# Demystifying Microsoft Cloud Solutions and Volume licensing in Education

Emma Rolfe – Software Product Manager

Microsoft
AEP
Authorized Education
Gold Partner

- CSP Programme
- Volume Licensing Updates and Changes
- TAP – Technology Access Programme
- O365 Setup and Administration
- Overview of Cloud Products, Updates and Changes
- Q&A

# Cloud Solution Provider

- Monthly Subscription Model
- Academic SKU's recently added
- Single point of contact, partners provide billing and technical support
- Consumption based billing for Azure

# Volume Licensing

# Understanding the MOU

## Enrolment for Education Solutions (EES):

| | Discount | | | |
|---|---|---|---|---|
| | 1st Jan 2016 – 30th June 2016 | 1st July 2016 – 30th June 2017 | 1st July 2017 – 30th June 2018 | 1st July 2018 onwards |
| New EES customers | MoU 2013 discounts carried forward | Discounts reduced to approximately half their current level. | Discounts reduced to about a quarter of their current level. | Discounts removed |
| Renewing EES customers | MoU 2013 discounts carried forward | | | Discounts removed |

# Types of VL Agreement

## Subscription (SA Included)

- OVS-ES – Open Value Subscription Education Solutions – 5+ FTE's
- Campus – 2000+ FTE's

## Perpetual (SA Optional)

- Select Plus – (Points based)
- MPSA – (Points based)
- Open (MOLP) – Min 5 Licences

# Points Pool

- Min of 500 points required in each pool to qualify

**Example Product List and Points**

| Applications Pool | Points | Systems Pool | Points | Servers Pool | Points |
|---|---|---|---|---|---|
| Office Professional Plus | 2 | Windows 10 Education Upgrade with Software Assurance | 3 | Windows Server Standard | 15 |
| Skype for Business client | 1 | | | Microsoft Online Services Subscription | 1 |
| Office Project | 1 | | | | |

- If you have an existing campus or school agreement min points is waivered.

# Codes Explained

**DsktpEdu ALNG LicSAPk OLV E 1Y Acdmc Ent**

Desktop Suite Education / All Languages / License and Software assurance pack / Open Level Value / Level E / Annual cost / Academic Enterprise Product

**WinSvrSTDCore ALNG LicSAPk OLV 2Lic E 1Y Acdmc AP CoreLic**

Windows Server Standard Core/ All Languages / License and Software Assurance pack / Open Level Value / 2 Licenses / Level E / Annual Cost / Academic / Additional Product / Per Core

# Technology Access Programme

| | Tablet & 2-in-1 | Notebook | Desktop & AIO |
|---|---|---|---|
| **Shape the Future Value** | **Value 2-in-1**<br>≤ 14.1" (changed from ≤13.3")<br>Low End CPU<br>≤ 4GB RAM<br>≤ 128GB SSD or eMMC or<br>≤ 500GB HDD | **Value Notebook**<br>≤ 14.1" (DM) No restriction (EM)<br>Low End CPU<br>≤ 4GB RAM<br>≤ 128GB SSD or eMMC or<br>≤ 500GB HDD | **Value 2-in-1**<br>Low End CPU<br>≤ 4GB RAM<br>≤ 128GB SSD or eMMC or<br>≤ 500GB HDD<br>AiO ≥ 17" |
| **Shape the Future Standard**<br>LOE Required<br>**Min 3000 devices**<br>**New SKU** | All devices which do not fit StF Value + HW Specs, StF High End HW Specs, or Workstation specifications<br><br>Includes most Core i3 and Core i5 devices | | |
| **Shape the Future High End***<br>LOE Required<br>**Min 3000 devices**<br>**New SKU** | High End CPU & > 4GB RAM (All Form Factors) OR<br><br>≥ 8GB RAM & ≥ 1080p screen resolution (Notebook, 2-in-1, AiO) OR<br>> 8GB RAM & ≥ 2TB storage (Desktop) | | |

# Office 365 Setup and Administration

# Microsoft Volume Licensing Service Center

## Online Service Activation

Online Service orders are listed below. Select a licensing ID to start managing Online Service Activation.

