

Microsoft Licensing Agreement & Products

NEWSLETTER



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Insight, your Trusted Advisor

Insight's vision is to be the Trusted Advisor to our clients, helping them enhance their business performance through innovative technology solutions. Keeping up to date with all the latest news and information you need direct from your reseller.



Azure-only SCE Minimum is Changing

New Policy Change

Current Policy

The current annual Monetary Commitment minimum for Azure-only SCEs is **1 Monetary commitment unit per month** (e.g. within the United States this would equal US\$100 per month)

New Policy

The current annual Monetary Commitment minimum for Azure-only SCEs is **10 Monetary commitment units per month** (e.g. within the United States this would equal US\$1000 per month).
The new minimum is scheduled to go into effect on 1st October 2016.

Customer Impact

Applies to **all new Azure-only SCE** customers signed after 1st October 2016.
New customers who cannot meet the new minimum should purchase through their existing Enterprise Agreement, or from MPSA/CSP/MOSP channels.
Expiring SCE customers are able to maintain their current minimum by exercising their one-time renewal and rolling over their current terms and conditions.

FAQs

How does this offer impact "Azure-only" commercial customers?
Expiring SCE customers are able to maintain their current minimum by exercising their one-time renewal and roll over their current terms and conditions.

What segments will be affected?
Commercial, Government and Academic.

If a customer has an Enterprise Agreement or SCE with SQL, will their minimums be affected as well?
The \$1000 monthly minimum changes only apply to "Azure-only" SCEs. Customers who have an EA or an SCE that is non "Azure-only" may continue to buy according to current minimums (\$100/month).

Will the new customers receive additional discounts in return for bigger commitment to Azure under new terms?
No, the discount structure (Azure waterfall) remains the same under the new requirements and no additional discounts are being granted.

What should I do if a new customer is willing to spend less than the new minimum because they are trying Azure out?
You should direct this customer to buy through their existing EA, or steer them towards our MPSA, CSP or web-direct MOSP offer. Customers can also buy through the Pay-as-you-go option which allows them to get billed in arrears.



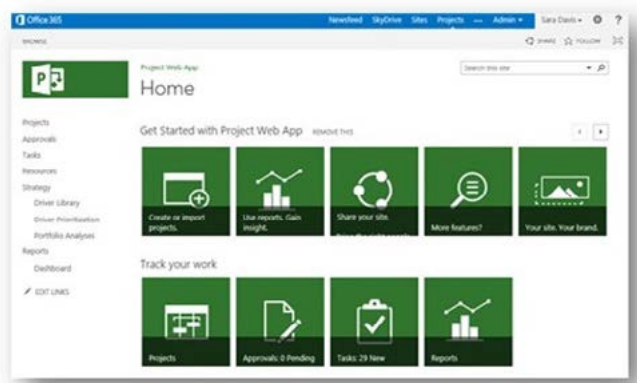
Project Pro for Office 365 and Project Online Plans Replaced by New Plans

Effective 1st August 2016, Microsoft is refreshing the Project cloud offerings. As part of this, the following plans will be discontinued and replaced by the new plans. The existing plans will be **available until 31st December 2016** for existing customers to be able to renew/add seats.

- Project Pro for Office 365
- Project Online with Project Pro for Office 365

SKU sample:

SKU	DESCRIPTION
4QT-00002	Project Pro for Office 365 Shared Sever ALNG Subscription VL MVL Per / User
43T-00002	Project Onlene with Project Pro Office 365 Shared Sever ALNG Subscription VL MVL Per / User





Azure Active Directory Premium Name Changes



Effective 1st August 2016, the following plans will be renamed:

Azure Active Directory Premium will be renamed to "Azure Active Directory Premium Plan 1"

OLD PRODUCT FAMILY NAME	NEW PRODUCT FAMILY NAME	TARGET CHANGE DATE	NEW SKU
Azure Active Directory Prem	Azure Active Directory Prem P1	1st August 2016	N/A

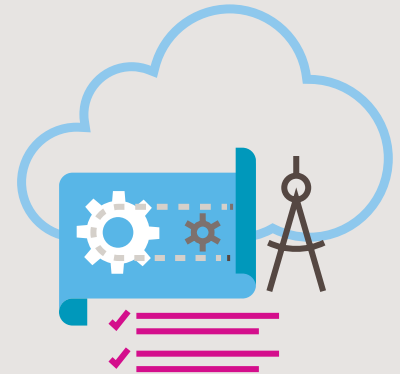


Project Online Professional and Premium Cloud Add-on Promotion Available for Project Standard Customers



