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Notice of Agreement Refresh Pricing Changes – October 2008

- **Geography** : Worldwide

Summary

Further to the communication in March 2008, this communication provides details on the upcoming changes to the Microsoft Volume License Price Lists effective October 1st, 2008.

There will be a Microsoft Volume License agreement refresh in October 2008 which will bring important pricing changes. The changes will include:

1. Removal of redundant offerings to simplify price list volumes;
2. Program-pricing updates;
3. Re-adjustment of global pricing in conjunction with program-pricing updates.

Details

The Agreement Refresh in October 2008 will include important pricing updates in need to be aware.

[Guidance regarding coming pricing changes](#)

- ❖ The method for accessing, receiving and updating monthly price lists will not change.
- ❖ To drive pricing simplification, a large volume of price points will change slightly on the October 2008 price list.
- ❖ In preparation of this change, Microsoft will be providing an extended preview period of 60 days for these Volume Licensing price points. With the 60 day preview, the October 2008 price list with prices effective October 2008 will be published on August 1, 2008.

[Scope: Impacted programs](#)

- ❖ All Volume Licensing programs are affected: Campus Agreement, School Agreement, Enterprise Agreement, Enterprise Subscription Agreement, Open License, Open Value, Open Value Subscription, Open License Value, Select License including the planned Select Plus program.
- ❖ SPLA and ISV Royalty programs: Due to contractual requirements, the related impacts to prices in SPLA and ISV Royalty programs will not be reflected until January 1, 2009.
- ❖ Retail/FPP: No impact. FPP will publish on normal cycle. Open License will have a 60 day preview.



Microsoft E-Learning Reporting for Software Assurance Benefits and Online Services Available Now!

- **Geography** : Worldwide

Summary

Tracking and reporting on E-Learning products!

In response to customers request for reports on Microsoft E-Learning subscriptions either purchased through their Select or Enterprise agreement or received as a benefit through Microsoft Software Assurance for Volume Licensing, we are proud to announce the launch of the new Business Administration Center. The Business Administration Center allows administrators of the Microsoft E-Learning services within organizations to track the progress of the E-Learning courses being taken by the organization's employees.

Details

The Business Administration Center will allow Software Assurance Benefits Administrators and Online Services Administrators to request reports on activity of their Microsoft E-Learning Benefit/Service at any time.

There are three primary reports available for the administrator:

- ❖ Assessment Activity Report – a report on an assessment associated with a particular course including, but not limited to start date, finish date, score and date and time of attempt of assessment.
- ❖ Course Activity Report – a report showing the progress associated with a particular course including, but not limited to course title, topics completed, date and time course accessed and date and time course completed.
- ❖ Login Activity Report – a report showing date logged in, time (in minutes) logged in and first and last login.

Access to the Business Administration Center

- ❖ Any individual/administrator who has access to MVLS (<https://licensing.microsoft.com>) and a license agreement associated to their login will have access to the new Business Administration Center. In order to see any reporting the agreement must have E-Learning activated.
- ❖ The Business Administration Center may be found here: <https://bac.microsoft.com>
- ❖ The individual may simply login to the Business Administration Center with the same Windows Live™ ID that is used to login to MVLS.
- ❖ For further details, you may review the FAQ.
- ❖ For feedback on the tool and/or issues using the tool, please have your customer contact us through the Contact Us link on the website.



SQL Server 2008 Launch – August 2008

- **Geography** : Worldwide

Summary

SQL Server 2008 is available from August 1, 2008 Volume License price lists. The licensing of SQL Server 2008 remains consistent with SQL Server 2005 with similar pricing. A new Web SKU has been added and will be available in SPLA and Volume Licensing channels.

Details

The notable SKU related changes for SQL Server 2008 from SQL Server 2005 are:

- ❖ Addition of a Web SKU. This is a SKU for hosting public facing web sites and applications only, and is available in SPLA and VL channels
- ❖ Individual binaries for SQL Server 2008 Enterprise Edition 32-bit, 64-bit and Itanium platform will be available on a single DVD as against a separate DVD for each platform.
- ❖ SQL Server 2008 Standard Edition is no longer available for Itanium processors

In general, SQL Server 2008 pricing remains similar to SQL Server 2005 pricing. There are some minor adjustments between price lists, so please refer to price lists for details.

