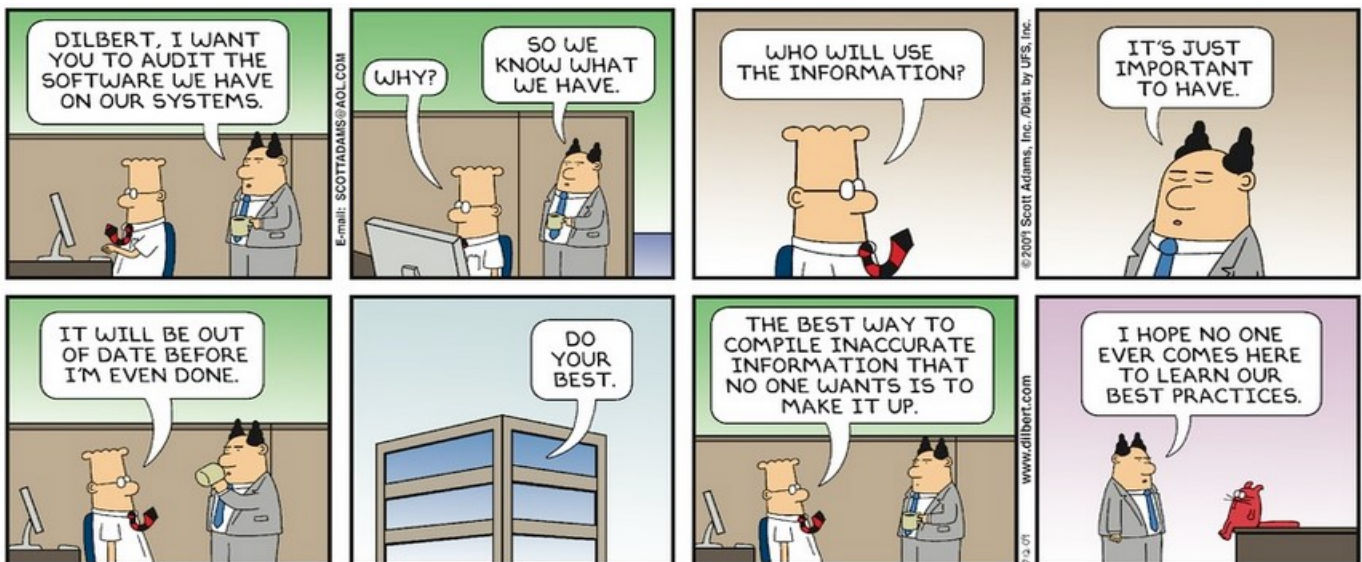


Welcome to the very first edition of [The SAM Club](#) newsletter. This edition contains some information previous published on our Linked In group plus a number of hot off the press items relating to Software Licensing. Follow us on Linked In by clicking [here](#).

We hope you find this first edition interesting. If you have any comments or suggestions then please do not hesitate to contact us.


Software Asset Management...according to Dilbert



New Releases...

VMware released vSphere 6 on 12th March 2015. Please click [here](#) for information on the new features.



 **Microsoft** Lync Online is becoming Skype for Business with a release date of 14th April 2015. This effects Lync online in Office 365. The following link will be updated frequently to provide information about Skype for Business client and Skype for Business Online service. More info [here](#).

Symantec has released Backup Exec 15. Please click [here](#) for the Backup Exec Blog on the release.



News You Can Use...

Windows Server 2016



Microsoft has announced that they continue to advance with the development of Windows Server and System Center and plan to release further previews during 2015 with the final releases in 2016. Their next previews are planned for the spring of 2015. More info [here](#).

Microsoft Visual Studio 2015 Product Line-up

Microsoft has announced the Visual Studio 2015 Product Line-up for release in this summer.

- Premium and Ultimate editions are being combined to become an Enterprise edition
- Existing Premium and Ultimate customers will get a free upgrade to Enterprise
- Option to upgrade from Professional to Premium between 1 May and 30 June for 50% of the regular list price if you would prefer the new Enterprise edition.

Please click [here](#) to read the announcement and the product comparison chart can be found [here](#).

Citrix for Office 365

Citrix Implementation Guide for Office 365 with XenApp and XenDesktop. A useful guide from Citrix with some best practices as well as a licensing section covering Shared Computer Activation. Get the guide [here](#).



The SAM Club has heard about two software Vendors increasing their prices in 2015.

VMware increased its prices for vSphere products by 7% and non-vSphere software by 4% from April 1st 2015.

This change will affect all new licenses including perpetual licenses and pure subscription licenses. SNS and renewals are excluded from the price increases.



Effective July 1st (Microsoft's FYE = 30th June), organisations requiring User CALs for on-premise software will see another price increase of around 15%. On 1st December 2012, Microsoft increased the price of User CALs (except SQL) by 15% compared with Device CALs, so this will make a 30% price differential. Organisations with price protection under an existing Enterprise Agreement (EA) for the Core CAL or Enterprise CAL Suite will not be affected.

