

Microsoft Product License Terms - Advanced Course (SPLA, CSP, MPN)

Course code: MPL2

In the one-day advanced course, you will get to know in detail the specifics of Microsoft's license terms, intended primarily for Microsoft partners and for those who actively trade Microsoft software. We will deal in detail with the specifics and rules of the SPLA, CSP, ISV programs, as well as the licensing rules within the Microsoft partner program (MPN IUR). The specifics of the normal sale of licenses to Microsoft will not remain in the background either from the point of view of the business partner, you will learn who is responsible for what, when and under what conditions.

Who is the course for

The course is aimed at service providers, outsourcing companies, IT consultants and experts, software architects and software vendors.

What we teach you

Detailed introduction to the issue of special contractual and program frameworks for Microsoft partners who actively sell Microsoft products and services, or create and provide their own services based on them. The course guides you through practical scenarios of the application of these contracts and programs, as well as the possibilities of Microsoft's partner program and its benefits, including software for your own use.

Required skills

Knowledge of sales channels for Microsoft software, general knowledge of the Microsoft product portfolio, and experience actively selling Microsoft products and services. In order to successfully complete this course, it is advisable to complete the course "Management and registration of licenses in accordance with Microsoft's license policy" and especially the course "License terms of Microsoft products", which the advanced course directly follows.

Course outline

1. Basic overview and orientation in license agreements and documents
2. SPLA License Terms
3. Product License Terms under the SPLA Agreement
4. License terms under the CSP program
5. License terms within the MPN Partner Program
6. License terms within the ISV program
7. Multi-License Agreements
8. Specifics of the license terms from the business partner's point of view

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