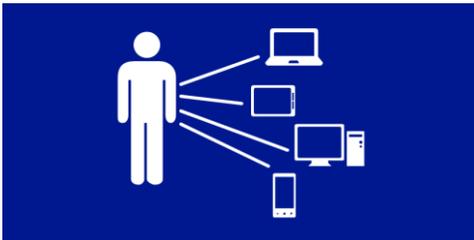


Windows Server CAL Types

A server CAL (Client Access License) is a required license that gives the right to access services from Microsoft server software. Every user or device that accesses or uses the server software requires the purchase of a Windows Server CAL.

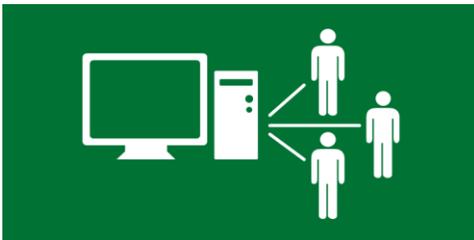
User CAL

Ideal for companies with employees who need to have roaming access to the corporate network using multiple devices, as well as from unknown devices.

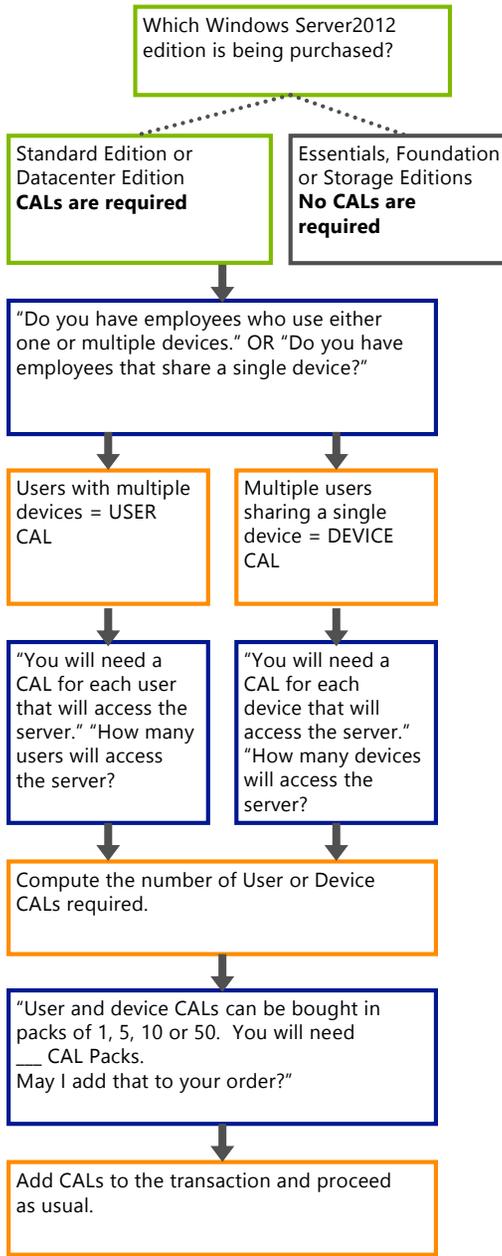


Device CAL

Ideal for companies with multiple users for one device, such as shift workers.



Microsoft Server CAL Call Guide



Windows Server SKU Table

Product	User/Device	Part Number
Windows Server 2012 Client Access Licenses (CALs)		
Windows Server 2012 CALs	1 User	xxx-xxx
	2 User	xxx-xxx
	10 User	xxx-xxx
	50 User	xxx-xxx
	1 Device	xxx-xxx
	5 Device	xxx-xxx
	10 Device	xxx-xxx
	50 Device	xxx-xxx
Windows Server 2012 Remote Desktop Services (RDS) CAL		
Windows Server 2012 RDS CALs	1 User	xxx-xxx
	5 User	xxx-xxx
	1 Device	xxx-xxx
	5 Device	xxx-xxx
Storage		
Windows Server 2012 Storage Standard (unlimited connections)	No CALs required	xxx-xxx

CAL FAQ

1 Are CALs included with my new Windows Server?

No. CALs are sold separately.

2 What is the difference between a Server license and a CAL? Why do I need both?

The Server license gives the license holder the right to install and use the server software. The CAL grants the right for a device or user to access the server software. This offers license affordability to organizations of all sizes.

3 When do I need to acquire a CAL?

A CAL is required when a user or device accesses or uses the server software. If access is through the Internet and is unauthenticated (as at a public website), a CAL is not required.

4 Can I use a device CAL and a user CAL to access the same server?

Yes. Device and user CALs, as well as Remote Desktop Services device and user CALs, can be used to access the same server.

5 Is each CAL "tied" to a specific user or device?

Yes. CALs must be assigned to specific users or devices. If a user leaves the company or a device is retired, the CAL can be reassigned.

6 I have some extra CALs from an older version that are not being used. Can I apply these to servers running a newer version?

No. CALs must be the same version as—or a more recent version of—the server software they are accessing.

Quick Reference Guide

A small office with 15 users buys a server installed with Windows Server 2012 Standard.

Need to purchase a Windows Server 2012 CAL for every user/device: 15 CALs

Windows Server 2012 - Standard Edition	Price*: \$882
(3) Packs of 5 Windows Server 2012 CALs	Value of CALS: \$xx* added to the sale

*Pricing shown is ERP. Specific CAL pricing varies, please check appropriate price lists.

Resources

Visit Microsoft OEM Partner Center for more information about Windows server CALs and licensing
<http://www.microsoft.com/oem>

Visit Microsoft OEM Training Zone for more information about Windows server CALs and licensing
<http://www.microsoft.com/oem>

Visit Microsoft Volume Licensing, About Licensing for more detailed CAL information
<http://www.microsoft.com/licensing/about-licensing/client-access-license.aspx>

Windows Server® CAL Quick Reference Guide



CAL Up!

Selling server CALs with a Windows Server at the point of purchase should be a standard part of a server sale transaction.

Tips on selling Windows Server CALS with every Windows Server sold.

Why is it important to you?

Increase your deal sizes and boost your sales revenues to help meet your sales goals.

Business partners benefit from an enhanced customer-seller relationship, and reap the financial rewards that come from the deal.

Why is it important to your customers?

Ensures that all your customers' users and devices are in full legal compliance with Microsoft licensing.

Provides customers with scalable pricing and seller solutions.

Promotes good customer relations.