So, if you have users who will only ever use one device, or devices that are used by multiple users, it may be cost-effective to consider using a mixture of Device & User CALs going forward. Our [SAM Workbook](#) collects this data so we can help our clients make informed purchasing decisions.

Cost Savings...

DID YOU KNOW YOU CAN RESELL YOUR REDUNDANT MICROSOFT LICENSES?

There may be a number of reasons why you no longer require your old Microsoft licenses. You could be planning a new installation / upgrade to Microsoft's latest versions of Office or Server products. You may have licences that your company no longer needs due to restructuring. Whatever the reason, the Microsoft licenses that your company owns may be transferable and as such retain a residual value.

Is this Legal?

In accordance with the European Software Directive 2009, it is legal to transfer the ownership as well as the PUR's from either an insolvent or solvent company to another solvent business as long as the sales transaction adheres to the local governing laws. Documentation will be provided to prove legal ownership / transfer in the event of an Audit and Microsoft are also notified of every transfer.

Reasons why you may own redundant Microsoft Licenses or may need to purchase some?

- Mergers / Acquisitions – You may need more or less licenses
- License Compliance – Microsoft Audit identified a licensing gap
- Upgrading to a new version of a Microsoft product
- Licenses superseded by an Enterprise Agreement

The [SAM Club](#) with our unique [SAM Workbook](#) keeps a track of the licenses our clients own. We can therefore proactively advise our clients on the Microsoft licenses that may be transferable providing a residual value and introduce our partner that specialises in transferring Microsoft Licenses between organisations.

Tips & Tricks...

Microsoft software purchased through volume license allows you to install under downgrade rights and down edition for some products. However, if you have licensed Office Professional Plus you are prohibited under the licensing rules from installing Office Standard even though it delivers a subset of the features (it lacks the Access application for example). If uncovered during a software license compliance check you may have to relicense or be asked to re-deploy the product.

If you want to install Office without Access for example, don't use the Click-to-Run installer as this is an all or nothing installation. Use the MSI installer as this provides a selective application installer to customise the programs to run.

End of Support...

WINDOWS SERVER 2003 – END OF SUPPORT 14 JULY 2015

It is now less than 100 days to go until Microsoft ends support for Windows Server 2003. and 2003 R2.

What does this mean?

Basically, there will be no patches or security updates, putting your applications and business at risk. New threats won't be addressed and your Windows Server 2003/2003 R2 systems will become a security risk. Are you planning to upgrade and / or replace your Windows Server 2003/2003 R2 installations?

How can [The SAM Club](#) help you?

- Work with us to get your Server Summary spreadsheet up to date within your [SAM Workbook](#) which will help review the operating systems within your physical and virtual servers. We will optimise your licenses in the most efficient way taking into account what you actually own and are entitled to use.
- We can help provide budgetary figures for new licensing and can obtain licensing quotes to upgrade your servers. We will make sure you are covered.
- We can help you with your cash flow to ensure your orders are only placed when the licenses are required.

SQL Server 2005 - End of Support 12th April 2016

As the end of support for SQL Server 2005 draws close, [The SAM Club](#) highlights the 2 types of support Microsoft offers during a product lifecycle: Mainstream Support and Extended Support.

Mainstream Support is typically available for 4 to 5 years after product release. In the case of SQL Server 2005, Mainstream Support ended April 2011 and included:

- Paid incident support
- Security updates
- No-charge incident support
- Non-security hotfix support
- Design changes/feature requests
- Warranty claims



Currently Microsoft offers Extended Support which includes only a few of the Mainstream Support options. SQL 2005 Extended Support which ends on 12th April 2016 includes:

- Security updates
- Paid-per incident support
- Ongoing use of Microsoft Knowledge base

Thereafter, Microsoft will offer custom support contracts but they are high priced.

We recommend that you plan to replace your SQL 2005 installations before April 2016. The SAM Club can help with your licensing implications and budgetary costs.

For further information on Microsoft Product Lifecycle dates can be found [here](#).

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Established in 2010, [The SAM Club](#) provides independent licensing & software asset management consultancy.

We provide a personal service and solutions to complement your existing in-house staff and effectively manage your software assets. We become part of your team helping providing practical solutions for your software assets and software licence management issues taking into account your priorities and financial considerations

Our service is tailored to meet your individual requirements. We maintain documentation of your software assets owned and their status (summarised in a [SAM Workbook](#)), help you through vendor audits, minimising your expenditure, maximising your support benefits, continuous license & support renewal management, health checks on vendors' licensing portals, license transfers during mergers, supplier reviews, etc.

[The SAM Club](#) does not resell software, consequently our advice is truly independent, providing pro's & con's and balanced views.