Effective 1st August 2016, Cloud Add-on Promotions will be available for Project Standard customers. Add-ons enable hybrid customer scenarios through the enablement of cloud services while retaining the licensing security of their traditional on premise licenses and active Software Assurance. The Cloud Add-on Promotion for Project Standard customers will be available in EA/EAS and OV/OVS. Customers can leverage their existing on-premise Project Standard licenses as a starting point to benefit from promo pricing on Project Online Professional and Project Online Premium, through an easy Cloud Add-on purchasing model.

Offer	30% off Project Online Professional & Premium Cloud Add-on
Eligibility	Project EA Standard customers under SA
Program(s)	EA, EAS, OV, OVS, WWGP
Geography	Worldwide
Promo Dates	1st August 2016 –31st December 2016



Windows 10, EMS and ECS Name Changes

It's all change!

Firstly, Microsoft announce that Windows 10 Enterprise will be renamed to Windows 10 Enterprise E3, and that Windows 10 Enterprise E5 will be introduced which includes Windows Defender Advanced Threat Protection.

And secondly, the Enterprise Cloud Suite will be called Secure Productive Enterprise E3/E5 containing the relevant Office 365, EM+S and Windows 10 Enterprise plans.

Enterprise Mobility + Security

	Identity and access management	Managed mobile productivity	Information protection	Identity-driven security
EMS E5	Azure Active Directory Premium P2 Identity and access management with advanced protection for users and privileged identities (includes all capabilities in P1)		Azure Information Protection Premium P2 Intelligent classification and encryption for files and emails shared inside and outside your organization (includes all capabilities in P1)	Microsoft Cloud App Security Enterprise-grade visibility, control, and protection for your cloud applications
EMS E3	Azure Active Directory Premium P1 Secure single sign-on to cloud and on-premises apps MFA, conditional access, and advanced security reporting	Microsoft Intune Mobile device and app management to protect corporate apps and data on any device	Azure Information Protection Premium P1 Encryption for all files and emails across cloud and on-premises storage locations Cloud-based file tracking	Microsoft Advanced Threat Analytics Protection from advanced targeted attacks leveraging user and entity behavioral analytics

For more information [CLICK HERE](#)



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NEW Azure EMS Suite Changes

Upcoming Enterprise Mobility Suite changes

Securing productivity, collaboration, and enterprise data is critically important as organizations digitally transform. With security in mind, we plan to rename Enterprise Mobility Suite (EMS) to Microsoft Enterprise Mobility + Security (EMS) to more accurately communicate its value. Several updates to the purchasing offers for EMS will be available, including a new expanded EMS E5 plan:

- **Enterprise Mobility Suite to become Enterprise Mobility + Security:**

This name change doesn't impact existing EMS customers. A new, expanded plan will be generally available later in 2016 and will be known as Enterprise Mobility + Security E5.

- **Azure Active Directory (Azure AD) Premium:**

The existing Azure AD Premium becomes Azure AD Premium P1, with no change for existing customers. Azure AD Premium P2, generally available later in 2016, includes all the capabilities in Azure AD Premium P1 and the new Identity Protection and Privileged Identity Management.



- **Azure Rights Management + Secure Islands becomes Azure Information Protection:**

The existing Azure Rights Management (Azure RMS) Premium becomes Azure Information Protection Premium P1, generally available later in 2016, with no change for existing Azure RMS customers. The P2 offer adds automatic classification, on top of the manual classification, labelling, and everything else included in P1.

NEW R Server Products added to Open, Open Value, Open Value Subscription and SPLA

As of the 1st July 2016, Microsoft program availability for R Server products move into the Open (OLP), Open Value (OV) and Open Value Subscription (OVS) programs:

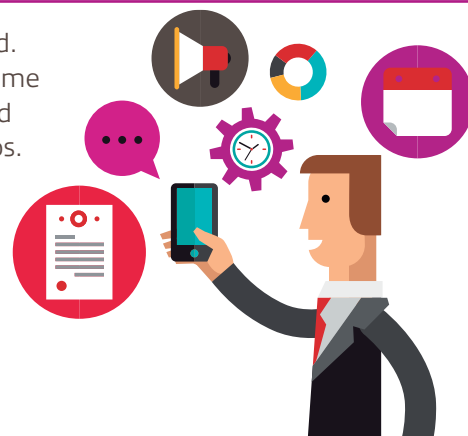
- R Server for Linux A22:B26 under the Per Core (licensing model)
- R Server for Hadoop (licensed under the Specialty Server licensing model)
- R Server for Teradata DB (licensed under the Specialty Server licensing model)



