Windows Server CAL Types

A server CAL (Client Access License) is a required license that gives the right to access services on a Windows Server. Windows Server Standard and Datacenter editions require Windows Server CALs for every user or device accessing a server.

**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.

**RDS CAL - Remote Desktop Services CAL**
Ideal for companies with users who need to access programs or the full desktop remotely.

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Microsoft Server CAL Call Guide

Which Windows Server 2012 edition is being purchased?

- Essentials, Foundation or Storage Editions

**No CALs are required**

```
"Do you have employees who use either one or multiple devices."
OR
"Do you have employees who share a single device?"
```

- Users with multiple devices = USER CAL
- Multiple users sharing a single device = DEVICE CAL

```
“You will need a CAL for each user who will access the server.”
“How many users will access the server?”
```

```
“You will need a CAL for each device that will access the server.”
“How many devices will access the server?”
```

```
Compute the number of User or Device CALs required.
```

```
“User and device CALs can be bought in packs: 1, 5, 10, 50, 100
You will need ___ CAL Packs. May I add that to your order?”
```

```
Add CALs to the transaction and proceed.
```
## CAL FAQ

<table>
<thead>
<tr>
<th>Q</th>
<th>A</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td>Do Windows Server 2012 R2 CALs exist?</td>
</tr>
<tr>
<td></td>
<td>No. CALs are not re-versioned when an R2 version ships. Windows Server 2012 CALs are the proper license for Windows Server 2012 R2 clients.</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td>Are CALs included with my new Windows Server?</td>
</tr>
<tr>
<td></td>
<td>No. CALs are sold separately.</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>What is the difference between a Server license and a CAL? Why do I need both?</td>
</tr>
<tr>
<td></td>
<td>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.</td>
</tr>
<tr>
<td><strong>4</strong></td>
<td>When do I need to acquire a CAL?</td>
</tr>
<tr>
<td></td>
<td>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.</td>
</tr>
<tr>
<td><strong>5</strong></td>
<td>Can I use a device CAL and a user CAL to access the same server?</td>
</tr>
<tr>
<td></td>
<td>Yes. Device and user CALs, as well as Remote Desktop Services device and user CALs, can be used to access the same server.</td>
</tr>
<tr>
<td><strong>6</strong></td>
<td>Is each CAL “tied” to a specific user or device?</td>
</tr>
<tr>
<td></td>
<td>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.</td>
</tr>
<tr>
<td><strong>7</strong></td>
<td>I have some extra CALs from an older version that are not being used. Can I apply these to servers running a newer version?</td>
</tr>
<tr>
<td></td>
<td>No. CALs must be the same version as—or a more recent version of—the server software they are accessing.</td>
</tr>
<tr>
<td><strong>8</strong></td>
<td>What CALs are needed for Remote Desktop Services?</td>
</tr>
<tr>
<td></td>
<td>Remote Desktop Services requires a Windows Server CAL and an RDS CAL for each user/device.</td>
</tr>
</tbody>
</table>

## Windows Server® CAL Quick Reference Guide

A small office with 15 users buys a server installed with Windows Server 2012 R2 Standard.

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

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>(3) Packs of 5 Windows Server 2012 CALs</td>
<td>Value of CALS: $xx* added to the sale</td>
</tr>
</tbody>
</table>

*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

How to activate RDS CALs
Remote Desktop Services Client Access Licenses (RDS CALs) are the only CALs that require activation.

## CAL Reference Guide

### Selling Client Access Licenses (CALs)

Best Practice for Sellers: CALs are most commonly sold with Windows Server at the point of purchase.

**Simple tip on selling Windows Server CALS**

Make selling CALs a standard part of every Windows server transaction.

**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.