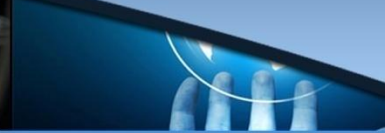


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# SharePoint 2010 Launch

**Licensing Decoded:**

**SharePoint 2010**

**SharePoint Online**



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Custom Development Solutions



# Background

Marshall Kurtz

Account Executive, RJB Technical Consulting

- Live/Eat/Breathe **SharePoint**
- Background in cloud computing, hosting, telecom
- Social Networking Advocate (Twitter, FaceBook, LinkedIn)
- Self-Proclaimed "Extreme" Early Adopter



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When most people hear the words “Microsoft” and “licensing” too close together, they cringe.

Before I embarked on my journey to truly understand SharePoint licensing, I had to ask myself...

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## What would Steve Ballmer do?



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# Agenda

- Deployment Scenarios/Environments
- Benefits of Each
- Applicable License Types
- Questions



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# Scenarios

Question:

Where do you currently host your business applications?

- On Premise
- Third-Party Data Center (Self-Managed Equipment, Co-Located)
- Managed Data Center (Dedicated Equipment, Managed)
- Hosting/Cloud-based Provider
- Hybrid Approach



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# New Approach

- Historical Microsoft: Buy the software, install it how/where you want (according to the EULA)
- Software as a Service (SaaS)?
- Software + Services: **The Power of Choice**
  - SharePoint 2010
  - Microsoft Online Services [SharePoint Online]



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# SharePoint Server 2010

## Intranet Scenarios

### Enterprise Client Access License

- Advanced Scenarios
- Disparate Data Sources
- Interoperate With LOB Apps
- Web Services
- Office Client Applications
- Rich Data Visualization
- Dashboards/Analytics
- Robust Forms/Workflow

### Standard Client Access License

- Business Collaboration
- Manage Content/Business Processes
- Find/Share Intellectual Capital
- Overcome Traditional Boundaries



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## SharePoint Server 2010 for Internet Sites

### Internet/Extranet Scenarios

#### Enterprise Client Access License

- Enterprise Intranet Features
- Scalability
- Customer-Facing Internet Sites
- Private Secure Extranet Sites
- Enterprise Features for Extranet

#### Standard Client Access License

- Small/Mid-Sized Organizations
- Public Facing Internet Sites
- Basic Extranet Sites
- Standard Features for Extranet



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## Related Products

### SharePoint Foundation 2010

- Successor to WSS 3.0; download at [sharepoint2010.microsoft.com](http://sharepoint2010.microsoft.com)

### SharePoint Designer 2010

- Free download at [sharepoint2010.microsoft.com](http://sharepoint2010.microsoft.com)

### SharePoint Workspace 2010

- Formerly known as Office Groove (2007 Office Suite)
- Included in Office Professional Plus 2010



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## Related Products

Forefront Protection 2010 for SharePoint

Forefront Protection 2010 for SharePoint for Internet Sites

FAST Search Server 2010 for SharePoint

Search Server 2010

Search Server 2010 Express



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# Cloud Deployment

## Microsoft Online Services

a.k.a. "Business Productivity Online Services" (BPOS)

- **SharePoint** Online
- **Exchange** Online
- **Office Communicator** Online
- **Live Meeting**

- Subscription Based
- Can be attached to an EA or purchased through a standalone contract
- Monthly, per-user
- Available in Shared and Dedicated models
- 2010 ("Wave 14") Refresh Coming Soon



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# SharePoint 2010 Licensing

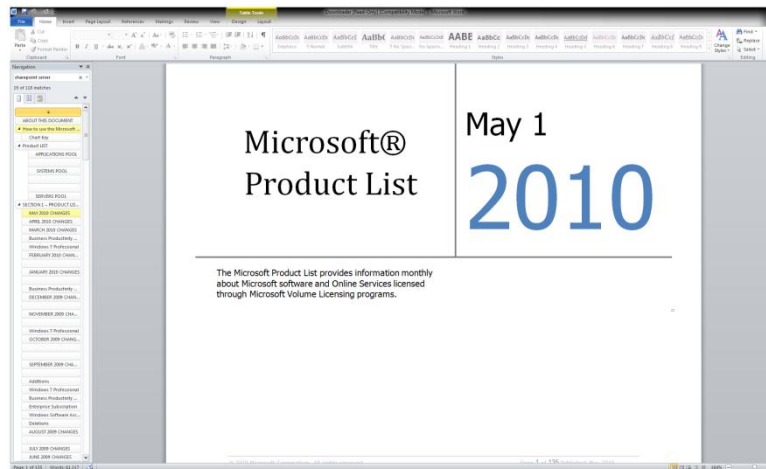
- SharePoint Server requires a server license and a user license (for internal users)
- Public External (Internet/Extranet) usage of SharePoint requires the “for Internet Sites” version
- Can be purchased through various VL Agreements



# Licensing

Question:

How many pages are in the May 2010 Microsoft Product List?



