

SAM in the Cloud



SAM IN THE CLOUD

As organizations move to the cloud there is some licensing simplification as they will typically buy Subscription Licenses for users and pay for services on a consumption basis. This handout gives an overview of some of the points to check to ensure organizations remain compliant in the cloud. There are ten key questions, with examples, detailed below:

DO YOU HAVE THE CORRECT UNDERLYING LICENSES IN PLACE FOR YOUR SUBSCRIPTION LICENSES?

Office 365 E3 Add-on User Subscription License - gives a named user access to Office 365 E3
Pre-requisites: Office Professional Plus 2019 and Core or Enterprise CAL Suite licenses, both with Software Assurance are required
SAM Check! Link the Add-on User SLs with underlying device/user licenses, and ensure Software Assurance is maintained on those underlying licenses

Windows 10 E3/E5 User Subscription License
Pre-requisites: a Qualifying Operating System license is required such that the software may only be installed locally on a device which is already licensed with a Windows 7, 8.1 or 10 Pro or Enterprise license
SAM Check! Make sure that every device a user installs software on is already licensed with a Qualifying Operating System

HAVE YOU ASSUMED USE RIGHTS ARE THE SAME FOR ON-PREMISES AND CLOUD DEPLOYMENTS?

Windows Server Licensing

The same product licensed in an on-premises data-center and in Azure does not necessarily have the same licensing requirements

Windows Server on-premises virtual machines: users/devices licensed with CALS
 Azure Windows Server virtual machines: no CALS required

SAM Check! Track which users access which Windows Server virtual machines and that all users have the right licenses assigned to them

DO YOU MEET THE ELIGIBILITY CRITERIA FOR THE SUBSCRIPTION LICENSES YOU HAVE?

Microsoft 365 E3/E5 from SA User SL - gives a user access to the Microsoft 365 services, and is aimed at organizations wanting to move to the cloud from a traditional on-premises licensing position
Eligibility: a customer must have paid for Office Professional Plus, Windows and Core/Enterprise CAL Suite licenses for three years before they are eligible to purchase From SA licenses

Dynamics 365 Customer Engagement Plan User SL – different SKUs are available corresponding to different pricing tiers as increasing numbers of User SLs are purchased
Eligibility: a customer must have the correct SKU appropriate for the number of User SLs that are being acquired. For example:

- Customer A (needs 100 licenses) is eligible for Tier 2 prices and SKUs
- Customer B: (needs 27 licenses) is eligible for Tier 1, so transacting with a Tier 2 SKU is not compliant

SAM Check! Some User SLs are at a special price point and if you purchase these, make sure you know the eligibility criteria

HAVE YOU ASSUMED USE RIGHTS ARE THE SAME FOR SUBSCRIPTION LICENSES PURCHASED THROUGH DIFFERENT CHANNELS?

Windows 10 E3/E5 User SLs:
 The same User SL can convey different use rights dependent on how it was purchased

	Enterprise Agreement	Cloud Solution Provider
Number of installations	Unlimited	5
Downgrade rights	✓	
Semi-Annual Channel	✓	✓
Long Term Servicing Channel	✓	
Local installation	✓	✓
Support for virtual machines	Customer infrastructure, Azure or Multi-Tenant Hosting Partner	Azure or Multi-Tenant Hosting Partner
Re-imaging rights	✓	

SAM Check! Track how licenses are purchased, and their use rights, and ensure that you are not inadvertently assuming use rights you don't have

DO YOUR SUBSCRIPTION LICENSES GIVE ACCESS TO EQUIVALENT ON-PREMISES SERVERS?

	On-premises Servers: Exchange, SharePoint, Skype for Business Server
Office 365 E1, E3, E5	✓
Office 365 Business Essentials	✗
Office 365 Business Premium	✗



SAM Check! Check whether or not User SLs give dual access rights to equivalent on-premises servers

DO YOUR ON-PREMISES SERVER LICENSES GIVE ANY RIGHTS IN THE CLOUD?

Windows Server:
Azure Hybrid Benefit



Allows an organization to use Windows Server licenses on-premises or in the cloud



Eligibility: active Software Assurance on traditional Windows Server licenses allows an organization to take advantage of the Azure Hybrid Benefit where 16 Core licenses cover up to 2 Azure virtual machines with up to 8 cores each

ARE YOUR USERS SHARING CREDENTIALS?

User Subscription Licenses are named user licenses and there's no scope for having a generic user ID which multiple people use simultaneously



Office 365 ProPlus Installation Rights

- Office 365 ProPlus allows 5 installations on PCs for the use of the user to whom the license has been assigned
- The licensed user may not allow other unlicensed users to avail of these installation rights

SAM Check! Educate employees in the benefits and rules of multiple installations. It is not appropriate or legal to share their business credentials with other people to use a "spare" installation

ARE YOUR USERS LICENSED FOR CONSUMER CLOUD APPS?

Office 365 Home or Personal plans: users may already be licensed with these plans for their personal devices. There are **no commercial use rights** granted with these licenses and so this not a compliant position

SAM Check! If you want your users to use cloud services for the purposes of your business, then you need to acquire licenses through the business



HAVE YOU DEPLOYED THE CORRECT SOFTWARE?

Software associated with a Subscription License may not be the same as the software associated with a traditional device license, and organizations are not compliant if they've installed the wrong software

Office Professional Plus 2019

- Download from the Volume Licensing portals
- Install via Click-to-Run technology
- Licensed per device



Office 365 ProPlus

- Install from the Office 365 portal
- Install via Click-to-Run technology
- Licensed per user



SAM Check! The products look and feel the same but they are licensed in a different way so the right one needs to be installed in order to be compliant

For **Windows Server Standard** licenses, the rights are **Alternative** – you can choose whether to use the licenses for an on-premises server **OR** for Azure

For **Windows Server Datacenter** licenses the rights are **Additive** which means that the licenses can be used **both** on the on-premises server **AND** in the cloud for Azure. The Azure virtual machines are considered to be licensed by the existing licenses which stay assigned to the on-premises servers

SAM Check! Make sure that processes are in place to ensure that all on-premises and Azure Windows Server virtual machines have appropriate licenses assigned to them

DO YOUR SUBSCRIPTION LICENSES ALLOW YOU TO INSTALL EQUIVALENT ON-PREMISES SERVER SOFTWARE?

Dynamics 365 Customer Engagement Plan User SLs

- Give the rights to install the Dynamics 365 Server on-premises product as many times as required – in physical or virtual infrastructures – on **any servers** used by the customer, including shared servers owned by Service Providers
- The User SLs may be purchased through any program – for example an Enterprise Agreement or the Cloud Solution Provider program

Microsoft 365 E3 and E5 User SLs

- Give the rights to install the Exchange Server, Skype for Business Server, and SharePoint Server products as many times as required – in physical or virtual infrastructures – on servers **dedicated to the customer**, either on-premises or managed by a Service Provider
- The User SLs must be purchased through an Enterprise Agreement for these rights. There are no on-premises server installation rights for User SLs acquired through the Cloud Solution Provider program

SAM Check! Check whether or not User SLs give rights to install on-premises server software