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**Announcements**

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**New Software Assurance Packaged Services!**

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- **Geography** : Worldwide

**Summary**

As part of Microsoft's efforts to extend and evolve the value Microsoft Software Assurance for Volume Licensing brings to customers, we are pleased to announce two new Packaged Services offerings.

The new service offerings also referred to as voucher engagements, will be available in November 2008. These services are designed to help customers develop plans that will facilitate implementation and maximize their use of Microsoft software, and will be available in 3, 5, 10 and 15 day service levels.

**❖ Exchange Deployment Planning Services (EDPS)**

The EDPS engagement is designed to help guide customers through the deployment planning stages of a Microsoft Exchange implementation. Structured engagements are conducted by pre-qualified EDPS partners, who will share best practices, analyze organizational requirements, and help create comprehensive deployment and implementation plans.

**❖ Business Value Planning Services (BVPS)**

The BVPS engagement is designed to help customers identify, unlock, and capture the business value of Microsoft Office System. Through structured engagements, a pre-qualified BVPS partner will work with customers to identify and design improvements to an existing business process using Office System technology. BVPS can help customers:

1. Realize a greater return on their existing Office System technology investment
2. Solve real problems that organizations face every day with a familiar technology platform
3. Build a convincing business case to drive change and improve their business processes
4. Receive a 3rd-party solution analysis and services through Microsoft Certified Partners that are pre-qualified as BVPS providers



### Microsoft® Application Virtualization (App-V) 4.5 for Terminal Services – Nov 2008 Launch

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- **Geography** : Worldwide
- **Audience** : Partners-Ready (Ok to Distribute to LARs and Distributors)

#### Summary

Microsoft® Application Virtualization 4.5 (App-V) for Terminal Services (TS) launches on the Volume License price list in November 2008. App-V for TS enables applications to be virtualized and streamed for use on Windows Server 2008 and Windows Server 2003 Terminal Services.

#### Details

An App-V CAL for TS is required for every user or device that connects to a terminal server managed by App-V. Two types of App-V CAL for TS Licenses are available:

- ❖ A device based App-V CAL for TS permits one device (used by any user) to access a Windows Session managed with App-V on any of your terminal servers.
- ❖ A user based App-V CAL for TS permits one user (using any device) to access a Windows Session managed with App-V on any of your terminal servers.  
A Windows Session is defined as a session during which the server software hosts a graphical user interface on a device. You may choose to use a combination of device CALs and user CALs simultaneously with the server software.

#### [Windows Server License:](#)

The Windows Server 2008 licensing model requires a server license for each copy of the server software installed. Terminal Services functionality is included in the server license. App-V for TS is not part of Windows Server 2008 but any terminal server on which you install App-V for TS must have a valid Windows Server 2008 license.

#### [Windows Server Client Access License:](#)

In addition to a server license, a Windows Client Access License (CAL) is required for every user or device that accesses any terminal server with App-V for TS.

#### Calls to Action

- ❖ Licensing information: <http://www.microsoft.com/systemcenter/softgrid/howtobuy/default.mspx>
- ❖ App-V for TS information: <http://www.microsoft.com/systemcenter/appvterminalsrvcs.mspx>



### Product Licensing and Licensing Programs

## Services Attach – Premier Support Packages on Direct EA Pricelist

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- **Geography** : Worldwide

### Summary

As of September 1, 2008, it is possible to include Premier Support Packages, just like any other additional product, in all Direct Commercial EA countries.

On November 1, 2008, it will also be possible to include these offerings in the Direct Commercial EA Subscription Program.

Note - Australia remains the one exception and plans are to launch there later this fiscal year.

These Premier Support Packages consist of three offerings (SKUs): Premier Foundation, Premier Standard, and Premier Plus. Each Premier Support Package will be sized by Microsoft's Enterprise Account Team to fit contracts of certain ranges in value to ensure customer receive an appropriately sized offering. Microsoft's Enterprise Account Team will lead the selling process through invoicing the customer with the ESA Partner providing services (e.g., contract management, deploy and related support) that compliment the sales process.

