

## Licensing & Software Asset Management News

Issue 3

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### *The SAM Club News...*

Happy New Year from **The SAM Club**.

As we enter our 6th business year, we'd like to highlight why we are different to other SAM service providers. We are **independent**, we are not a software reseller and we don't carry sales targets. Being **independent** means we have no hidden agenda and firmly believe this sets us apart. We work for our clients taking the time to understand what software they currently own & have installed, providing valuable, objective and unbiased advice tailored to suit their individual requirements.

We continue to improve our services. During 2015 we introduced :

- Newsletter - this is our 3rd edition. Electronic and physical copies are sent to our clients. See [www.thesamclub.co.uk/newsletters.html](http://www.thesamclub.co.uk/newsletters.html) for previous issues
- Reselling surplus Microsoft Licenses: It is legal within the EU to purchase and resell 2nd hand Microsoft Licenses. We help our clients recoup money from old surplus licenses

In 2016 we will continue to bring more value added services to our clients. As Microsoft Audits become more regular (every 2-3 years) we will now offer to complete the Microsoft Deployment Summary spreadsheet ("light touch" Audit) and help achieve compliancy **as part of our standard service**.

A range of Licensing and License Portals Health Checks. These are included in our regular service contract to our existing clients but will also be offered on as "as and when required" basis to others.

Where ever you are, we can assist you via remote video meetings and sharing desktops for discussions. Contact us if you would like further information on **The SAM Club** and the service we provide.



Microsoft have announced they are changing their minimum Enterprise Agreement (EA) seat count from 250 to 500 effective 1st July 2016. See [here](#) for further information.

Effective Software Asset Management (SAM) is a necessary, ever changing aspect of IT management. It demands a clear understanding of what suppliers are doing with licensing and is often complex, & therefore time consuming to do right. SAM is also a strategically important, significant cost centre for many organisations. So accurate, up to date information is essential in order to make the most from the investment and to keep your organisation compliant. I have worked with **The SAM Club** now for 5 years, and during that time they have provided an invaluable service and timely advice to these ends. I would not hesitate in recommending them, or working with them in future.

**Julian Simpson, Head of IT  
Boulton Wade Tennant  
(London based Patent Agents)**

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[www.thesamclub.co.uk](http://www.thesamclub.co.uk)

## News You Can Use...



**Exchange Server 2016** which Microsoft described as the release "forged in the cloud" - in other words, the features that are already in Exchange Online have now arrived in the on-premise product. Exchange Server 2016 is included in the October 2015 Product Terms document and there are no changes to the licensing. Read the announcement article for an overview of the new features [here](#)

**Project 2016** availability was announced by Microsoft in September 2015. The Microsoft article that can be found [here](#) explains that there are updates to Project Professional (the traditional device-licensed client), Project Pro for Office 365 (its user-licensed counterpart) and Project Online (the hosted Enterprise Project Management solution), but we'll have to wait for equivalent features for on-premises until the launch of Project Server 2016 in Spring 2016. The article is worth a look to get an idea of the sort of features being added.

**The Office Multi Language Pack** is no longer an SA benefit: it's confirmed on page 6 of the October 2015 Product Terms document that, from 1st October 2015, customers licensed for the 2016 versions of the Office System products will have the Language Packs included with their licences

There's a change to **Home Use Program (HUP)** rights: previously you could install HUP software on up to 2 devices (2 PCs or 2 Macs); now the October 2015 Product Terms confirm that it's only one device - see page 75. Since 7th October 2015 customers are able to install Office 2016 - see question 4 on this [site](#)

**Azure for Microsoft Software** Thinking about Azure? Here is a [link](#) to some frequently asked questions.

There will be a new **Microsoft Cloud data centre** in the UK in 2016 - announced by Satya Nadella at Future Decoded, Microsoft's partner event.

**Bridge CALs** became available to Open Value customers from 1st November 2015. When do you need a Bridge CAL? Well, if you've got an enterprise wide commitment to Office and a CAL Suite but want to transition to either Enterprise Mobility Suite or Office 365 then you need a way to continue to pay for the on-premises components that haven't transitioned - and that's the Bridge CAL. See page 14 of the November 2015 Product Terms document.



**VMware Lifecycle Product Matrix**, updated December 2015 [here](#)  
Note: For VMware ESXi 5.0 and 5.1, End of General Support is 24th August 2016 and End of Technical Guidance is 24th August 2018.



**Citrix** announced the **release of XenApp & XenDesktop 7.7**. on 29th December 2015. One of the key features with this release is something called Zones to simplify the management of multiple sites - see this [link](#) for more information.

## Tips & Tricks...

Did you know that the MPSA Licensing Manual contains the following on copies for training/evaluation and backup?

For all Products other than Online Services each Purchasing Account may (1) use up to 20 complimentary copies of any licensed Product in a dedicated training facility on its premises for purposes of training on that particular Product. (2) use up to 10 complimentary copies of any Product for a 60 day evaluation period and (3) use one complimentary copy of any licensed Product for backup or archival purposes for each of its distinct geographical locations.

