Microsoft and the State of Vermont – Enrollment for Education Solutions Agreement

Overview:

As Background:
Microsoft and the State of Vermont have put in a place a new 3 year agreement based on the Microsoft Enrollment for Education Solutions Agreement. The agreement will be open to all publicly funded schools in the State of Vermont. Software House International (SHI) is the Microsoft Education Reseller and will process the agreement and set the pricing. **The key change to Microsoft K-12 licensing program is the pricing is based on the teacher and staff full time equivalent (FTE) counts not PC counts. At many schools the ratio of teachers and staff to PC/Macs is 1:3 or 1:4, hence it provides the schools the opportunity to save money on Microsoft licenses.** Schools will need to choose between 2 product bundles to participate and license all FTEs (students optional) thereby providing licensing coverage for all systems at the schools (including labs). All participating school FTE counts will be aggregated to provide discounted pricing from Microsoft.

Following are a set of frequently asked questions concerning, pricing, counting FTEs, product selections, how to participate, getting quotes, who to contact, timelines, etc.

1. What is this new licensing agreement with Microsoft being made available for all publicly funded schools in Vermont?

    Microsoft has put in place a statewide agreement with the State of Vermont allowing all the publically funded schools to aggregate their staff and teacher FTE counts to obtain discounted pricing from Microsoft on the Enrollment for Education Solutions (EES) based on the total number of FTEs.

2. What are the benefits of this new licensing program to my school District?
    * Count people instead of PCs when licensing selected products
    * Receive discounted pricing based on total number of FTEs from all schools participating
    * Simply count full time employees once per year
    * Your school computers and labs are automatically covered for the products you license
    * Manage and track your license, add products and obtain product keys online
    * Electronic software distribution eliminates the need to manage physical media
    * Be confident that your school is compliant
    * Count on predictable subscription spending each year for easy budgeting
    * Your agreement includes automatic access to Office 365 for Education

3. What Microsoft products are covered?

There are 2 product bundle options and after selecting one of these options, schools can then add additional products as they wish.

Option 1 = Desktop Core Package ([Windows 7 Pro Upgrade, Office Professional Plus 2010, Core CAL Suite or Enterprise CAL (ECAL) Suite](#))

Option 2 = Desktop Enterprise Package ([Windows 7 Pro Upgrade, Office Professional Plus 2010, Core CAL Suite or Enterprise CAL (ECAL) Suite](#))Please see question 16 in this document to assist with determining what is included with each product bundle.

4. What is the pricing?

SHI is the reseller on this agreement and provides the final price to the school. SHI prices are as follows:

Option 1: Desktop Core Package (Office, OS upgrade and Core Client Access Licenses) = $45.00 per FTE per year

Option 2: Desktop Enterprise Package (Office, OS upgrade and Enterprise CAL Suite = $53.00 per FTE per year

Other products (Servers, MDOP, SQL, Project, Visio, etc.) can be included in this agreement at an additional cost which SHI can quote.

Student coverage is optional – please see the student section starting at question 17 for student information.

This agreement has a 3 year term so the price is locked and the school pays once a year at the renewal date.

5. How do I count teacher and staff full time equivalents for this licensing agreement?

The school would count all their full time teachers and staff and remove the non-knowledge users (i.e. bus drivers, cafeteria workers, janitors, etc.) from this count. Microsoft allows part time teachers to be counted as 1/3 of an FTE and part time staff as ½ of an FTE. There is no minimum number of FTE required for a school to participate.

Including students in this agreement is optional, if interested please see the student section starting at question 17 for student information.

6. Can you give a general FTE to PC ratio where the agreement might be beneficial from a purely cost perspective?

> For schools that have a current School agreement it is based on the PC count for the school. Most schools have many more PCs than FTEs and many have a ratio of 3 to 1 or more (PC to FTE). So to justify the new EES agreement it will not take much more than a 1.2 to 1 ratio (PC to FTE) for schools currently under the School Agreement.

7. Will there be any presentations explaining this program and answering questions directly?

> Yes, Microsoft and SHI will be running a series of Live Meetings (i.e. Webex) to present this new licensing program and answer questions. A schedule of the dates and times of this Live Meetings will be communicated shortly. We can also work with VTDOE to schedule in person meetings at 2 or 3 locations around the state to make presentations.

8. Who do I contact to get a quote and a Participation Agreement?

> Lori-Ann Provost, SHI
> BDM for K-12 NH/ME/VT
> loriann_provost@shi.com
> www.shi.com
> Office: 603-210-2361
> Mobile 603-785-2520

9. Where do I send the signed Participation Agreement and Purchase Order?

> Lori-Ann Provost, SHI
> BDM for K-12 NH/ME/VT
> loriann_provost@shi.com
> www.shi.com
> Office: 603-210-2361
> Mobile 603-785-2520

10. When will the agreement start?

> We are aiming at a September 1 start date. This will be dependent on how quickly we can meet with interested districts to explain the agreement.
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> SHI contact info to send Participation Agreement and PO.
>
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> BDM for K-12 NH/ME/VT
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> www.shi.com
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11. What are the steps to participate?
    - Determine FTE count (see question 5 above)
    - Determine which product option the school wants (see question 3 above)
    - Obtain a Quote and Participation Agreement from SHI (see question 6 above)
    - Review, complete and sign a Participation Agreement and process quote for PO
    - Submit completed and signed Participation Agreement with a purchase order to SHI

12. What is the term of the agreement?

    The term of the agreement will be for 3 years. This 3 year term will include the price being locked so the school pays once a year at the renewal date. Each year in July we will offer a new enrollment to allow new schools to join in at that time.

