



**MICROSOFT PRODUCT NEWS
MARCH ISSUE**

INCLUDING:

Upgrade the Desktop Promo

Forefront Client Security Promotion - February 1, 2008 - July 31, 2008

Project Server CAL 2007 Promotional SKU

Microsoft® Windows Server® 2008 Licensing Changes & Special CAL OV Promo – March - August 2008

Microsoft System Center Mobile Device Manager 2008 launch on April 1, 2008

Microsoft® Office PerformancePoint™ 2007 Management Reporter Availability– February 2008

Software Assurance Entitlement for Office Communications Server 2007 Group Chat Console and Office Communications Server 2007 Group Chat Functionality

Office 2008 for Mac

Microsoft Application Virtualization helps accelerate Office deployments and simplifies management

Upgrade the Desktop Promo

- **Geography** : Worldwide

Summary

Upgrade to Microsoft® Office Enterprise 2007 to Get More for Less

Purchase Office Enterprise 2007 for the same price as Office Professional Plus 2007 when purchasing through an Open Value License Agreement for a limited time.

This promotion is subject to the following terms and conditions and all participants acknowledge and agree to be bound by these terms and conditions.

Promotion Description: Customers renewing Open Value License Agreement or entering a new OVL Agreement are entitled to purchase Office Enterprise 2007 for the price of Office Professional Plus 2007.

Promotion Eligibility: All new or renewing Open Value License Agreement customers are eligible. A customer can renew early prior to the end date of their existing agreement.

- ✓ New or existing customers can acquire up to 249 Office Enterprise 2007 license and Software Assurance packs for the price of Microsoft Office Professional Plus 2007 license and Software Assurance packs.
- ✓ Renewing customers with existing Microsoft Office Standard 2007 license and Software Assurance packs can acquire up to 249 Office Enterprise 2007 Software Assurance step-up licenses for the price of Office Professional Plus 2007 Software Assurance step-up licenses.
- ✓ And renewing customers with existing Office Professional Plus 2007 license and Software Assurance packs can acquire up to 249 Office Enterprise 2007 Software Assurance step-up licenses by renewing their Software Assurance via the promotional SKUs.

In the following countries only, where the Government Open Value program is not offered, Government agencies may take advantage of this promotion under the Government Open program during the promotional period: Bulgaria, Canada and the United States.

Promotion Duration:

- ❖ January 1, 2008 – June 30, 2008.
- ❖ Note that after the Open Value License Agreement acquired during the promotion period has expired (in 3 years), regular pricing will apply to the Software Assurance renewal.

Product Details:

Eligible participants have the opportunity to purchase from participating authorized resellers or your local Microsoft representative the following perpetual license for the Microsoft Office Enterprise 2007 software, which includes the following applications:

- ❖ Access™ 2007
- ❖ Communicator 2007
- ❖ Excel® 2007
- ❖ InfoPath® 2007
- ❖ Groove 2007
- ❖ OneNote® 2007
- ❖ Outlook® 2007
- ❖ PowerPoint® 2007
- ❖ Publisher 2007
- ❖ Word 2007

Purchase Limitations:

Limit a maximum of 249 licenses per company. Open Value Subscription customers are not eligible for the promotion. This offer is non-transferable.

Promoter:

- ✓ The promoter of this program is Microsoft Corporation, One Microsoft Way, Redmond, WA 98052.
- ✓ Microsoft reserves the right to terminate this promotion at anytime.

Forefront Client Security Promotion - February 1, 2008 - July 31, 2008

- **Geography** : Worldwide

Summary

Microsoft Forefront Promotions: February 1, 2008 – July 31, 2008

Increase the return on your investments with Microsoft Forefront solutions.

Now is a great time to switch antivirus solution and to standardize on Microsoft. They can buy Forefront Client Security at **25%** off estimated retail price with **no upfront licensing cost**. In addition, owning Configuration Manager or SMS, you can get an additional 10% off Forefront Client Security!

Project Server CAL 2007 Promotional SKU

- **Geography** : Worldwide

Summary

- ❖ **Description of the Promo**: 25% discount to new and existing customers for the purchase of 500 or more Project Server CALs.
- ❖ **Timing**: This promo will be effective for six months and comes into effect starting March 1, 2008 (3/1/2008) until August 31, 2008.