### Link to More Information

Additional questions please contact the assigned PAM, found at

[http://www.microsoft.com/services/microsoftservices/srv\\_premier.msp](http://www.microsoft.com/services/microsoftservices/srv_premier.msp)

### Contact Information

Please contact your Partner Account Manager for any questions



### Select Plus Available Now!

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- **Geography** : Worldwide

#### Summary

A first step in a longer term vision, Select Plus is a new program offer designed for large commercial, government, and academic customers that desire purchasing flexibility, better software license management, and a way to balance growing technology needs with predictable costs. The Enterprise Agreement remains the optimal way for enterprise organizations to standardize the desktop environment, and Select Plus is a great way to consolidate purchases across business units to take advantage of volume pricing and improved asset management. Select Plus builds on the existing Select License program, at no price change, and introduces:

#### Accessible, flexible purchasing

- ❖ Single, organization-wide agreement that supports both centralized and decentralized purchasing of licensed products on an as-needed basis.
- ❖ The agreement never expires and allows for consistent, predictable pricing that simplifies budgeting for short- and long-term projects and simplified purchasing.

#### Better manageability

- ❖ Far fewer agreements to track and manage.
- ❖ Because all affiliate purchases are tied to their own unique customer IDs, customers will have a clear view of their entire license and software asset portfolio in either a comprehensive report containing all affiliates or an individual report with the ability to drill down into a specific affiliate.
- ❖ New self-service tools also make it easier for customers to register and access all their agreement information.

#### Maximized value

- ❖ Price-level adjustment is based on actual purchase volume across the organization.
- ❖ Customers no longer need to wait for an anniversary date to achieve a better discount, as the order that puts their organization to the next price level instantly receives the correct discount you as a reseller set.

A full 36 months of Software Assurance to their licenses purchased—without proration or regard to purchase timing.

### Visual Studio Team System Update

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- **Geography** : Worldwide

#### Summary

Effective October 1, 2008 existing customers with active MSDN subscriptions for either Visual Studio Team System Development Edition or Visual Studio Team System Database Edition will be allowed to download and use the other edition from the MSDN Subscriber Download Center.

New customers can also enjoy this benefit by purchasing either a license of Visual Studio Team System 2008 Development Edition with MSDN Premium Subscription or a license of Visual Studio Team System Database Edition with MSDN Premium Subscription.

In a future version of Visual Studio, Microsoft Visual Studio Team System Development Edition will be combined with the Visual Studio Team System Database Edition.

#### Link to More Information

<http://www.microsoft.com/defyallchallenges/teamsystem>



### Get Genuine Windows Agreement (GGWA) November 2008 Update – Reminder

- **Geography** : Worldwide

#### Summary

Windows Vista Business will be released under Get Genuine Windows Agreement (GGWA), Get Genuine Solution (GGS) and Get Genuine Kit (GGK) on November 1st. The price of the products will be changed from US\$155 to US\$160\* or local currency spot rate equivalent of US\$160. New Windows Vista Business Legalization SKUs are also being created and will be available from November 1st (more details to follow in the October issue). Simultaneously, we will eliminate the pre-signed agreement from GGWA for Small and Medium Organization (GGWA-SMO) in Non US\$ priced countries. Verbiage is also being added to the GGWA-SMO (both US\$ and Non-US\$ countries) to define government customer eligibility. Eligible government entities will be permitted to acquire the legalization solution via GGWA-SMO.

The Microsoft Get Genuine Windows Agreement (GGWA) offerings (GGWA for Small and Medium Organizations, and GGWA for Large Organizations) currently provide a Microsoft Windows XP Professional operating system legalization solution for Volume License commercial customers who want to legalize their PCs.

\*The exact price of GGWA will be \$160.08 to accommodate new SAP system for VL

### Forefront Threat Management Gateway Medium Business Edition

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- **Geography** : Worldwide

#### Summary

Forefront Threat Management Gateway Medium Business Edition (TMG MBE) launches on the VL Price List on November 1, 2008. TMG MBE is a critical security and protection component of Essential Business Server, and has been designed to help provide comprehensive threat management, secure Internet access, and secure remote access for small to medium size organizations (up to 300 users).

#### Details

Forefront Threat Management Gateway Medium Business Edition (TMG MBE) is available as part of Windows Essential Business Server, as well as standalone. TMG MBE is licensed on a per processor license model.

A separate, optional web antimalware subscription service, Web Antimalware Subscription for Forefront TMG MBE is also available. Windows Essential Business Server (EBS) customers receive a 1 year of the Web Antimalware Subscription service with the purchase of EBS. TMG MBE standalone customers who want to activate their web antimalware service must purchase a separate Web Antimalware Subscription.