Filter by Licensing ID or Organization: [                    ]  [ Go ]

| | Licensing ID | Authorization # (if applicable) | Organization | Pending orders ❓ | Total orders ❓ |
|---|---|---|---|---|---|
| ⦿ | 4545444 | 123415 | Fabrikam | **3** | 3 |

Page 1 of 1 ▶ ▶|                    Items per page: [ 10 ∨ ]

[ MANAGE ACTIVATIONS ]

(Opens in a new browser window)

# Microsoft

# Volume Licensing Online Service Activation

You have selected the following agreement to manage activations:

| LICESNING ID | AUTHORIZATION # | ORGANIZATION |
|---|---|---|
| 4545444 | 123415 | Fabrikam |

# Provide an organizational account ⓘ

→ I have an account for my organization to use

→ I need to create a new account for my organization to use

# Volume Licensing Online Service Activation

## Activate Online Service Orders

### CRMOL (fabrikam.onmicrosoft.com)                                                                    ⌃

| Order date | Service name | Order quantity (seats, units, etc.) | Product key | Order status* |
|------------|--------------|-------------------------------------|-------------|---------------|
| 5/11/2014  | CRMOL        | 35                                  | 12345-12345-12345-12345-12345 | Start Activation |

### Office 365 (fabrikam.onmicrosoft.com)                                                              ⌃

| Order date | Service name | Order quantity (seats, units, etc.) | Product key | Order status* |
|------------|--------------|-------------------------------------|-------------|---------------|
| 7/1/2014   | Office 365 ProPlus | 35                            | 12345-12345-12345-12345-12345 | Start Activation |

ℹ **Are you looking for license keys or downloads for other Microsoft Volume Licensing orders?**

License keys and downloads for Volume Licensing orders (other than online services) can be managed at Volume Licensing Service Center

\* Updates to order status may take up to 24 hours

# redeem your product key

Things you should know before you start:

- If you are the first person in your organization to redeem a product key for this product, your account will be created as the administrator.

- After you redeem your product key, in most cases you'll need to add users and assign licenses to them.

- If you are setting up Office 365 and need help, see Set up Office 365 for business - Admin Help

☐ I understand. I'm the right person to be doing this for my organization.

Start

Need help with your product key? Product key help for businesses, home users, and Microsoft Partners

**Do you want to add this product to an existing account?**

Apply your product key to your existing subscription.

Sign in

Emma Rolfe

Home ✎

Stone Computers LTD

Search users, groups, settings or tasks 🔍

Go to the old admin center

### 💗 DirSync Status ›

✅ **Last directory sync**
last synced 3 minutes ago

✅ **Last password sync**
last synced 9 minutes ago

### 👤 Users ›

➕ Add a user

🗑 Delete a user

✏ Edit a user

🔑 Reset a password

### ▦ Billing ›

Total balance: £0.00

✏ Change payment details

👁 View my bill

### 🔲 Office software

⬇ Install my software

✉ Share the download link

⬇ Software download settings

💡 Troubleshoot installation

### 🌐 Domains ›

➕ Add a domain

🗑 Delete a domain

✏ Edit a domain

🖥 Check health

### 💗 Service health ›

⚠ Skype for Business

👁 View the service health

### 🎧 Support

➕ New service request

☰ View service requests

### Videos

▶ Admin center overview

▶ Set up domain & users

▶ Admin mobile app

🔴 ⊘ Need help?    💬 Feedback

Emma Rolfe

Home > Active users

+ Add a user    More ∨    Filters    All users

☐    Display name ∧    User

☐    Charli Parkes    charl
☐    Chris Armstrong    chris
☐    Chris Armstrong (Admin)    cdaa
☐    Chris Hykin    chris
☐    Chris Oliver    chris
☐    Craig Jones    craig
☐    Dean Woodcroft    dean
☐    Dyfed Lewis    dyfe
☐    Emma Johnson    emm
☐    Emma Rolfe    Emm
☐    Exchange Admin    exch
☐    Gary Hardy    gary
☐    Jake Smith    Jaco
☐    John Cowell    John
☐    John Haslam    john
☐    John Sutherland    john
☐    Management    SMO
☐    o365 test    o365
☐    On-Premises Directory Synchronizatio    Sync

## Product licenses

Location *

United Kingdom

∨ Office 365 Enterprise E3    On
67 of 100 licenses available

Power BI (free)    On
Unlimited licenses available

Intune A Direct    On
98 of 100 licenses available

∧ Enterprise Mobility Suite    On
70 of 100 licenses available

Azure Rights Management Premium    On

Intune A Direct    On

Azure Rights Management    Off

Azure Active Directory Premium    On

Azure Multi-Factor Authentication    On

Rights Management Adhoc    On
49974 of 50000 licenses available

Save    Cancel

⊘ Need help?    ☐ Feedback

Emma Rolfe

Home > Migration

Stone Computers LTD

Users

Active users

Contacts

Deleted users

Data migration

## Select your data service

Select the appropriate source where you plan on migrating data from. We will then guide you through the rest of the migration experience.