## Cost Savings

During the last quarter of 2015 **The SAM Club** worked with Kaspersky on a year-end deal saving one of our clients 30% off the list price for a 3 year renewal. The actual savings amounted to £28k .

During 2015, we recouped more money than our overall service costs from the resale of surplus Microsoft licenses for two of our clients. One of our clients recovered over 50% of our services cost and another 2 clients have offers for their surplus licenses which will cover our services costs for several years.

We also have several clients looking at DH2i's DxEnterprise product and the potential SQL licensing savings that can be achieved. More information can be found on our [website](#).



The SAM Club is now a DH2i partner

[www.thesamclub.co.uk](http://www.thesamclub.co.uk)

## SAM Tools

The SAM Club remains independent and will work with any SAM Tool of choice by our clients.

There are a number of free SAM Tools :

Microsoft MAP Toolkit: Only covers Microsoft software.

Spiceworks: Is a free agent based tool. The catch is you will be presented with a number of advertisements which can be removed with the paid version.

RVTools: Displays a lot of information about your VMware infrastructure only.



The SAM Club agrees partnership with Snow Software

## Snow Software & The SAM Club...

**The SAM Club** has chosen **Snow Software** as our preferred SAM Tool to round out the service we provide to our clients.

Snow License Manager is designed to reduce the risk, cost and complexity associated with software assets and licensing. Organisations rely on **Snow License Manager** to help them avoid overspending on software entitlements whilst ensuring that they are fully compliant with licensing rules.

**Snow License Manager** is available as an on-premise solution (perpetual and subscription licensing models are available) or as a hosted SAM service.

### Key Benefits:

- Unified View of Multi-Platform, Multi-Site Networks: **Snow License Manager** provides a consolidated view on all assets across the network, enabling staff to manage multiple software vendors, device types and locations.
- Built in Automation: **Snow License Manager** provides the highest levels of automation, meaning organisations spend less on labour and professional services costs.
- 100% Software Recognition Guarantee: Thanks to its unique Software Recognition Service, only **Snow Software** can recognize all commercial software discovered on the network.
- All Key Licensing Types Supported: **Snow License Manager** supports the full range of licensing types, data collection and reporting requirements.
- Roles-Based Multi-User Interface: **Snow License Manager** is designed to give tailored access to SAM stakeholders from IT, Procurement, Finance and Governance departments. Users can easily generate meaningful management reports without the need for SQL expertise.

**The SAM Club** is not a reseller of **Snow Software**. However, we will be fully trained to ensure the full benefits of using **Snow License Manager** are achieved for our clients.

Contact us If you would like to know more about **The SAM Club's** services with **Snow Software**.

# Windows Server 2016

In December 2015, Microsoft announced that Windows Server 2016 (& System Center 2016) will be licensed with a core & CAL model. What does this mean to you and your existing licenses covered by Software Assurance?

The new licensing rules state that all the physical cores for Windows Server 2016 Standard & Datacenter Editions will need to be licensed as follows:

- Minimum of 8 core licenses required for each processor
- Minimum of 16 core licenses required for each server

Note: The two core pack for each edition is 1/8th the price of a two processor license for the corresponding 2012 R2 Edition.

Windows Server Standard & Datacenter Edition 2 processor licenses with Software Assurance will be exchanged for a minimum of 8 two-core pack licenses (16 core licenses) or the actual number of physical cores in use.

Some additional Windows Server 2016 licensing information:

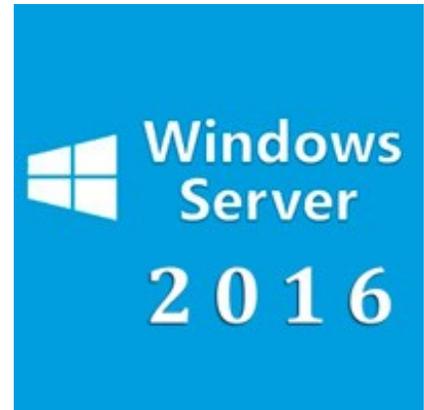
- Hyper-threading doesn't change the number of core licenses required
- Disabled processors do not need to be licensed
- Nested virtualisation (running a VM in a VM) is licensed as two virtual machines
- There will be an External Connector licence
- The Nano Server deployment option requires no additional licensing

Further information can be found [here](#)

If you are in an existing licensing agreement with Microsoft, such as an Enterprise Agreement or Server and Cloud Enrolment, you will be able to continue to purchase processor licenses through to the end of the agreement term.

**The SAM Club** will assist its clients at the end of an agreement to perform a self-inventory to document the number of physical cores in each processor that are licensed with Windows Server processor licenses with SA. This will ensure our clients receive the appropriate number of core licenses for their deployments.

We have updated the Windows Server Summary sheets in clients' **SAM Workbooks** to accommodate this.



## Contact Us

Give us a call for more information about our services and products

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