



**Microsoft**  
**GOLD CERTIFIED**

Partner



## Microsoft Campus Agreement (EduServ)

### Benefits

- choice of one or three year enrolment
- unlimited site licence
- pricing normally available only to the largest sites
- choice of resellers

### Licence type

EduServ - Non standard licence terms and conditions.

### Key Dates

- Agreement start date 01 November 2010
- Agreement end date 31 October 2013

The EduServ Microsoft Master Campus Agreement opens up the preferential pricing that may be obtained by sites with over 3,000 FTE Staff under Campus to all sites regardless of FTE count. This represents a saving of around 7% for Desktop Campus, Office, Core CAL, Enterprise CAL and Windows Upgrade licences – which are effectively the “core” products under the scheme.

EduServ has pre-tendered resellers for this agreement to ensure transparency of pricing and to allow all the Community to enjoy the benefits of aggregated purchasing.

Your responsibilities under this agreement are otherwise unchanged from signing an agreement directly with Microsoft. You are not jointly responsible for the actions of any other participant site.

This is a three year agreement running from 1 November 2010 to 31 October 2013. At whatever point you join the agreement, your contract will run for either one or three years. The advantage of choosing the three year option is that prices will be fixed for the three years.

The Chest fee to join this agreement is £360 per annum or £240 per annum for sites with less than 250 FTE staff. For sites that pay the whole Chest fee for the agreement on joining there will be a 20% discount.

If you wish to take advantage of this agreement please complete the following:-

- EduServ Microsoft Campus Participation Agreement Participation Form (Download PDF, 559 Kb)
- A purchase order to EduServ for the Chest Fee

### Added value services to Viglen customers under the EduServ Agreement

Viglen Services Division is the software licensing, consulting and training arm of Viglen.

VSD is borne out of a highly successful software licensing business that has built up over the past twelve years. Our software team is the most stable in the industry and its members are recognised experts in their field. However, their experience in other areas of the IT industry has enabled us to create a “jigsaw” effect with a number of different business units comprising the pieces that make up the overall picture.

As a Microsoft Gold Partner and leading software reseller in the Education sector, our team works with you to identify, adopt and deploy innovative technology. Our range of services are designed to help you reduce risk and to give you access to some of the most experienced personnel in the industry. This combination gives you the resources to help optimise any stage of your technology project.

Our aim is to provide our customers with access to easy-to-use, feature-rich, industry standard software at affordable prices, and more importantly with the complexities of vendor licensing programmes taken care of by our experts.

Customers wanting to develop creativity within their organisations need look no further than Viglen. We can provide software solutions that enable you to stay productive and maintain that competitive edge. We have a product portfolio that encompasses software products packaged and priced specifically for each sector. These products are available across a range of different vendor licensing programmes and can include single or multi product volume licences, annual site licences, flexible licences for networks or classrooms. They can be perpetual or annual subscriptions.

Regardless of your size of budget, we have solutions that can be tailored to meet your needs. Our flexible approach to your licensing requirements, and our extensive knowledge of the programmes on offer from a multitude of vendors, can help you reduce administration costs, provide your staff and students access to a diverse range of products and meet the needs of the most demanding users.

We are an accredited supplier under the OGC Buying Solutions Educational Software Framework Agreement.



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### Pricing from Viglen Software Licensing

Contact the Viglen Licensing Team for the latest pricing. Tel: 01727 201 890 | Email: [softwarelicensing@viglen.co.uk](mailto:softwarelicensing@viglen.co.uk)

Whether it's simply Microsoft Office, Adobe Acrobat or more specialist software solutions such as HelpDesk Services from ManageEngine or Application Streaming Solutions from Software2, our Software Licensing Team have the resources, the expertise, the partnerships and the time to help you identify what product(s) best suit your requirements.

Our strategic, high-level partnerships with some of the worlds leading software publishers place us in the ideal position to identify a range of programmes and products that may meet your needs.