Upload PST Files

Import to OneDrive

Gmail

Important: Before you migrate data, you need to complete a few steps to prepare.

Outlook

Important: Before you migrate data, you need to complete a few steps to prepare.

Hotmail

Important: Before you migrate data, you need to complete a few steps to prepare.

Yahoo

Other email sources...

Exchange

Use this option if your environment has at least one Exchange 2010, 2013, and/or 2016 server.

## Onboarding and migration guidance

Select the appropriate source option below to learn more about onboarding and migration for a specific service.

Yammer

Get your organization up and running on Yammer's private social networking service.

Office

Office 365 ProPlus deployment advisor

OneDrive for Business

Learn how to manage OneDrive for Business features in your Office 365 organization.

SharePoint

SharePoint Online deployment options and steps that work for your organization.

Office

Use these instructions to migrate your Gmail contacts and Google Calendar items to Office 365.

https://portal.office.com/adminportal/home#/EmailMigration

Need help?    Feedback

# Applications in O365

# Good afternoon, Emma

## Use the online apps

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Yammer | OneDrive | SharePoint | Planner | Power BI | Delve | Video | Word |
| Excel | PowerPoint | OneNote | Sway | Security & Compliance | Store | Admin | |

# Yammer

- Create Groups for each class
- Information hub for resources
- Students can share ideas and collaborate
- Schedule Staff meetings
- External groups for parents or organisations
- Own Branding

Microsoft Power BI

# Delve

- Create and Share Information
- Store and Share your Documents
- Access files in SharePoint or OneDrive
- MyAnalytics tools to increase productivity
- Ensure documents are the most recent version

Case study

Home

Me

Favorites

# Search results for 'Case study'

**Tim Killick**
Modified • May 7, 2015

PDF

## Tibshelf School Case Study

Tibshelf School: working together achieving together £14.9m new school project completed in budget, the school had to put a strong case forward to secure funds in support of their

Enterprise Services

---

**Tim Killick**
Modified • July 16, 2015

PDF

## Tibshelf School Case Study

SAN 5+ years old, Servers 8　Strong case presented to secure funds from Council in support of classroom vision High availability is now standard, with failover in case of an issue

Enterprise Services

---

**Paul Flack**
Modified • April 18

PDF

## Case Study - Tibshelf Community School

budget, the school had to put a strong case forward to secure funds in support of their　A high level of focus on High availability is now standard, with failover in case of an issue

Enterprise Services

---

**Tim Killick**
Modified • June 12, 2015

PDF

## Fairfields School Case Study

Fairfield High leads the way for 4K use in education　Fairfield High School for Girls in Manchester has made a significant investment with the addition of eight new classrooms, all

Enterprise Services

---

**Tim Killick**
Modified • June 12, 2015

PDF

## Leeds NHS Trust Case Study

Stone provides hardware deployment solution for Leeds NHS Trust As one of the biggest NHS Trusts in the UK, Leeds Teaching Hospital offers a full range of specialist and general

Enterprise Services

---

**Tim Killick**
Modified • June 12, 2015

PDF

## Stockport NHS Case Study

Stockport NHS Foundation Trust improve engagement with digital signage Stockport NHS Foundation Trust treats 500,000 patients each year; it became one of the first ten foundations

Enterprise Services

---

**Tim Killick**
Modified • June 12, 2015

PDF

## Orleans Park Case Study

Orleans Park acclerates learning with the fastest WiFi available With over 70 rooms in the We also had a strong case for WiFi being available on the playing fields and outdoor areas

Enterprise Services

---

**Tim Killick**
Modified • May 1, 2015

PDF

## University of Portsmouth Case Study

University of Portsmouth Revises IT Recycling Policy Public sector and education organisations are under increasing pressure to establish responsible IT asset disposal policies

Enterprise Services

Get Delve apps
Are my documents safe in Delve?