SQL Server 2016

The newest public preview of SQL Server 2016 is now available for download. It is the biggest leap forward in Microsoft's data platform history with real-time operational analytics, rich visualisations on mobile devices, built-in advanced analytics, new advanced security technology, and new hybrid cloud scenarios.

For more information
PLEASE READ THE MS DATASHEET



Windows Server and System Centre 2016 Licensing Changes



What's changing?

The licensing of the Datacentre and Standard Editions will move from processors to physical cores, aligning with the licensing model for SQL.

The minimum license requirement will be 8 cores per processor, 16 cores each server. Licenses for Servers with 8 cores or less per proc will be the same price as the 2012 R2 two-proc license price.

Core licenses will be sold in packs of 2 for incremental licenses and you will need above the required 8 cores per processor.

Why are MS making these change and how will it affect you?

The reason for the change is to evolve Microsoft server licensing and to support the hybrid cloud. Following the October announcement of the Azure hybrid use benefit, allowing customers to run up to 2 instances on up to 8 cores each or 1 instance on up to 16 cores in Azure for each Windows Server Standard or Datacentre 2 processor license with SA, Microsoft wanted to simplify licensing by applying a single licensing model for on premise and cloud rather than the current separates.

As an Enterprise customer, you will be able to continue to purchase processor licenses through to the end of the term of your agreement and when you reach the end of your agreement term, your processor licenses will be exchanged for core licenses and you can renew their SA on core licenses.

Number of 2-core pack licenses needed (minimum 8 cores/processor : 16 cores/server)						
		Physical cores per processor				
		2	4	6	8	10
Processors per server	1	8	8	8	8	8
	2	8	8	8	8	10
	4*	16	16	16	16	20

*Standard Edition may need additional licensing
■ Licensing costs are the same as 2012 R2
■ Additional licensing required

For more information [CLICK HERE](#)

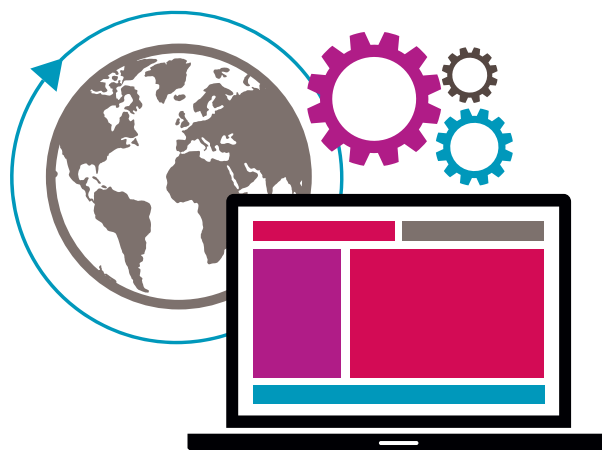
Alternatively speak to your Insight Trusted Advisor for more information on how this will impact you.

NEW E5 and Skype for Business availability update

We are pleased to announce that on 1st September 2016, the following changes will be public:

PSTN Conferencing country expansion: PSTN conferencing is expanded into 17 more countries, bringing the total availability of sell-to countries to 65. The new countries include: Bosnia & Herzegovina, Costa Rica, Latvia, Lithuania, Malta, Monaco, Philippines, Russia, Serbia, Ukraine, Uruguay, Qatar, Dominican Republic, Sri Lanka, Vietnam, and Egypt.

E5 Single SKU Availability: With the E5 single SKU, customers will have an improved purchasing experience by now only having to order a single SKU with PSTN conferencing for £30 approx. This will be available in all channels and countries where PSTN Conferencing is currently available.



