

FAQs | Academic VL Certifications

EXPANDED ACADEMIC CERTIFICATION SKUs AND PRICING – January 2017 Launch

For Partner Audience

Revision Date: December 2016

Frequently Asked Questions

Q: What is changing in Volume Licensing (VL) Certification?

A: The following changes in VL Certification will be effective January 1, 2017:

Academic Certifications in VL			
VL Cert Product Description	VL Cert Catalog Name	EES SKU*	ERP - Tier 1
Launches January 1, 2017			
MOS-MTA-MCE CERT SITE LIC COMBO 500	Certification in Acdmc VL Fee MVL MOS-MTA-MCE CertSiteLic Cbo500	H5T-00017	\$3,995 USD
MOS-MCE CERT SITE LICENSE COMBO 125	Certification in Acdmc VL Fee MVL MOS-MCE CertSiteLic Combo 125	H5T-00014	\$2,895 USD
Launches January 1, 2017 w / 25% discount promo - 9 mos. (valid through September 2017)			
MTA-MCE CERT SITE LICENSE PROMO 125	Certification in Acdmc VL Fee MVL MTA-MCE CertSiteLic Promo 125	H5T-00023	\$2,171 USD
Reflects 10% price increase January 1, 2017			
30 Exam MCP Class Pack License	CrtfctnAcdmcVL Fee OLV E Each Acdmc AP MCPCertPk(30)	H5T-00003	\$2,375 USD
Retiring January 1, 2017 - except for current EES agreements			
500 Exam MOS Site License	CrtfctnAcdmcVL Fee OLV E Each Acdmc AP MOSCertSitePack(500)	H5T-00006	\$3,647 USD
250 Exam MTA Site License	CrtfctnAcdmcVL Fee OLV E Each Acdmc AP MTACertSitePack(250)	H5T-00009	\$2,741 USD
*Also impacts comparable SKUs in OVS-ES			

ADDED: 4 New SKU Offers

1. New “MOS-MTA-MCE Cert Site Lic Combo 500” SKU replaces the current 500 MOS Cert VL SKU. This new SKU will enable customers’ broader choice inside the existing, cost-effective value of a site license.
2. New “MOS-MCE Cert Site License Combo 125” SKU. This new SKU addresses customer demand for smaller site license exam quantity with a combination of certification exam types.
3. New “MTA-MCE Cert Site License Combo 125” SKU. This new SKU accommodates a smaller site license exam quantity and flexible usage of certification licenses.
4. **Introductory Offer – (9 Months only):** New “MTA-MCE Cert Site License Promo 125” SKU, to drive momentum of MTA/MCE. This is a promotional SKU for this product with a 25% price discount as an introductory offer for the first 9 months in market.

CHANGED:

- The current 30 MCP Cert VL SKU will remain the same; however, a 10% price increase will be applied to align to recent commercial MCP price increases.

RETIRED:

- The current VL Certification MOS Certification Site Pack (500) and MTA Certification Site Pack (250) will be removed from the pricelist effective January 1, 2017. These SKUs will remain active and orderable off-pricelist to support legal obligation on existing active VL agreements (EES – Campus3/School3 and OVS-ES)

Q: What is the difference between the “MOS-MTA-MCE Cert Site License Combo 500” and the two Cert Site License Combo 125 SKUs?

A: The “MOS-MTA-MCE Cert Site Lic Combo 500” can be used for any combination of the MOS/MTA/MCE exams. There are two different types of the 125-unit site license SKUs:

- MOS-MCE Cert Site License Combo 125 – this excludes MTA
- MTA-MCE Cert Site License Combo 125 – this excludes MOS

Q: My customer has purchased the MTA-MCE Cert Site License Combo 125 but wants to use some of their licenses for MOS exams. Is this permitted?

A:No. To use a site license SKU for MOS exams, the customer needs to purchase either the “MOS-MTA-MCE Cert Site Lic Combo 500” SKU or the “MOS-MCE Cert Site License Combo 125” SKU.

Q: Why is the “MOS-MTA-MCE Cert Site Lic Combo 500” SKU only available for 500 units? My customer wants to purchase this multipack to have exam flexibility, but doesn’t need 500 licenses.

A: We created the MOS-MTA-MCE Cert Site Lic Combo 500 product based on feedback from customers wanting to purchase bulk exam quantity. For those customers who need smaller volumes of exams we have made the two different 125 exam quantity SKUs available to address this: the MTA/MCE combination or the MOS/MCE combination.