The licensing model for SQL Server 2008 is also similar to that of 2005. The notable differences are:

SQL Server 2008 licenses are no longer platform specific (32 bit, 64 bit or Itanium) and a license may be used to run the software on any these supported platforms. Cross platform rights, that were explicitly called out in the licensing terms of SQL Server 2005 are therefore now redundant and not called out.

System Center Product Name Changes – UPDATE

- **Geography** : Worldwide

Summary

The following is an update to the communication sent in May regarding updates to System Center Product Family names to provide consistency in naming conventions and make them easier to find on price lists. Complete details including a product family matrix is included in the below document (attached) for reference.

REMINDER: It is very important to understand that there will be NO change to License rights, use rights or the products themselves as a result of these name changes. These changes are being made to provide consistency in naming conventions across all System Center products. SKU numbers will remain the same.

Update

In conjunction with the schedule communicated in May, the first round of System Center product name changes have been implemented. The updates to System Center Ops Manager product names were made as reflected in the matrix below during the week of June 23rd and subsequently have been sent to down stream systems that display SKU descriptions such as price lists, purchase order history reports, etc. These new product descriptions are now visible.



Microsoft Product News July / August 2008

SYSTEM CENTER OPERATIONS MANAGER – Changes effective week of June 23rd			
OLD Product Family Name	NEW Product Family Name	NEW Product Family Abbreviation Displayed in SKU Descriptions	New SKU Numbers?
Ops Mgr Server	Sys Ctr Ops Mgr Svr	Sys Ctr Ops Mgr Svr	NO
N/A	Sys Ctr Ops Mgr Svr wSQL	Sys Ctr Ops Mgr Svr wSQL	YES – Available on August Price Lists
Ops Mgr Client Ops Mgmt Lic	Sys Ctr Ops Mgr Clt Mgmt Lic	Sys Ctr Ops Mgr Clt ML	NO
Ops Mgr Ent Ops Mgmt Lic	Sys Ctr Ops Mgr Svr Mgmt Lic Ent	Sys Ctr Ops Mgr Svr ML Ent	NO
Ops Mgr Std Ops Mgmt Lic	Sys Ctr Ops Mgr Svr Mgmt Lic Std	Sys Ctr Ops Mgr Svr ML Std	NO

In addition, the newly created product families **Sys Ctr Ops Mgr Svr wSQL** and **Sys Ctr Essentials wSQL** have launched on August price lists which are available for preview as of July 1, 2008. The old SKUs will be discontinued on July 31st. A matrix of old/new SKUs for these new product families is attached.

System Center – Product Name Changes

Background

The suite of System Center products have been released at different intervals over the course of the past year. Some of the earlier releases occurred prior to the introduction of the “System Center” brand. Additionally, the absence of a single release owner for all System Center products has resulted in inconsistencies in product naming conventions, and subsequently the appearance of System Center SKU descriptions on price lists.

Plan for Consistency

Microsoft will be updating current System Center Product Family names to provide consistency in naming conventions and subsequently make it easier to find on price lists. A product family matrix is included at the bottom of this communication for reference.

It is very important to understand that there will be NO change to License rights, use rights or the products themselves as a result of these name changes. This will purely provide consistency in naming conventions across all System Center products. SKU numbers will remain the same*.

* Existing SKUs that include SQL 2005 technology special use rights (“w/SQL”) for System Center Ops Manager Server and System Center Essentials will be replaced with new SKUs associated with new, distinct product families called “Sys Ctr Ops Mgr Svr wSQL” and “Sys Ctr Essentials wSQL” respectively. This will result in consistency with other System Center products that offer the Server along with SQL technology. This also makes for easier mapping of the appropriate fulfillment media associated with the corresponding licenses.