# OneNote Class Notebook

- Add in for OneNote
- Create a notebook for each class
- Distribute and mark homework
- Issue exams and provide course materials
- Student Notebooks – Private notebook seen by Teacher and individual student
- Content Library – Shared Resources and course materials
- Collaboration Space – Accessed by all to share and collaborate
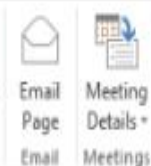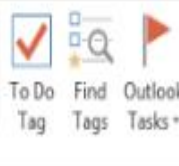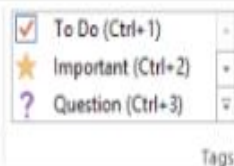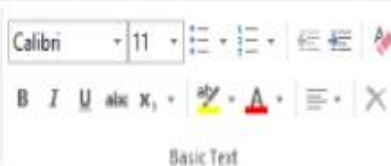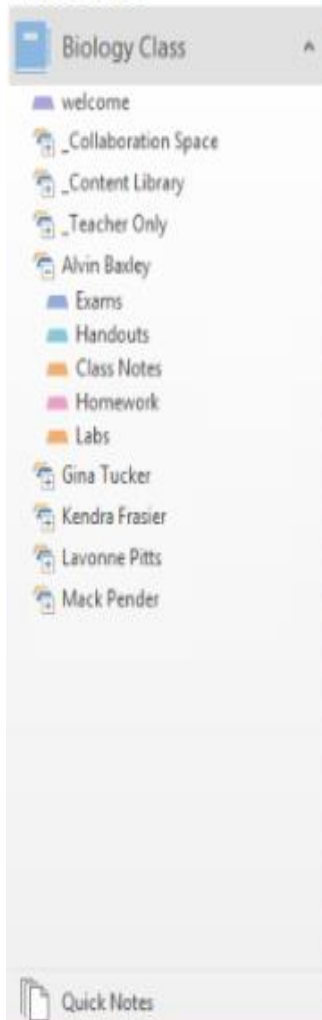
# Fill in the Blank

Friday, July 29, 2016    11:29 AM

1. Over millions of years, food supplies began to ___dwindle___ .

2. New types of cells formed and these were called ___producers___ .

3. Producers evolved the ability to create their own food, using the chemicals around them and the ___energy___ from the sun, or from heat found in the atmosphere. — *Earth*

4. These producers would be ___ancestors___ to the planets.

5. The first important advancement in evolution was the development of cells that use ___oxygen___ .

6. Over time, our atmosphere changed from a ___bad___ and deadly mix of ___ to the atmosphere we know today.

*True, but more specifically, the gases were poisonous, which is what made them so bad for life-forms.*

7. Cells evolved that could use oxygen to carry out their ___bodily___ functions.

8. Because oxygen is a much more efficient gas, this opened the door to larger and more complex cellular ___life-forms___ .

9. The next major evolutionary advance was the development of ___multi___ ___cellular___ life forms.

# Security and Compliance

- Device Management
- Device Security policies
- Data Loss Prevention
- Anti Malware and Mail filtering
- Retention Policies
- Compliance Reports

Emma Rolfe

Home

Alerts ∧

View security alerts

Permissions

Threat management ∧

Device management ⬚

Device security policies

Data loss prevention

Mail filtering

Anti-malware

Dkim

Data governance ∧

Import

Archive

Retention
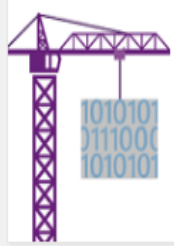
## Welcome to the Security & Compliance Center

We're busy building a one-stop shop for security and compliance across Office 365. Keep an eye out for new features coming your way. As always, your feedback is a critical part of our blueprint, so take a look around and let us know what you think.

Take a tour

## Data governance
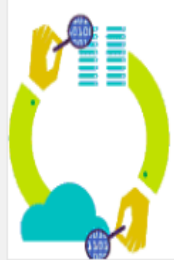
It's your data. You own it. So we've developed features that let you take charge of how and when it is stored, used, and retained or removed.

Learn more about data management

+ Import data into Office 365

+ Add a retention policy

+ Enable extra storage

## Search & investigation

You have a lot of data swarming around in the cloud. Luckily, the features in the Search & Investigation section can help you navigate through the swarm.

Learn more about search & investigation

🔍 Search for content

🔍 Search for admin and user activity

## ⭐ Recommended for you ···

### Search for activity

Search the audit log to find out what your users and admins have been doing. Here's one you can try now...

🔍 Who downloaded files?

### Learn how we protect your data

Use our Service Assurance features to stay informed on how Office 365 protects your data and helps you stay compliant with regulations that matter to you.