Q: Why have you removed the 250 Cert MTA/MCE SKU?

A: Feedback to us from customers indicated institutions want to be able to buy in smaller volumes to meet their institution needs. For those who need bigger volumes we have introduced the new “MOS-MTA-MCE Cert Site License Combo 500” SKU which can be used across all 3 exam types - MOS, MCE and MTA. Microsoft is hoping to meet our customers’ unique requirements by also making the site licenses available in smaller volumes.

Q: My customer doesn’t want to buy the “MOS-MTA-MCE Cert Site Lic Combo 500” SKU. They just want to buy a 500-exam quantity MOS SKU. Is that permitted?

A: Yes. The “MOS-MTA-MCE Cert Site License Combo 500” SKU is flexible. There is no restriction on which exam types need to be allocated, so a customer can order the new “MOS-MTA-MCE Cert Site License Combo 500” SKU and use all 500 exams for MOS exams only.

Q: My customer just purchased one of the older SKU versions (500 or 250) and wants to exchange it for one of these new SKUs. Is that permitted?

A: No. We cannot exchange previously purchased exam SKUs.

Q: What are the released MOS Exam titles for Office 2016?

A:

[New Microsoft Office 2016 \(MOS\) Exams](#)

Exam	Title and Exam focus	What’s New
77-725	Word 2016: Core Document Creation, Collaboration and Communication	Exam Released and Curriculum in OneNote
77-726	Word Expert 2016: Creating Documents for Effective Communication	Exam Released and Curriculum in OneNote
77-727	Excel 2016: Core Data Analysis, Manipulation and Presentation	Exam Released and Curriculum in OneNote
77-728	Excel Expert 2016: Interpreting Data for Insights	Exam Released and Curriculum in OneNote

77-729	PowerPoint 2016: Core Presentation Design and Delivery Skills	Exam Released and Curriculum in OneNote
77-730	Access 2016: Core Database Management, Manipulation, and Query Skills	Exam release in November 2016
77-731	Outlook 2016: Core Communication, Collaboration and Email Skills	Exam Release October 2016

Q: What are the released MTA Exam titles?

A:

[Microsoft Technology Associate \(MTA\) Exams](#)

Academic Exams		What's New
98-349	Windows Operating System Fundamentals	Updated exam OD in August 2016 and curriculum in December 2016
98-361	Software Development Fundamentals	MOAC Curriculum available in OneNote Oct 2016
98-364	Database Fundamentals	MOAC Curriculum available in OneNote Oct 2016
98-365	Windows Server Administration Fundamentals	Exam OD and curriculum update in 2017
98-366	Networking Fundamentals	Updated exam OD in September curriculum in December 2016
98-367	Security Fundamentals	Updated exam OD in Aug and curriculum in December 2016
98-368	Mobility and Devices Fundamentals	Updated exam OD and curriculum June 2016
98-369	Cloud Fundamentals	Updated exam OD in June 2016 and MOAC curriculum in Oct 2016
98-375	HTML5 Application Development Fundamentals	MOAC Curriculum available in OneNote Oct 2016
98-380	Introduction to Programming with Block-Based Languages	New exam in 2017 and CCGA curriculum

Q: What is the MCE Exam title and number?

A:

[Microsoft Certified Educator \(MCE\) Exam](#)

62-193 Microsoft Certified Ed

62-193	Microsoft Certified Educator	Exam Update in progress releasing in 2017
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Q: Will the pricing for the new SKUs be tiered by World Bank?

A: The pricing is aligned with standard VL pricing waterfall for corresponding SKUs. Official prices beyond Tier 1 US market will be available after December 1, 2016.

Q: What is the Academic discount compared to Commercial exam rates?

A: Academic discount compared to Commercial exams varies by country.

Q: Why is the price higher for these New SKUs?

A: The 500-unit 'MOS-MTA-MCE' Site License can be used for any of the MOS/MTA/MCE exams, which provides a higher level of value and flexibility for the customer to decide which exams to choose. This added flexibility is the primary driver for a higher price. In addition, for customers looking for lower priced product, we are also introducing smaller SKUs with 125 exams for either

MOS/MCE combo or MTA/MCE combo. For the first 9 months following launch (from January 1 through September 2017), the MTA/MCE 125 combo will be available at a 25% discount.

FAQs on Purchasing Exams through VL

Q: What is the difference between the exams my customer purchases directly from Certiport and the exams they buy from Microsoft?

