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Gold Software Asset Management
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Silver Desktop

More value coming to Microsoft's Core Client Access License



How is the Core CAL changing?

Microsoft is migrating two important features from the Enterprise CAL to the Core CAL, namely: **Lync Standard CAL**, a next-generation collaboration and IM suite, and **Forefront Endpoint Protection**, a tool combining security and management at the desktop level. The changes are effective August 1st, 2011.

What's being added?

Lync Standard CAL:

- PC-to-PC and multi-party IM, file transfer, computer audio, video
- Rich presence, skill search and IM/P from office applications
- Advanced conferencing, including whiteboarding, recording...and more!

ForeFront Endpoint Protection:

- Single console for endpoint management
- Central policy creation and enterprise scalability
- Advanced threat detectionand more!

A look at the new ECAL Suite stack

ECAL Suite stack • \$213
EA Level A ERP Pricing (Estimated)

Today

Core CAL • \$99

- Windows Server CAL
- Systems Center Config Mgr
- SharePoint Standard CAL
- Exchange Standard CAL

ECAL Step Up • \$115

- Active Directory RMS
- Forefront Unified Access Gateway
- Forefront Protection Suite FEP
- System Center Client Mgmt Suite
- SharePoint Enterprise CAL
- Exchange Enterprise CAL
- **Lync Standard CAL**
- Lync Enterprise CAL

Future

Core CAL • \$109

- Windows Server CAL
- Systems Center Config Mgr
- **Forefront Endpoint Protection**
- SharePoint Standard CAL
- Exchange Standard CAL
- **Lync Standard CAL**

ECAL Step Up • \$104

- Active Directory RMS
- Forefront Unified Access Gateway
- Forefront Protection Suite
- System Center Client Mgmt Suite
- SharePoint Enterprise CAL
- Exchange Enterprise CAL
- Lync Enterprise CAL

All figures are based on EA Level A ERP pricing. These prices reflect preliminary info from Microsoft. Final details and pricing will not be known until August 1, 2011. This is one example of the anticipated pricing impact for new EA level A customers, please contact your Softchoice Account Manager for more details on how the Core CAL update may affect your organization.

Understand what this means for you

Do you currently have the Core CAL as part of your licensing agreement? Are you interested in learning more about how to take advantage of the Core CAL changes? Let our dedicated Microsoft team help you understand your options.

Connect with us today.

1.800.268.7638 | www.softchoice.com/microsoft

Microsoft

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Microsoft Core CAL Changes: FAQ

What new features are coming to the Core Client Access License (Core CAL)?

Lync Server Standard CAL and Forefront Endpoint Protection. Both of these features are migrating from the Enterprise CAL (ECAL) Step Up.

When are the changes taking place?

The Core CAL with new pricing and new features launches August 1st, 2011.

If I'm currently a Core CAL customer, how can I get Lync Standard and Forefront Endpoint Protection today?

Core CAL customers with Software Assurance (SA) as of August 1st can choose to sign an "Early Use Rights Amendment" that will allow them to utilize the new features today at no additional cost. Some restrictions apply. Work with a Softchoice Sales Rep to get Microsoft to create the amendment.

What is the anticipated price increase to the Core CAL?

According to preliminary information from Microsoft, the anticipated price increase is 3% to the Professional Desktop and 10-14% increase in the Core CAL Component.

What happens if we sign an EA with the Core CAL before August 1st?

Great! Your organization will lock in today's pricing and receive the new features of the Core CAL on August 1st. You also have the opportunity to sign the "Early Use Rights Amendment" and start accessing the new features today.

If I'm currently an EA customer with SA on the Core CAL through August 1st, how do I get a copy of the "Early Use Rights Amendment"?

Microsoft must draft the amendment. Please work with a Softchoice Sales Rep to submit the amendment request to Microsoft.

What happens if my EA is expiring between August and December?

You should work with a Softchoice Sales Rep to see if there is an "early commit" opportunity to lock in current Core CAL pricing.

Will there be any infrastructure impact I should be concerned about?

You might need to have System Center Configuration Manager to deploy Forefront Endpoint Protection. If you need any assistance deploying SCCM, our reps can help!

What if I'm a Core CAL customer who already buys Lync Standard and/or Forefront?

You will not have to renew those licenses. You will be saving money on the renewal because the bundled pricing is lower than renewing separately.

What if I purchased Lync Standard through the discount program that ran Oct-Dec, 2010?

Pricing works to be about the same with the discounts offered previously.

Understand your options

To better understand how these changes impact your organization, contact Softchoice today.

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