Example:

OLD Product Family	OLD Item Name	NEW Product Family	NEW Item Name
Ops Mgr Server	Ops Mgr Server Sngl Lic/SA Pack MVL w/SQL	Sys Ctr Ops Mgr Svr wSQL	Sys Ctr Ops Mgr Svr wSQL Sngl Lic/SA Pack MVL
System Center Essentials	System Center Essentials Sngl Lic/SA Pack MVL w/SQL	Sys Ctr Essentials wSQL	Sys Ctr Essnts wSQL Sngl Lic/SA Pack MVL

A complete matrix of old/new product family names and descriptions will be provided as the changes are implemented. Additionally, the new replacement SKUs for the above “wSQL” offerings will be identified in the matrix as old/new SKUs. The old “w/SQL” SKUs will be removed from price lists when the 2 new replacement product families are added to price lists on August 1, 2008.

Timing



Microsoft Product News July / August 2008

Due to the large quantity of SKUs that exist across all System Center products, it is necessary to stagger this renaming effort over several months beginning in approximately July 2008. Please note, SKU descriptions and product family names are created and maintained in a central system, from which downstream tools and systems pull information to create reports such as the price list, purchase order reports, customer purchase information on MVLS, etc. Changes to data in the central system is automatically recognized and will start to flow to these downstream reports within 24 to 48 hours of taking effect.

What does this timing element mean and does it impact the price list?

The timing for changing SKU descriptions and product family names cannot be coordinated with the timing of a price list publication. This means, at any point in time, any price list month that is available for viewing will reflect the updated SKU descriptions and product family names 24 to 48 hours after the changes are made effective. This is also the case for looking at SKU information in any other tool or report.

System Center Configuration Manager 2007 R2 – October 2008 Launch

- **Geography** : Worldwide

Summary

System Center Configuration Manager 2007 R2 is stated to be available on the October 1, 2008 Volume License price lists. The licensing for Configuration Manager 2007 R2 remains consistent with System Center Configuration Manager 2007 and there is similar pricing. Configuration Manager 2007 R2 will also be available in the SPLA channel.

Details

In general, System Center Configuration Manager 2007 R2 pricing remains similar to System Center Configuration Manager 2007 pricing. There are some minor adjustments between price lists, so please refer to price lists for details.

The licensing model for Configuration Manager 2007 R2 is also similar to Configuration Manager 2007 licensing. Configuration Manager 2007 R2 includes five key features: applications virtualization support, client status reporting, new Operating System Deployment server provisioning scenarios, SQL Reporting Services integration, and integration with Forefront Client Security.

- ❖ Application virtualization support
 - Integrates Microsoft Application Virtualization 4.5 distribution and streaming technology into the release of Configuration Manager 2007 R2
 - Manage and deploy virtual applications alongside full installations, providing a single enterprise backbone for managing and deploying physical and virtual applications
 - Maintain the dynamic nature of SoftGrid virtualization by providing version checking, user-based targeting, streaming
- ❖ Client Status Reporting
 - Built on key scenarios from the SMS 2003 client health tool
 - Summarizes key indicators of client activity to help administrators monitor and maintain the health of their Configuration Manager clients
- ❖ New Operating System Deployment Server Provisioning scenarios
 - Unknown computer support for bare metal deployments
 - Support for security elevation on Run Command Line task sequence
 - Multicast of OS images via Windows Deployment Services – support for both ScheduleCast and AutoCast
- ❖ SQL Reporting Services (SRS) Integration
 1. Manage, browse and run SRS Configuration Manager reports from the Configuration Manager console
- ❖ Forefront Client Security Integration
 1. Reports of overall states of Forefront Client Security client through the existing desired configuration management reporting infrastructure



Windows Essential Business Server 2008

- **Geography** : Worldwide

Summary

Windows Essential Business Server 2008 (EBS 2008) will launch on the November 2008 Volume License price list. EBS 2008 is an enterprise-class server solution designed and priced for midsize businesses, integrating management, messaging and security server technologies. By helping to improve IT manageability and reliability, EBS 2008 turns a midsize IT infrastructure into a strategic asset, boosting productivity and growth.