A: There is no difference in the Academic exam licenses that are purchased from Microsoft or from Certiport/Pearson VUE. Certiport/Pearson VUE are the authorized Microsoft exam providers. Any exam licenses purchased through VL with Microsoft will be redeemed through the Certiport testing portal setup by your institution. Microsoft offers the additional convenience of purchasing site license SKUs for exams through the customer's existing VL Agreement structure to allow for ease of ordering and billing.

Q: My customer wants to repurchase the old 250 cert MTA/MCE SKU at the previous price they paid for it. How do they do this?

A: If the VL Agreement on which the customer previously purchased the older SKU is still active, the customer can work with you, their Partner, to order the previous SKU ID on that same Agreement. However, it is not possible to purchase the older SKUs when the customer extends their existing VL Agreement or signs a new VL Agreement.

Q: My customer wants to repurchase the old 500 unit MOS SKU at the previous price they paid for it. How do they do this?

A: If the VL Agreement on which the customer previously purchased the older SKU is still active, the customer can work with you, their Partner, to order the previous SKU ID on that same Agreement. However, it is not possible to purchase the older SKUs when the customer extends their existing Agreement or signs a new VL Agreement.

Q: My customer purchased exam licenses through Microsoft VL. How do they get their exams?

A: MOS/MTA/MCE exams are all delivered by Certiport. If the customer has purchased any of these exams, once the order has been received the customer will receive an email from Certiport confirming their order and instructing them to assign their purchased licenses to testing location(s) in the Certiport portal.

If the Customer has purchased the MCP 30-pack bundle, they will receive their exam vouchers through email. These can be redeemed at any Pearson VUE testing centre.

FAQs on Conversion of Site License to Exam vouchers

VL customers who purchase 50 or more of the "MOS-MTA-MCE Cert Site License Combo 500" SKU site licenses have the option to convert up to 25% of their site licenses to vouchers (conversion rate of 5:1 or 20%) within 60 days of purchase. This is a one-time conversion and is only available with this "MOS-MTA-MCE Cert Site License Combo 500" SKU.

Conversion Calculation based on 5:1 Ratio: 1 license (for 500 possible exams vouchers) = 100 vouchers.

Example: If 100 "MOS-MTA-MCE Cert Site Lic Combo 500" SKU site licenses are purchased, up to 25 licenses (25% of total licenses) could be converted to vouchers. The conversion rate

is 5:1, meaning every 1 license will convert to 100 vouchers. In this example, if 25 licenses are converted to vouchers, the result will be 2,500 vouchers, with 75 site licenses remaining. The 25 licenses used in the conversion are consumed and taken from the account.

Q: What does it mean to convert a site license SKU to exam vouchers?

A: A Site License is purchased for a single school where exams are placed in stock associated with the test centre for that specific school. Exam vouchers can be distributed across the school and exam candidates are not restricted to a single school testing centre. Therefore, the ability to convert Site Licenses to Exam Vouchers supports the needs of smaller schools in the district who are not able to purchase the site license volumes or justify the requirement to set-up specific testing centre in their location.

Q: Why does my customer have to spend 5 licenses to get 1 voucher?

A: A site license is intended for a single school to have enough exams for the entire year and candidate pool. Since candidate populations differ, the 500 license was created to ensure the vast majority of schools would have enough exams.

A site license is limited to one location, whereas vouchers can be used at different locations and spread across schools in quantities that can be consumed at each school. Through proper planning, this conversion option allows for both large and small schools to have their candidates tested.

Q: Can my customer partially convert a license SKU? They have already used 100 licenses from one of their SKUs but want to convert the rest to exam vouchers?

A: Yes, but only if the conversion is completed within the 60-day period following the purchase and the customer is converting no more than 25% of their original purchased quantity. All licenses converted must be unused.

Q: How does my customer convert a license SKU to exam vouchers?

A: The customer initiates the process with their Certiport VL Deployment Manager by declaring how many licenses will be converted, and signing an agreement to the conversion and to the voucher usage requirements. Vouchers will then be placed in a distributor account administered by the Certiport VL Deployment Manager. The Certiport VL Deployment Manager will place vouchers at testing locations as directed by the customer. The expiration date for vouchers and licenses will remain at 12 months from purchase.

Q: Is the limit of 50 or more of the 500 SKU site licenses cumulative? Can my customer count all their previous purchases towards this limit?

A: No. This option is available only for purchases that occur from January 2017 and forward, and do not include any previous purchases.

Q: Can my customer convert the licenses from the 125-unit SKUs into exam vouchers?

A: No. This option is only available on the 500 unit VL SKU.