Details and FAQ's

- ❖ Who's eligible?
 - ✓ All new deals on Select/EA (L&SA) comprising of more than 500 CAL's in a single order.
 - ✓ All existing customers who have bough EA and Select on L&SA.
 - ✓ No limitations on geography (applies worldwide)
- ❖ Will this SKU be on the price list? When will it be available?
 - ✓ Yes. This SKU will be available on March 2008 price list and available for purchase from March 1, 2008 until August 31, 2008.
- ❖ Does this promotion provide for a discount on the server component of Microsoft Project Server 2007?
 - ✓ No. This promotion only provides a discount on the Project Client Access License (CAL) only.
- ❖ Can these CALs be licensed without having to purchase Software Assurance?
 - ✓ No. Software Assurance (SA) must be acquired for all of the CALs licensed to qualify for this promotion. Please note that 25% discount is applicable only for license component and doesn't include SA.
- ❖ What if my customer is still in their EA or SA agreement and wants to take advantage of this opportunity?
 - ✓ Customers who are on existing EA and Select agreements are eligible to this discount on their new purchase of 500+ CAL licenses in a single order.
- ❖ Is this program applicable if I buy my CAL licenses over a certain period of time?
 - ✓ No. All licenses must be acquired at the same time.

Microsoft® Windows Server® 2008 Licensing Changes & Special CAL OV Promo – March - August 2008

- **Geography** : Worldwide

Summary

Windows Server 2008 will be available on the March 1, 2008 price lists. The licensing of Windows Server 2008 remains consistent with Windows Server 2003 R2, with a few enhancements detailed in the attached article. Customers will benefit from these licensing changes and Open Value Promotion.

OEM and Volume Licensing channel pricing of Windows Server 2008 is increased by approximately 1 percent relative to Windows Server 2003 R2 prices. Retail (Fully Packaged Product) channel pricing remains the same with no changes.

- ❖ A special Windows Server 2008 CAL Open Value Promotion will launch March 1st. Details include:
 - ❖ Available March 1st, 2008 – August 31st, 2008
 - ❖ Approximate 15% discount on new Open Value WS 2008 CALs L+SA (License and Software Assurance purchase)
 - ❖ Available to Open and Open Value customers
 - ❖ Focus to increase Software Assurance purchase on WS CALs and to incent customer migration to Open Value Program

Below is an overview of new changes in licensing Windows Server 2008. For further details including a full list of all Windows Server 2008 core product offerings, please read the attached article.

License Terms – 2008 Notables

Impacted Products	Change	Explanation
Windows Server 2008 Standard	Running Instances now allow 1 + 1 (was 1 in physical OS or 1 in virtual OS)	Want to further enable use of virtual instance with running instance in the physical OS.
Standard, Enterprise, and Datacenter	<ul style="list-style-type: none"> •Offering optional editions built without Microsoft Hyper-V hypervisor technology •Same license terms as their regular counterparts •Priced slightly lower than their regular counterparts 	Provide customers the choice of deploying Windows Server 2008 without the Hyper-V technology. Customers will need to separately license the hypervisor technology, whether it is Microsoft's Hyper-V™, Microsoft's Virtual Server R2, or a third party hypervisor technology.
Windows Web Server 2008	<ul style="list-style-type: none"> •use only for front-end web serving Internet-accessible Web pages, web sites, web applications, web services, and POP3 mail serving. ▪Now can run any type of database software licensed to support any number of users 	<ul style="list-style-type: none"> •Provide customers with more flexibility in deploying web-facing solutions •Overcome some of the limitations that were present in Windows Server 2003 Web Edition
New Windows Server 2008 for Itanium Based Systems SKU	<ul style="list-style-type: none"> •Same license terms as Datacenter •only supports databases, line of business and custom applications. All services and functions not required to support these 3 target workloads are removed •Same price as Datacenter 	Designed to be the leading alternative platform for RISC-based UNIX servers. Intended for scale-up database workloads and custom and line-of-business applications. This workload focus is consistent with the majority of current deployments of Windows Server on Itanium.

Microsoft System Center Mobile Device Manager 2008 launch on April 1, 2008

- **Geography** : Worldwide

Summary

System Center Mobile Device Manager 2008 is a flexible, comprehensive solution that addresses the needs of an organization's mobile workforce through security management, device management and a Mobile VPN. Mobile Device Manager sets up single-point access to line-of-business (LOB) applications and corporate data on Windows Mobile devices. It is designed to enable efficient control of Windows Mobile devices and to provide reliable, low-cost, and consistent manageability that works well with customer's existing Microsoft infrastructure. By helping to provide more secure access to the corporate network, Mobile Device Manager helps to address IT professionals' evolving needs around security and management while connecting end users to the information they need wherever and whenever.

Mobile Device Manager creates ample new business opportunities for all partners. Enable your customer's IT staff with customized solutions, training and business support for mobility planning and decision making. Offer customers your IT expertise in mobility services and support, and LOB to help efficiently and cost effectively deploy Mobile Device Manager. You can help them utilize their Microsoft investments to lower maintenance costs, achieve greater scalability and reliability, increase server performance, and provide easier end-user support.