Answer:  
**135**

Awesome!



# Licensing

## Volume Licensing Agreement Types

Organizations With Less Than 250 Computers

**Open Value** – 5+ PC's; SA; Annual Payment

- **Open Value Subscription** – Lowest up-front costs; flexibility to reduce total costs if desktop count declines
- **Open License** – minimum purchase of 5 licenses (must equal at least 500 points)



# Licensing

## Volume Licensing Agreement Types

Organizations With More Than 250 Computers

- **Enterprise Agreement (EA)** – 3 Year Enrollment; Software Assurance
- **Enterprise Subscription Agreement** – lower annual payments than a traditional EA; License Expires After 3 Years
- **Select Plus** – Large organizations with multiple affiliates; group discount with individual responsibility of each unit
- **Select License** – Based on “forecasted” licensing needs

\*organizations with less than 750 computers may also choose the “Open” license model mentioned on the previous slide



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# Licensing

## Volume Licensing Agreement Types

### Other Types of Organizations

- **(CASA) Campus Agreement / School Agreement**
  - Campus: Higher Education; Count People, Not Computers
  - School: K-12/Pre; Count Computers Once/Year
- **Transactional Education Programs (OL/OVS/SL/SP)**
- **Government Transactional/Volume Programs**
- **Charity Transactional/Volume Programs**



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# Licensing

## Core CAL Suite (User & Device)

- Windows Server **Standard**
- Exchange Server **Standard**
- SharePoint Server **Standard**
- Office Communications Server **Standard**
- System Center **Configuration Manager**
- Forefront Protection Suite
- **Agreements:** Select/Select Plus, Open, CASA, EA



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# Licensing

## Enterprise CAL Suite (User & Device)

- Windows Server **Enterprise**
- **Active Directory Rights Management Services**
- Exchange Server **Enterprise**
- SharePoint Server **Enterprise**
- Office Communications Server **Enterprise**
- System Center **Configuration Management Suite**
- Forefront Protection Suite + **Unified Access Gateway**
- **Agreements:** Select/Select Plus, Open, CASA, EA



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# Licensing

## Individual Product Licenses

- SharePoint Server 2010 for Internet Sites Standard (Server)
- SharePoint Server 2010 for Internet Sites Enterprise (Server)
- SharePoint Server 2010 (Server)
- SharePoint Server 2010 Standard CAL (User)
- SharePoint Server 2010 Enterprise CAL (User)
- Search Server 2010 (Server)
- FAST Search Server for SharePoint 2010 (Server)
- Forefront Security for SharePoint 2010 (Server)
- Forefront Security for SharePoint for Internet Sites 2010 (Server)



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# SharePoint Online (BPOS)

- **Different** licensing model
- **“Standard”** Edition – **Multi-Tenant Environment**
- **“Dedicated”** Edition – **Dedicated Hardware**
- **Can** be attached to an **EA** (but **doesn’t** have to be)
- **Can** be purchased **standalone** (even if an **EA** exists)
- Based on **USL (User Seat Licenses)**
- **USL’s** provide access to **“the cloud”** and **on-prem (dual access)**
- **If attached to an EA, must be purchased as the full suite**
- **Deskless Worker** option: **Outlook Online, Read-Only SharePoint**



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# Q&A



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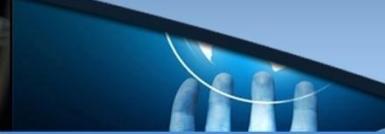


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**One more  
thing...**



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## Upcoming Webinars:

**Thursday, May 13<sup>th</sup> 1:00PM – 2:00PM**

Leveraging Your Software Assurance Benefits for SharePoint 2010

**Thursday, May 20<sup>th</sup> 1:00PM – 2:00PM**

Maximum ROI: Strategic Planning for SharePoint 2010 Success

**Thursday, May 27<sup>th</sup> 1:00PM – 2:00PM**

Field Trip: SharePoint 2010 for the Mobile Worker

For more info and registration links:

[www.phillysharepoint.org](http://www.phillysharepoint.org)

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# Thank you for attending!

More  
questions?  
Contact me!

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