+ Get started with Service Assurance

Feedback

# Enterprise Mobility Suite

- Business Anywhere
- All Platforms Supported
- Identity and Access Management
- Mobile device and application management
- Single Sign on
- Advanced threat detection

**DASHBOARD**

**GROUPS**

**UPDATES**

**PROTECTION**

**ALERTS**

**APPS**

**LICENSES**

**POLICY**

**REPORTS**

**ADMIN**

Notices

0 📃

Active

What's New

Alerts

2 ⚠
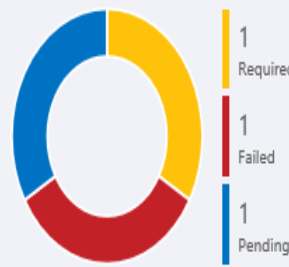
Warnings

Device Health

1 🖥

Agents not installed

Updates

1
Required

1
Failed

1
Pending

0

Inactive mobile devices

Search Devices

0

Blocked devices from Exchange

0

Quarantined devices from Exchange

Policy

0 ✅

Issues

Apps

0 ✅

Issues

Endpoint Protection

0 ✅

Issues

Mobile OS

0
Devices

0
Devices

**DASHBOARD**

**GROUPS**

**UPDATES**

**PROTECTION**

**ALERTS**

**APPS**

**LICENSES**

**POLICY**

**REPORTS**

**ADMIN**

## Reports

Overview
Update Reports
Detected Software Reports
Computer Inventory Reports
Mobile Device Inventory Reports
License Purchase Reports
License Installation Reports
Terms and Conditions Reports
Noncompliant Apps Reports
Certificate Compliance Reports
Device History Reports
Mac OS X Hardware Report
Mac OS X Software Report
Windows Information Protection Reports
Health Attestation Reports

### Update Reports
View the status of software updates that are required, installed, pending, or failed.

### License Installation Reports
Determine whether organization has sufficient license agreement coverage.

### Detected Software Reports
View all software installed on computers you manage. Use this report to understand your software needs and to plan purchases.

### Terms and Conditions Reports
View the users that have not accepted the terms and conditions you configured, and cannot access the company portal.

### Computer Inventory Reports
View information about the hardware of computers you manage.

### Noncompliant Apps Reports
Find users and devices that are noncompliant with your company app policies.

### Mobile Device Inventory Reports
View information about the mobile devices you manage, including whether the device is jailbroken or rooted.

### Certificate Compliance Reports
Display which certificates have been issued to users and devices via the Network Device Enrollment Service.

### License Purchase Reports
View the licensed software for selected license groups to help you find gaps in coverage.

### Device History Reports
View the history of device retire, wipe, and delete actions, and determine who initiated those actions.

### View Health Attestation Reports
View data reported by the Windows Health Attestation service for mobile devices.

LEARN ABOUT

Reports Overv

# Azure

- Over 500 features
- Consumption or credit based billing
- 3 new UK data Centres opened in London, Cardiff and Durham
- England only option

# Microsoft Azure

## Popular products

### Virtual Machines

Provision Windows and Linux virtual machines in minutes

### App Service

Create web and mobile apps for any platform and any device

### SQL Database

Managed relational SQL Database-as-a-service

### Storage

Durable, highly available, and massively scalable cloud storage

### Cloud Services

Create highly available, infinitely scalable cloud applications and APIs

### Document DB

Managed NoSQL document database-as-a-service

### Active Directory

Synchronize on-premises directories and enable single sign-on

### Backup

Simple and reliable server backup to the cloud

Show all 62 products

Microsoft Azure

# Pricing calculator

Price and configure Azure features for your scenarios

**− Add items**

## Products                                                                  ✕

| | |
|---|---|
| **Featured** ▶ | **App Service**<br>Create web and mobile apps for any platform and any device |
| Compute | **DocumentDB**<br>Managed NoSQL document database-as-a-service |
| Networking | **HDInsight**<br>Provision cloud Hadoop, Spark, R Server, HBase, and Storm clusters |
| Storage | **SQL Database**<br>Managed relational SQL Database-as-a-service |
| Web + Mobile | **Storage**<br>Durable, highly available, and massively scalable cloud storage |
| Databases | **Virtual Machines**<br>Provision Windows and Linux virtual machines in minutes |
| Intelligence + Analytics | |
| Internet of Things | |
| Enterprise Integration | |
| Security + Identity | |
| Developer Tools | |
| Monitoring + Management | |

# Q&A