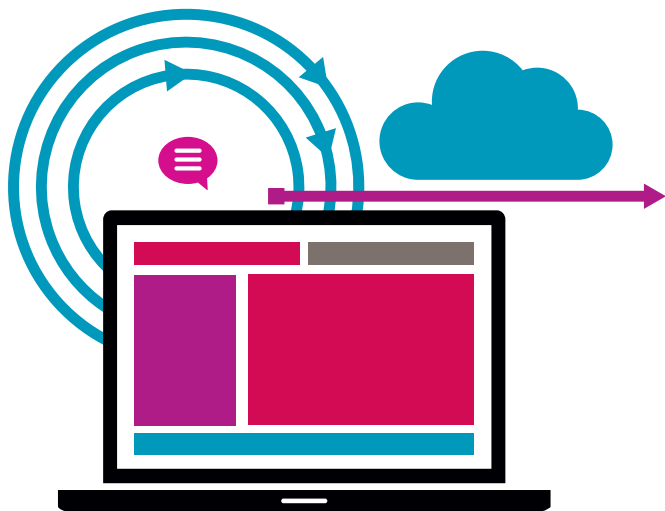
For more information [CLICK HERE](#)

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NEW

Announcing Enterprise Advantage on MPSA: A Better Way to Buy Organisation-Wide

Q4 2017, we will introduce Enterprise Advantage as a new way for commercial customers to buy organisation-wide on the Microsoft Products and Services Agreement (MPSA).



Enterprise Advantage brings traditional Enterprise Agreement benefits to the MPSA and provides the best value for a three-year, organisation-wide and optional platform-wide purchase.

- Mix perpetual and subscription software with cloud services like Office 365, Azure, and CRM Online, organisation-wide
- Purchase any time, whatever you need, with no additional enrollments
- Enjoy budget predictability and price protection
- Buy how you want, taking advantage of your combined purchases across the organisation to maximise value
- Manage your assets more easily, including true-up and true-down of subscriptions and services, to meet ever-changing business needs

For more information [CLICK HERE](#)



OR DOWNLOAD 'Enterprise Advantage on MPSA' document



Select Plus is retiring for existing customers

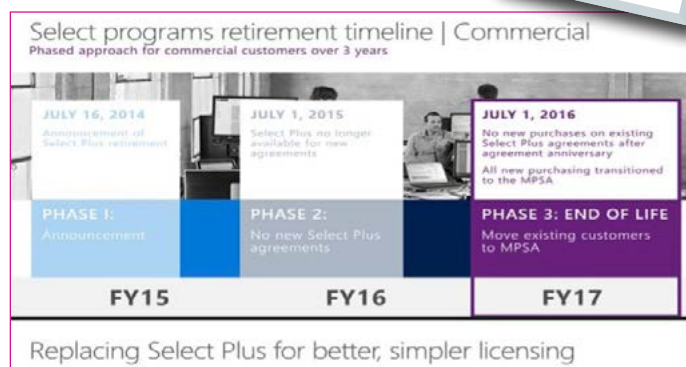
PLEASE READ IF THIS AFFECTS YOU



In 2014 Microsoft announced that the Select Agreement Programme was due to be phased out and replaced with MPSA, from the 1st July 2016, **every Select Agreement will be terminated as it reaches the anniversary month.**

For example, if you have a Select Plus Agreement and your anniversary month is September, your agreement will be terminated on the 1st of October.

You can transition to the MPSA at any time, you don't need to wait for your Select Agreement to be terminated.



“ Please contact your Insight Trusted Advisor **NOW** to discuss your requirements. We are ready to help. ”



Microsoft Products and Services Agreement (MPSA) inc Multi Year & Short Term Subscriptions



The new Microsoft Products and Services Agreement (MPSA) is a single agreement for your Online Services, Software, and Software Assurance purchases across your organisation.



It can save time and money by combining purchase points for the best price level and reducing the administrative overhead associated with managing multiple agreements. The Microsoft Products and Services Agreement gives you more options - for example, the ability to create Purchasing Accounts.

Purchasing Accounts let you define how you want to purchase (by affiliate, division, department, or any other group you define in your organisation).

You can then choose and provision the solution that your organisation needs. You are in control. The new Microsoft Volume Licensing Center has an intuitive, easy-to-use interface that lets you quickly view and generate reports on everything purchased under the Microsoft Products and Services Agreement.

You can manage your portfolio of Microsoft products and services across your entire organisation.

The Microsoft Volume Licensing Center also lets you self-provision online services, download software more quickly, access your volume license keys more easily, and efficiently manage and use your Software Assurance benefits.