EBS 2008 is the newest addition to Microsoft's integrated server solutions family of products and will be available in the VL channel (Open programs & SPLA) in November. A couple of important licensing changes will occur in order to offer customers more flexibility in licensing and in most cases, a more cost effective solution. EBS 2008 is licensed via Server/CAL model and will have 2 CAL suites (both with User and Device options) and various quantities of CAL-packs (1-5-20-50 CAL packs) will be offered.

Details

Product overview, more details on CAL offering changes, VL program explanations & new upgrade program, called Solutions Pathway – see attached “Windows Essential Business Server 2008 – Licensing Details” article.

Windows Small Business Server 2008

- **Geography** : Worldwide

Summary

Windows Small Business Server 2008 (SBS 2008) will be available on the October 2008 Volume License price list. SBS 2008 is an integrated server solution that helps your customers protect their business data, increase productivity and present a more professional image to their customers. By providing many of the features used by larger companies -- e-mail, an Internet connectivity, internal Web sites, remote access, support for mobile devices, file and printer sharing, backup, and restore -- SBS 2008 gives your customers the tools they need to help grow their (and your) business.

SBS 2008 has a Standard and Premium Edition and is to be RTM'd in August and available in the VL channel (Open programs & SPLA) in October. With this release, a couple of important licensing changes will occur in order to offer customers more flexibility in licensing and in most cases, a more cost effective solution. While still licensed via Server/CAL model, SBS 2008 will now have 2 CALs (both with User and Device options) and more quantities of CAL-packs (1-5-20 CAL packs) will be offered.

Details

For a Product overview, more details on CAL offering changes, VL program explanations & new upgrade program, called Solutions Pathway – see attached “Windows Small Business Server 2008 – Licensing Details”.

Customer Care Framework 2009 – October 2008 Launch

- **Geography** : Worldwide

Summary

Customer Care Framework 2009 (CCF 2009), a new Microsoft server family product to support sales and services customer experiences will launch on the October 1, 2008 Volume License price list.



Microsoft Product News July / August 2008

Details

Customer Care Framework 2009 is available under the following licensing programs:

- ❖ **Volume Licensing** – In the Volume Licensing channel (Select, EA, Government) Customer Care Framework is licensed under a Server/CAL licensing model, similar to Exchange Server and Office Live Communications Server.
 1. **CCF Server License** - Every server that runs CCF Server components requires a CCF Server License.
 2. **Client Access License (CAL)** – Each **internal user or device** accessing the CCF server requires a CAL via the Integrated Agent Desktop.
 3. **External Connector License** – Enables customers to affordably extend CRM to their external users, such as their customers and partners. Allows access for unlimited number of **external** users on a **per server** basis.
- ❖ **SPLA** – In the Service Provider license channel Customer Care Framework is licensed per SAL with an External Connector license.
 1. **Subscriber Access License (SAL)** – Each **active user** accessing the CCF server requires a SAL.

Other licensing details:

- ❖ CCF 2009 is a standalone server product that requires licensing Windows 2003, SQL Server and other platform software applications
- ❖ CCF 2009 Server, CAL, and External Connector are licensed under separate SKUs

Customer Care Framework 2009 Product Information:

CCF 2009 is a server-based integration solution that enables customer experience as a central pillar of an organization's business strategy to acquire and retain customers. By offering customer consistency of information and continuity of sales and services experiences across a choice of channels—via aggregating data, automating processes, and accelerating sales and service response—they achieve strategic value. Unlike expensive, risky and time intensive replacement of existing IT investments, or custom development, CCF 2009 provides standards based integration with existing systems in a phased approach that enables the capability to offer improved and differentiated sales and service with every customer interaction across any channel to rapidly realize ROI.

New or upgraded features for 2009 are as follows:

- ❖ **Multi-channel Engine (MCE)** – Reuse of presentation logic across channels and UI clients; shares process state and activation across channels and UIs
- ❖ **Enterprise Single Sign-On (ESSO)** – Users enter credentials only once to gain direct access to multiple LOB applications.
- ❖ **Distributed Connected Services (DCS)** – Expose and compose new and existing system services into agile processes
- ❖ **Hosted Application Toolkit (HAT)** – Graphical, wizard-driven integration and automation for existing applications
- ❖ **Application Integration Framework (AIF)** – UI composition via presentation logic integration; context sharing among applications

Customer Care Framework amplifies business results through continuity of Sales and Service by enabling common experiences and process continuity across channels.



