the installation option they choose: Server with Desktop Experience & Server Core will be on LTSB, Nano Server will be on CBB. It's expected there will be 2 or 3 updates per year for Nano Server & it will be mandatory to have SA for this option. Read the full article [here](#)

Microsoft **SQL Server 2016** became generally available on 1 June, 2016. The Editions are confirmed as Express, Standard, Enterprise, and Developer with the Business Intelligence Edition being dropped.

Business Intelligence customers with active SA at the SQL 2016 GA release will be migrated to SQL Enterprise Edition on a Server + CAL model at SA renewal thereby preserving customers investment in a Server + CAL model while providing advanced BI.

The Core Factor calculation which is a numerical value associated with a specific physical processor for purposes of determining the number of licenses required to license all of the physical cores on a server has been removed with SQL Server 2016.

The SQL Server 2016 announcement is [here](#) and you can download a datasheet about the Editions [here](#)

Microsoft announced **SharePoint Server 2016** became generally available on the 4th May. It's derived from the same code used to deliver SharePoint Online.

What's the future of the on-premises product? Well, innovations will be delivered to Office 365 first, but many will also be available via Feature Packs to SharePoint Server 2016 customers with Software Assurance. The first Feature Pack will be available through the public update channel in 2017. Customers will have control over which features are enabled in their on-premises installations. Full details are [here](#)

Microsoft announced General Availability of **Project Server 2016** on 5th May. As we're coming to expect, this on-premises product is built from the same code used to deliver the cloud service, and it's now a part of a SharePoint Server installation - although separate Project Server licences will naturally be required. The Microsoft announcement is [here](#)

News you can use...



At the recent Citrix Synergy event it was announced that, later in 2016, Citrix will offer customers the ability to run Windows 10 in Azure! This will be available to customers licensed with Windows SA per User and will give them the option to host their Windows 10 Enterprise Current Branch for Business images on Azure via the Citrix XenDesktop VDI solution. As we get more concrete, specific information on the licensing rules and any restrictions around usage or deployment, we will keep you updated. Check out the initial announcement [here](#)



Purchasing a new desktop or laptop? Check to see what Windows Operating System is supported. Microsoft states that certain new processors from Intel, AMD & Qualcomm will only work with Windows 10. See [here](#) for more info.

Name Changes...

You might be familiar with MSDN Subscriptions and it's useful to know that they're now called Visual Studio Standard Subscriptions. Note that this is distinct from a monthly or annual subscription to Visual Studio Professional /Enterprise which is called a Cloud Subscription.

Microsoft has announced that Windows 10 Enterprise is to be renamed Windows 10 Enterprise E3, & that Windows 10 Enterprise E5 will be introduced to include Windows Defender Advanced Threat Protection. Enterprise Mobility Suite will also be renamed Enterprise Mobility + Security & again, there will be E3 and E5 Editions: see the components in a good diagram [here](#)

Finally, the Enterprise Cloud Suite will be called Secure Productive Enterprise E3/E5 containing the relevant Office 365, Enterprise Mobility + Security & Windows 10 Enterprise plans. The Microsoft announcement is [here](#)

Back Issues of Newsletters can be found here: <http://www.thesamclub.co.uk/newsletters.html>

www.thesamclub.co.uk

News you can use...



If you're in charge of managing licences for **Office 365 for Business** in your organisation there's a useful page with a whole host of articles on tasks such as assigning licences to users, and how you license non-user mailboxes. See [here](#) for more information.