Multi-year subscriptions

In a surprise move Microsoft has released multi-year subscriptions in its MPSA Volume Licensing program, which replaces Select Plus. Here is what you need to know about this new option.

A multi-year subscription is a two-year or three-year subscription for a particular Online Service such as Office 365 E3. Available Online Services include:

- Dynamics CRM Online
- Enterprise Cloud Suite (ECS)
- Enterprise Mobility Suite (EMS)
- Microsoft Intune
- Office 365 E1, E3, E4 and E5

Once a Purchasing Account enters into such a subscription, all subsequent purchase orders for the same Online Service will slot into the existing subscription and hence get the same end date and are price-protected through a "price ceiling".

As of March 2016 MS have brought in the addition of being able to order some Online Services as a short-term subscription.

Short-term subscriptions can be between one and eleven months with no automatic alignment to existing subscriptions for the same Product.

Pricing for orders of short-term subscriptions is different from pricing for other term options and is set at time of ordering.

Other billing and alignment options for orders through your MPSA may be made available in the future

For more information [CLICK HERE](#)



MPSA portal changing to the Business Centre Portal

For any queries, or to discuss further..

...call

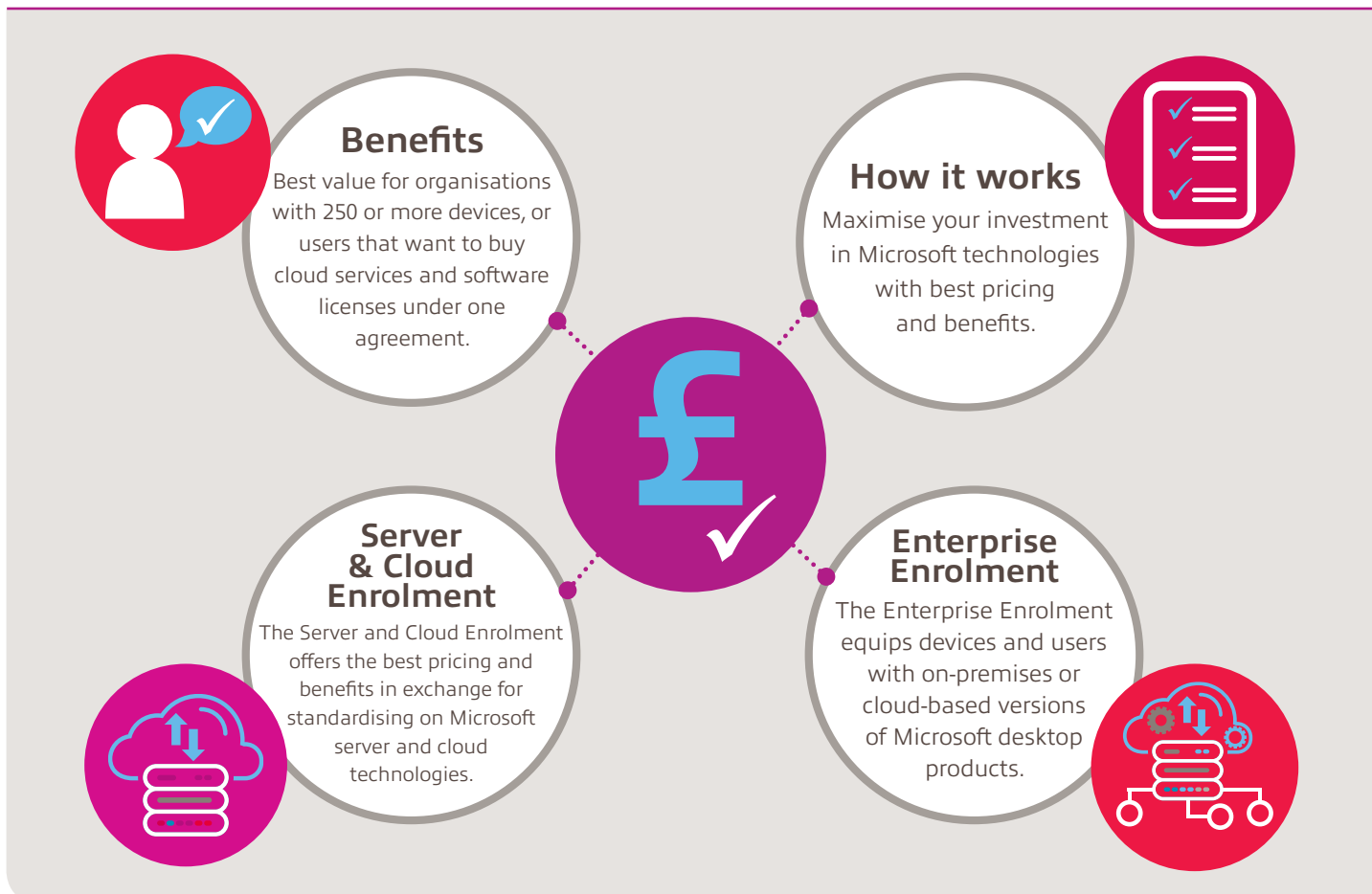
Jan Prentice on

07827
848291

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Enterprise Agreement



Changes to the Microsoft Enterprise Agreement (EA) as of the 1st July 2016



As of the 1st July 2016 Microsoft are making a change to the Enterprise Agreement (EA) program that will raise the minimum commitment for commercial customers signing new Enterprise Enrollments and Enterprise Subscription Enrollments from 250 to 500 users/devices.

Existing customers approaching renewal with fewer than 500 users/devices will be able to extend their current Enrollments for 36 months, in keeping with current program rules. This change will simplify the purchasing experience.

As Microsoft strives to make it easier for partners to identify the best solution for individual customer needs, two alternative licensing programs are available...

Microsoft Products and Services Agreement (MPSA): Offers a fast, flexible way to license software and online services through one simplified agreement. With MPSA, organisations can create a purchasing structure that meets their organisational needs while simultaneously optimising pricing through point consolidation.

Cloud Solution Provider (CSP): Offers a solution for customers who are fully committed to online services and who are looking to outsource service management.

For more information [CLICK HERE](#)



Schools Discount now available via MoU



The new Memorandum of Understanding (MoU) with Microsoft which commenced 1st January 2016 enables all schools in the UK (that wish to do so) to take advantage of specific