Licensing Microsoft Server Products in Virtual Environments – New VL Brief

- **Geography** : Worldwide

Summary

An important new Volume License Brief white paper “Licensing Microsoft Server Products in Virtual Environments” is now available at: <http://www.microsoft.com/licensing/resources/volbrief.aspx>.

The purpose of the white paper is to give an overview of Microsoft licensing models for the server operating system and server applications under virtual environments. This brief can help you understand how to use Microsoft server products with virtualization technologies, such as Microsoft Hyper-V™ technology, Microsoft Virtual Server 2005 R2, or third-party virtualization solutions provided by VMWare and Parallels.

Details

The new Volume License Brief white paper “Licensing Microsoft Server Products in Virtual Environments” is a key reference document designed to help customers, partners, and the licensing community understand the concepts governing virtualization licensing of Microsoft Server products.

Topics covered include virtualization concepts and detailed examples for the server licensing models. The document also presents clarifications for specific products.

Changes for Microsoft Volume Licensing Open Programs 2008

- **Geography** : Worldwide

Summary

On October 1, 2008, the Open License, Open Value, and Open Value Subscription programs will change to better meet the needs of Microsoft customers and partners. The changes reflect Microsoft's commitment to improving the flexibility, manageability, and value in our Volume Licensing program offerings.

Details

Revisions for Open Value (Company-Wide) and Open Value Subscription:

The Open Value and Open Value Subscription programs will be modified as follows:

- ❖ A customized “build your own platform” option will give customers the flexibility they want without increasing complexity. Customers can choose from three standard platform groups—operating systems, the 2007 Microsoft® Office system, and Client Access Licenses (CALs)—that will include Windows® Small Business Server and Windows Essential Business Server.
- ❖ A new price-point option will make Open Value more attractive for organizations with 250–750 desktop PCs. With this enhancement, partners can offer upper midmarket customers outside North America the option of expanding their licensing agreement while remaining with their value-added reseller (VAR) of choice.
- ❖ An All Language option will simplify software ordering and use. This enhancement will be offered at the Listed Language price. (Note: Europe, Middle East, and Africa [EMEA] will still have the RAB language option.)
- ❖ Microsoft Enterprise products, new Windows Essential Business Server, and Microsoft Desktop Optimization Pack (MDOP) will be added to the Open Value program.
- ❖ Changes will be made to the Microsoft Volume License Price Lists, including program pricing updates, a re-adjustment of global pricing and removing redundant offerings,.



Open License Media Fulfillment Now Available through eOpen

- **Geography** : Worldwide

Summary

Microsoft Open License customers can now get their media directly and easily using Microsoft's online tool—[Microsoft eOpen](#). Effective July 11, 2008 Microsoft will end the Distributor Fulfillment Agreements for Open License customers in United Kingdom, France, Germany, Andorra, Austria, Belgium, Denmark, Faroe Islands, Finland, Greenland, Iceland, Ireland, Italy, Liechtenstein, Netherlands, Norway, Portugal, San Marino, Spain, Svalbard and Jan Maven, Sweden, Switzerland and Vatican city. Effective August 1, 2008, Microsoft will end the Distributor Fulfillment Agreements for Open License customers in United States and Canada.

The Microsoft eOpen site includes the following benefits for our Open License customers:

- ❖ With the [Microsoft eOpen](#) site, you can create and retain personalized views of your Open License purchase history. You can also review your license agreement and Product Use Rights (PUR), update your license contact information, and review your Open License purchases. You can access your Volume License Keys (VLKs) so that you can install your software.

Note: Because of challenges with Internet or broadband access in some emerging countries, those countries will continue to receive their open media through distributors. Microsoft will look at each of these countries on an individual basis prior to removing their open media fulfillment through Distributors.

For more information, please contact your Microsoft Partner or Regional Operation Center.