Mobile Device Manager will be offered through Volume Licensing channels and will be available to most of Microsoft Volume Licensing programs (EA, Select, Open and ISV). It follows general licensing rules described in Server/Client Access License (CAL) section in Microsoft Licensing Product Use Rights. Mobile Device Manager requires server licenses for all servers and CALs for all applicable users or devices. Mobile Device Manager pricing details will be announced in early March.

Microsoft® Office PerformancePoint™ 2007 Management Reporter Availability– February 2008

- **Geography** : Worldwide

Summary

Microsoft® Office PerformancePoint™ 2007 Management Reporter will be made available in Volume Licensing to those with active Software Assurance on Microsoft® Office PerformancePoint™ Server 2007 beginning February 1, 2008. Management Reporter is a new report writer designed to help finance groups create and generate financial statements that can be distributed across the organization. Management Reporter is integrated to work with the data managed and maintained in Microsoft® Office PerformancePoint™ Server 2007.

Details

For financial professionals that require control over their financial reports (both data and formats) Management Reporter is an easy-to-use application that provides the ability to quickly create and generate financial statements for distribution across the organization.

- ▶ Management Reporter is licensed as additional software available with Office PerformancePoint Server 2007 for those with active Software Assurance.

Management Reporter will be available for download in Volume Licensing on March 1, 2008.

Software Assurance Entitlement for Office Communications Server 2007 Group Chat Console and Office Communications Server 2007 Group Chat Functionality

- **Geography** : Worldwide

Summary

Office Communications Server 2007 Group Chat Functionality, and the client, Office Communications Server 2007 Group Chat Console, are being added April 1, 2008 as a Software Assurance (SA) entitlement for Office Communications Server 2007 (OCS) customers with active SA.

Details

- ❖ **Server Rights:** Customers with Microsoft Office Communications Server 2007 Standard Edition or Microsoft Office Communications Server 2007 Enterprise Edition Licenses enrolled in upgrade protection

coverage (Upgrade Advantage/Software Assurance/Enterprise Agreement (UA/SA/EA)) are eligible to download one copy of [Microsoft Office Communications Server 2007 Group Chat Functionality](#) per qualified server.

- ❖ **CAL Rights:** Customers with Microsoft Office Communications Server 2007 Standard CAL Licenses enrolled in upgrade protection coverage (Upgrade Advantage/Software Assurance/Enterprise Agreement (UA/SA/EA)) are eligible for [Microsoft Office Communications Server 2007 Group Chat Functionality](#) use rights per qualified CAL. Additionally, you are eligible to download one copy of [Microsoft Office Communications Server 2007 Group Chat Console](#) per qualified CAL.

Office 2008 for Mac

- **Geography** : Worldwide

Summary

The new Office 2008 for Mac launched on the VL price list on February 1, 2008. See the full article for more information about language versions.

Mac VL customers are recommended to use the Firefox browser to download Office 2008 for Mac products from the Microsoft Volume Licensing Service (MVLS) site. See full article for details.

Please note: The software already includes the product key, so you do not need to obtain a separate key.

Details

Office 2008 for Mac released for VL customers to download as of February 1, 2008 from the Microsoft Volume License Services (MVLS) site <https://licensing.microsoft.com/eLicense/L1033/Default.asp>.

Office 2008 for Mac products available on MVLS:

- ❖ Office 2008 for Mac – English, Japanese, French
- ❖ Entourage 2008 for Mac – English, Japanese, French
- ❖ Word 2008 for Mac – English, Japanese
- ❖ PowerPoint 2008 for Mac – English only

Download Details

Mac VL customer Internet Browser for Download of Office 2008 for Mac Products:

Firefox is the recommended internet browser in order to download the Office 2008 for Mac suite or standalone applications from MVLS. You can download the Firefox browser here: <http://www.mozilla.com/en-US/firefox/>

Microsoft Volume License Services (MVLS) site: <https://licensing.microsoft.com/eLicense/L1033/Default.asp>

Key Words

Office 2008 for Mac, Entourage, Word 2008 for Mac, Powerpoint 2008 for Mac

Microsoft Application Virtualization helps accelerate Office deployments and simplifies management

- **Geography** : Worldwide

Summary

A [new datasheet](#) focusing on Microsoft Office through Microsoft Application Virtualization discusses how this technology can:

- ❖ enable multiple versions of Office to run side-by-side on the same device
- ❖ accelerate the deployment of Office
- ❖ enhance user mobility and business continuity

This is an excellent resource for your discussions with customers who may be hesitant to deploy Office and a perfect piece to open up an MDOP discussion for customers who have already deployed, or are thinking of deploying, Office.