discounts and better licensing terms across a wide range of Microsoft's academic software programmes.

The new MoU is entitled "Education Cloud Transition Agreement". Microsoft has agreed a period of time up until

2018 when schools will be able to benefit from UK specific discounts and preferential terms, but Microsoft have also made it clear that their future investment in products for schools will be linked to cloud services ("cloud" refers to services that are provided over the internet rather than downloaded by customers onto local servers).



For more information [CLICK HERE](#)



INSIGHT TECHNOLOGY SHOW

Manchester 16



Presented by **Insight**

Tuesday 13th September
10:00 - 15:00

Manchester Central
Windmill St, Manchester M2 3GX

Register now ►

As part of this year's Insight Technology Show, our conference agenda includes a number of keynotes, seminars, workshops and a panel discussion.

These sessions have been created to equip IT professionals like yourself, with the latest news and analysis on the topics that are at the forefront of technology today

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MPSA Portal (MVLC) is changing to the Business Centre Portal



The Microsoft Volume Licensing Centre (MVLC) is becoming the Microsoft Business Centre to bring more resources to your online volume licensing experience and to make it easier to do business with Microsoft. In the Business Centre, you can see your licenses, subscriptions and benefits you've purchased through the Microsoft Products and Services Agreement (MPSA) right when you sign in, and get additional support resources when you need them.

Over time, more information and capabilities will be added to help you manage your relationship with Microsoft, including purchases you have made through other Microsoft volume licensing agreements.

What's not changing is all the data and functionality you had in the MVLC, including information about your licenses and subscriptions and how you sign in.

As we originally shared in late 2015 and reiterated in February, Microsoft is upgrading the Microsoft Volume Licensing Centre (MVLC) to the Microsoft Business Center to improve your MPSA online volume licensing experience. Customers will find all the data and functionality you have already in the MVLC for your MPSA purchases, with a new dashboard view that surfaces relevant information on the landing page.

The Microsoft Business Centre was launched for all customers worldwide including the UK on May 16th. This follows launches with MPSA customers in the United States, Canada and Japan in late 2015.

Upon WW launch, when customers sign in as you do today, you will be taken to your dashboard in the Microsoft Business Centre. There, you will see an enhanced view of your licenses, subscriptions and benefits you've purchased through your MPSA. Customers will find all the familiar tasks you are used to in the MVLC through a menu and links on the dashboard.