13. What paperwork do I need to complete to participate?

    A Participation Agreement and Purchase Order to SHI. Participation Agreement completed (contact info, FTE count, PC count) and signed and a Purchase order representing FTE count and product selection.

14. What about my current licenses? What if I'm already enrolled in an enterprise or subscription agreement?

    The school can transition to this new EES program when Microsoft has the enrollment periods. There is no credit available as part of this transition even if the current agreement and the new EES agreement period overlap.

15. Who do I contact with further questions?
    Quote questions =

    Lori-Ann Provost, SHI
    BDM for K-12 NH/ME/VT
    loriann_provost@shi.com
    www.shi.com
    Office: 603-210-2361
    Mobile 603-785-2520

    Agreement terms and conditions, licensing, products, etc. questions:
    - Sean Adams, Microsoft HQ Account Manager – Seanad@microsoft.com, (425) 703-2875
    - Dan Pessin, Microsoft Account Manager – dpessin@microsoft.com, (617) 448-6694

    Technical questions about products in bundles:
    - Matt Hickey, Microsoft Technology Specialist, Matthic@microsoft.com, (860) 490-2386

16. What is included with each product bundle? What is the difference between the Core and Enterprise bundles?

To help understand the difference between the Desktop with Core CAL and the Desktop with Enterprise CAL the following list might help. Listed in **lower case** (or blue) letters are the items included in the Desktop with Core CAL Suite. Listed in upper case capital (or **red)** letters are the additional items you pick up by licensing the Enterprise CAL Suite.

Note: From a pricing standpoint the difference between the 2 bundles is only $8 per FTE so a lot is included with the Enterprise CAL suite for this additional amount.

- **office professional plus** – use any version of Office including the recently released Office Professional Plus 2010
- **windows professional upgrade** – use any version of Windows including Windows 7 Enterprise
- **windows server cal** – provides direct and indirect access to Windows Server
- **WINDOWS RIGHT MANAGEMENT CAL** – secure your data and communications by locking emails and documents
- **exchange server standard cal** – messaging, calendaring, contacts, tasks, and notes
- **EXCHANGE SERVER ENTERPRISE CAL** – unified messaging: voicemail and fax delivered to your Outlook Inbox, Journaling, and anti-spam/AV filtering
- **Lync server standard cal** – instant messaging and presence
- **LYNC SERVER ENTERPRISE CAL** – audio, video, and web conferencing
- **sharePoint server standard cal** – provides portals, document management, workflow management, search, and more
- **SHAREPOINT SERVER ENTERPRISE CAL** – collect info with online forms, track KPI's, display BI through dashboards, and provides a private Web 2.0 social network for your school
- **system center configuration manager cml** – provides imaging, patching, updating, software provisioning and de-provisioning, inventory management, power management, and reporting for your computers
- **SYSTEM CENTER DATA PROTECTION MANAGER CAL** – backup and recovery system for your computers
- **SYSTEM CENTER OPERATIONS MANAGER CAL** – monitors the health and performance of your computers
- **SYSTEM CENTER SERVICE MANAGER CAL** – help desk ticketing and management system
- **Forefront endpoint protection** – AV and anti-malware filtering for clients and servers
- **FOREFRONT ONLINE PROTECTION FOR EXCHANGE** – Hosted AV and anti-spam filtering that removes all of the spam traffic from your internet connection
- **FOREFRONT SECURITY FOR LYNC SERVER** – AV filtering for Lync
- **FOREFRONT SECURITY FOR SHAREPOINT** – AV filtering for SharePoint
- **FOREFRONT THREAT MANAGEMENT GATEWAY WEB PROTECTION SERVICE** – URL filtering to prevent access to undesirable websites

- **FOREFRONT UNIFIED ACCESS GATEWAY** – IPv6 gateway that functions as your VPN and allows you to extend more functionality while using less bandwidth to your remote users

Student information

17. Does the school have to count their student FTE in their total FTE count?

   No, covering the students under this program is an option.

18. What systems are we covering if we go with the Student option?

   The student option is included in the agreement if the school wants to cover the students personally owned system for certain Microsoft software licenses.

19. Does the school have to choose the same products for the student option as they did for the school systems?

   No, the school can choose different products for the student systems than they chose for the school systems.

20. What are the rules for the student option in terms of counting the student FTEs?

   The choices are the school either count all the student FTEs or count the students in a certain segments or grades.

   Part time students can be counted as 1/3 of an FTE. So the school would add the student fulltime FTEs plus the number of part time student FTEs divided by 3 to get the total student FTEs.

21. What happens to the software on the student systems when the student graduates?

   When the student graduates they receive perpetual license rights for the Microsoft software covered by the student option. If the student leaves the school (ie doesn't graduate) they must remove the software from their system.

22. If the school goes with the student option do we add these FTEs to our total teacher and staff FTE count?

   No, we keep the student FTE count and the teacher/staff FTE count separate.

23. How does the student get the software to install on his/her system?

   The school can purchase discounted student media (CD/DVD) from their Microsoft education reseller. This is protected media and will allow for 2 installations (i.e. one as a backup). Or, the school can sign up with a Microsoft partner such as e-Academy which will set up electronic downloads for the student systems. Please talk with SHI more about this process if you want to choose this distribution option for the students.