There's a useful FAQ on **PSTN Calling**. PSTN Calling is the add-on telephone service that, when combined with Skype for Business Cloud PBX, can become your phone system. The FAQ covers what licences you'll need as well as how calls are charged if you travel abroad. The answer? If a user whose Office 365 licence is assigned in the US travels to London, any calls they make back to the US are considered domestic calls. Find the FAQ [here](#)

MPSA Enterprise Advantage. Microsoft has announced that "Enterprise Advantage" will be added to the MPSA in 2017. With the change that from the 1st July 2016, Enterprise Agreements requirements have increased to a minimum of 500 seats, this will provide the best value for a three-year, organisation-wide and optional platform-wide purchase for organisations around the 250 - 500 seat level. Further information can be found [here](#)

There's a **new offer for MSDN subscribers** who want to run development and test workloads in Azure. Essentially you set up an MSDN Dev/Test Subscription in your EA or MPSA and then you get special rates on certain services (such as virtual machines) and the usual EA/MPSA rates on other ones. It's all managed through the usual Azure Enterprise Portal. Note that this is completely unrelated to the Azure credit that MSDN subscribers also get, and if you don't have an EA/MPSA then there is a similar MSDN Dev/Test offer on a pay-as-you-go basis. Find full details [here](#)

New Visual Studio w/MSDN Portal. Improvements are being made to how Visual Studio (formerly MSDN) administrators manage their organisation's subscriptions. Starting in September, Microsoft is introducing a new portal, replacing the Visual Studio Subscriptions management functionality in the VLSC portal. Microsoft states that over the next few months, they will walk customers through each step to help ensure a smooth transition. Here are the highlights of the coming change:

All organisations with active agreements including Visual Studio Subscriptions will be impacted. The transition will start in September with a small selection of organisations. With a weekly transition cadence, all organisations should be migrated to the new portal in a few months. Organisations who establish agreements on or after 1st September 2016, will continue to manage their subscriptions in the VLSC, until they have been migrated. Once an organisation has been migrated, any subsequent Visual Studio Subscriptions purchases will appear in the new management portal.

Secure Productive Enterprise. Following the name change, there is more information on the Secure Productive Enterprise plans which will replace the Enterprise Cloud Suite:

- Licensed users will be allowed one on-premises install of Office Professional Plus.
- There is also confirmation that Secure Productive Enterprise E3 and E5 will be available through the EA and MPSA at launch in the fourth quarter of 2016.

The announcement can be found [here](#)

We tailor the service we provide to meet our clients needs - contact us today to see how we can help you!

www.thesamclub.co.uk

Special offers...

VERITAS™ Veritas Backup Exec users can save money by switching to the Capacity Edition licensing model. If you're on active maintenance you can migrate to 1 TB of capacity for each eligible Backup Exec licence. If your maintenance has expired you can migrate to the Capacity Edition or Capacity Edition Lite at 35% off license MSRP.



For a limited time, get 50% off when you upgrade from vSphere or vSphere with Operations Management Enterprise to vSphere or vSphere with Operations Management Enterprise Plus. You can also upgrade from vSphere Enterprise Edition to vSphere with Operations Management Enterprise Plus Edition and get 50% off as well.

These promotions are available until December 26, 2016



As of July 31, 2016, Autodesk no longer sells perpetual licenses for Autodesk Design and Creation Suites. Autodesk is transitioning to subscription-based products, which offers customers a range of flexibility. Primarily, Autodesk is shifting to a cloud delivery model so customers can maintain up-to-date improvements on Autodesk products, allow a user to access from multiple devices at any time, simplify deployment and management, and reduce file compatibility issues.

Why is Autodesk moving to a subscription model? Here's what they state:-

- Lower upfront costs
- Simplified license management and deployment
- Instant access to the latest version
- Connect and collaborate from any device or platform
- Previous version home and travel usage rights
- Autodesk Account simplifies provisioning
- A Subscription Model also simplifies the licensing construct, moving to a single-user & multi-user model, which can be purchased over multiple years at greater discounts.

Multi-year Subscription Discounts

Lock-in to today's price. Should Autodesk update the pricing structure of a product you're currently subscribed to, you will still maintain your original price point throughout your agreement term.

Save 5% on 2-year subscriptions and 10% on 3-year subscriptions.

Contact Us

Please contact us for more information about our services and products

The SAM Club
+44 (0)7787 416649

info@thesamclub.co.uk

Visit us at
www.thesamclub.co.uk

The SAM Club providing Independent Software Licensing advice

www.thesamclub.co.uk