Over time, MS will add more capabilities and resources to the Business Centre dashboard to help customers









Microsoft is improving your online home for Microsoft Volume Licensing where your current MPSA agreement(s) reside.

manage their relationship with Microsoft, including viewing purchases you've made through other Microsoft volume licensing agreements.

We will also be launching new support resources through the portal later this calendar year. Until that time, all customers will see the same support experience that you find today.

For more information about the new Microsoft Business Centre:

-  [Review frequently asked questions](#) 
-  [Watch a short video](#) 
-  [Find additional support](#) 

NEW

Visual Studio Management Portal - relevant now

Improvements are being made to how your Visual Studio (formerly MSDN) subscribers activate and access their subscription benefits.

THE NEW VISUAL STUDIO SUBSCRIPTIONS PORTAL



has been available since 15th June 2016, replacing the same great benefits in a new improved experience, this is for MPSA customers only.

MSDN SUBSCRIPTIONS PORTAL



Visual Studio subscribers in MPSA agreements are the first ones to migrate to the new portal. Subscribers in other volume licensing programs will be migrated in the next few months.

At the same time, the activation process will be simplified. After 15th June 2016, when you assign a new Visual Studio subscription, the subscriber will need to sign in using the same email account you used, as administrator, to assign such Visual Studio subscription. All they need to do is sign in to the new Visual Studio Subscriptions portal with that email account. Simple, easy, faster!

THE NEW VISUAL STUDIO SUBSCRIPTIONS PORTAL



Increase your ROI with adding Insight Direct as your Partner of Record (POR)



If you currently use Office 365 you can now increase your ROI (Return of investment) by having a registration Partner of Record (POR) added to your signature.

The partner who acts as your partner of subscriptions offers assistance in terms of sales and support and technical

expertise to help you configure and maintain your subscription, that's what Insight are here to do for you.



To add Insight as your preferred POR, please follow this simple process



Alternatively, call Jan Prentice on **07827 848291** and she can talk you through this.

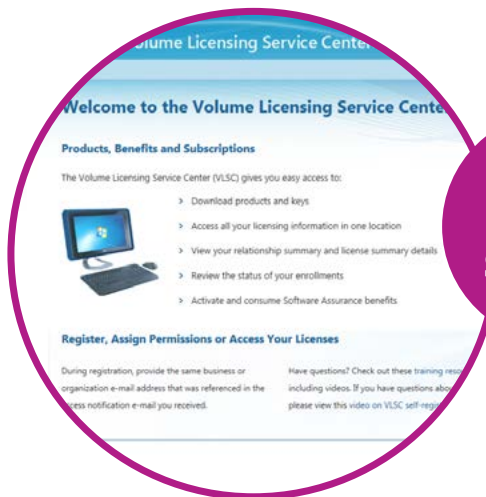
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Software Assurance Activation, Deployment and Managing

Software Assurance for Volume Licensing offers a range of tools and resources to help your company deploy, manage, and maximise your Volume Licensing purchases.

The program covers Microsoft technologies and services and includes new product version rights, training, deployment planning, and support.

Software Assurance is designed to help improve productivity of IT professionals and end users in your organisation, and to help you extend the value of your technology investment.



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Call
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07827 848291

Key benefits of Software Assurance include:

- Planning Services to enable efficient deployments
- In-person and online training for IT pros and end users
- Rights to new software releases during the term of your agreement at no additional cost
- Access to unique technologies available only to Software Assurance customers
- Ways to spread payments over time

Check your benefits

Your Software Assurance benefits are determined by your Volume Licensing agreement, such as an Enterprise Agreement or Open Value agreement, and qualifying license purchases you have with Software Assurance.

Use the Volume Licensing Service Center (VLSC) to get the most accurate statement of your current benefits.

You must be registered to use the VLSC ▶

Get started with Software Assurance

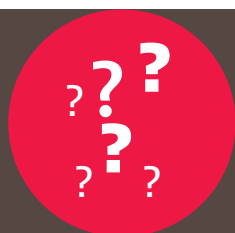
For one-to-one assistance in activating and deploying your benefits, please contact Jan to arrange a Lync/Live Meeting session on **07827 848291** or email: jan.prentice@insight.com ▶

Product Licensing and Use Rights Search

Need to know about any Product Licensing changes or use rights on certain products?



Visit Product Licensing Search ▶



If you have any questions or need additional information please contact Jan directly on **07827 848291** or email: jan.prentice@insight.com ▶



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