In keeping with the current trend of reducing your carbon footprint on every-day life, we're also working with some of the key vendors offering software products that save money, save energy and ultimately save the environment. These types of product offer vital tools in the fight against climate change and the ever increasing energy costs that dominate both our business and home lives. Even something as simple as software can make a difference!

## Strong Partnerships, Strong Services

So what can you expect if you purchase your software licences from Viglen?

- Access to a wide ranging portfolio of products and programmes from the world's major software publishers
- Tailored Pricelists
- Assistance in implementing new technology i.e. Windows 7 & Office 2010. Viglen are the only UK Company to have identified the need for customer training around the anti-piracy measure from Microsoft – Volume Activation Technology. We have designed and delivered a successful technical training course to assist customers in not only deploying Windows 7 and Office 2010 but setting up their internal infrastructure to activate the software as well
- You benefit from the long standing expertise of our staff. In the Education sector in particular, some of our staff have over twenty years experience of negotiating and deploying multiple vendor framework agreements. They are widely considered by many academic institutions (and vendors alike) as some of the top licensing experts in the UK
- An ability and willingness to research and procure on your behalf, software products that may fall outside the “norm” of ours (and other suppliers’) portfolios
- You can reduce over-complicated, over-expensive licensing because our personnel work with you to identify the very best match for your needs. We not only listen, we hear!
- You benefit from up-to-the minute product and programme advice. Regular e-bulletins and e-newsletters keep you in the picture
- For programmes such as Microsoft Campus, School Agreement and Select you benefit from a range of bespoke Handbooks written by our team of experts. These Handbooks have been updated over the years to keep customers up-to-date with everything they need to know about the particular programme they have purchased under
- Our mature service provision is based on best practice including PRINCE2, OGC's IT Infrastructure Library ITIL (ISO2000) and Becta's Framework for ICT Technical Support (FITS). Our services are designed to help you reduce risk and accelerate deployment, and to give you the right resources to help you optimise solutions for any stage of your infrastructure lifecycle
- Software Asset Management solutions. We understand the need for organisations to have a clear picture of their business assets and have relationships with key SAM vendors accordingly. For example we can provide perpetual or subscription licences for Parago and ManageEngine, products specifically designed and priced for SAM provision in the academic sector
- Free of charge technical support (Email based) on an “all reasonable endeavours” basis for Microsoft products purchased under Campus and/or Select agreements held with Viglen. This support excludes operating systems where PCs/Laptops have been purchased from another OEM

**Viglen Limited, VHQ, 7 Handley Page Way, Old Parkbury Lane, Colney Street, St. Albans, Hertfordshire AL2 2DQ**

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MS EduServ Campus Agreement 2011-03



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### “Consultancy without Compromise”

You've purchased the licences now let us return the favour, or more importantly provide the “return on investment”.

What's included:

- Software Licensing Help Desk – Qualified staff will answer questions concerning:
  - o Pricing & Availability
  - o Programme Eligibility (i.e. Academic pricing guidelines)
  - o Product Information
  - o Product Support Lifecycle
  - o Financing options available
  - o Effective licensing of products you require – including guidance around:
    - o Server & Application Virtualisation
    - o Servers
    - o Client Access Licences
    - o External Connectors/Internet Licences/Per Processor Licences
    - o Student & Alumni access
    - o Work @ Home / Home Use Programmes
    - o Software Assurance Benefits – assistance in the administration and deployment across the enterprise
    - o Interoperability
    - o Customer portals i.e. Microsoft VLSC
    - o Volume Licence Keys & Product Activation
    - o Multi-lingual Licence Usage
    - o Operating System Licensing (including OEM)
    - o Product Licence Transfer – merger and acquisition expertise and assistance in the administration of licence transfers
    - o Growth and Migration strategies with guidance around eligible/possible upgrade paths
    - o Contract preparation and negotiation on your behalf
    - o Re-imaging Rights
    - o Concurrency
- Proactive management/activity reporting i.e. Work @ Home purchases, Student purchases, licence usage etc.
- Licence workshops for you and your staff, held on-site, at academic locations across the UK or at Viglen's HQ.
- Dedicated account management, both office-based and external.