

Course: Principles of Software Licensing

Level: Foundation

Audience: Software Asset Managers
IT Procurement
Product Owners
Managers

Duration: 8 hours

Course Outline

- Section 1: Introduction to Licensing
- Section 2: Licensing Models and Types
- Section 3: License Entitlement
- Section 4: License Compliance (ELP)
- Section 5: Software Lifecycle

Section Details

Section 1: Introduction to Licensing

- **What is a software license?**
What do you own when you purchase a license, and what does it apply to?
- **Understanding use-rights**
Vendors may define use rights at different levels. Learn where to look to understand what your license entitles you to.
- **How vendors differ**
Differences in terminology and tracking often creates confusion. Translating these differences ensures a clear understanding of your entitlement.
- **Licensing terminology**
Do you “speak” licensing? Important terms you’ll need to be aware of.
- **Types of software**
Learn caution around commonly misused types of software.
- **Market sectors**
One license does not fit all. Optimize your purchases by understanding what market sector(s) your organisation belongs to and what additional licensing options you might have access to.

Section 2: License Models and Types

- **Microsoft agreements**
Many manufacturers offer a selection of agreements tailored to organisations. Understand the principal differences by analysing Microsoft's agreement offerings.
- **Components of a license**
Be prepared to be surprised by the intricacies of each license you purchase. A deep dive into the seven main components of a license, and the sublevels of complexity that may differ with each license you buy.

Section 3: License entitlement

- **What is Proof of License entitlement?**
Can you prove you own what you think you do? Not just necessary in the event of an audit, but crucial to understanding your compliance, and purchasing only what you need.
- **Why is it complex to capture?**
Understand the challenges to capturing Proof of License so you can avoid pitfalls.

- **Entitlement proof in detail**
Details the various ingredients that provide proof of your entitlement.
- **Invalid licenses**
Yes, it's possible that 'license' you own is not really a license!

Section 4: License Compliance (ELP)

- **License compliance**
What is compliance? Understanding what makes it difficult to maintain will help shape your organisation's policies and processes in support of it.
- **Calculating your Effective License Position**
Learn the structured process for calculating your Effective Licence Position. A process that can be repeated periodically not only to maintain compliance, but more importantly, identify cost saving optimisations.

Section 5: Software lifecycle

- **Understanding the software lifecycle**
Many events may occur during the life of software in your organisation. Understanding the lifecycle will help keep that software working for you.
- **Selling licenses**
Yes, you can offload your disused licenses! But caution is necessary.

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