# A Comparison of Cisco Unified Workspace Licensing and Microsoft Licensing

When competing with Microsoft, a Cisco Unified Workspace Licensing (CUWL) conversation with your customer can give them a reason to choose Cisco Unified Communications and contain Microsoft to what they do best: desktop software. This conversation can have several benefits:

- It can prevent you from having to fight future battles over Unified Messaging and Voicemail.
- It can open the door to an applications conversation and show your customer why Cisco is better.
- You may be able to show the customer where they can save costs on Microsoft licensing agreements.

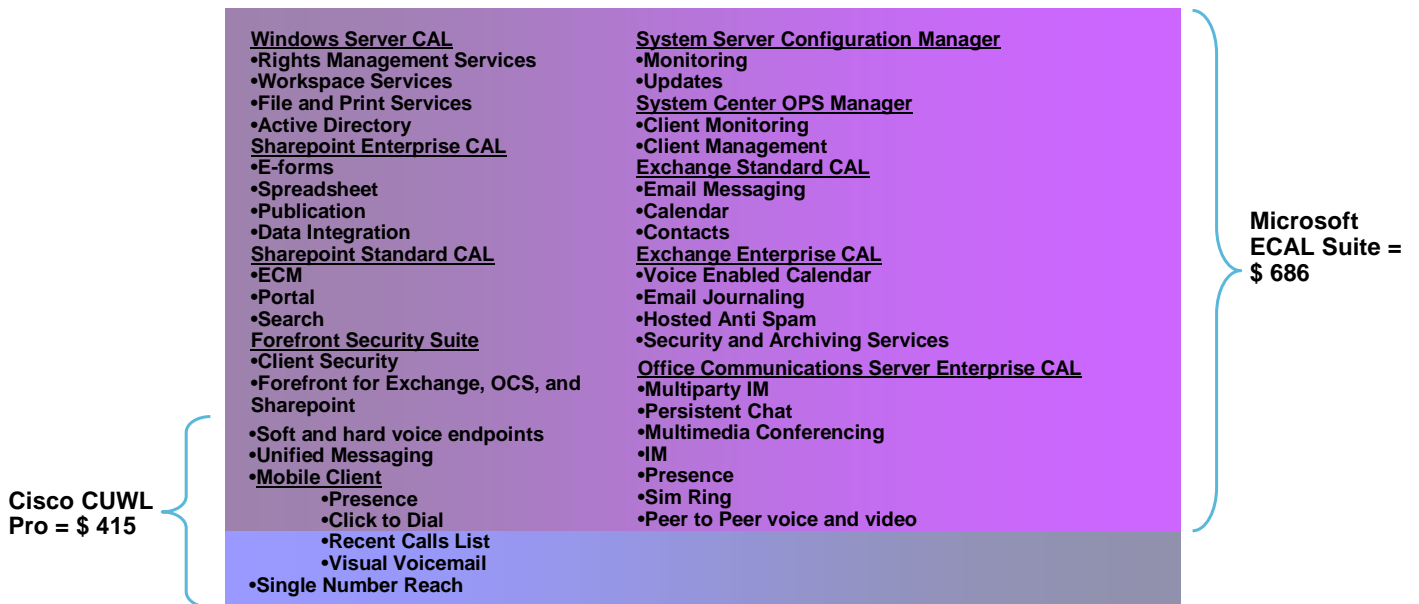The Cisco Microsoft Situation room sees hundreds of cases and it recommends the following:

- Be careful comparing CUWL to Microsoft Licensing. They cover completely different features and applications and could drag you into a conversation about the value of applications we don't provide. Ensure the customer knows there is not a direct comparison to CUWL and Microsoft Licensing.
- Instead, use the CUWL conversation to show the following:
  - How easy licensing is with Cisco. Microsoft licensing is complex, and many customers can end up paying for software they never use.
  - How the Cisco bundled applications can benefit the customer's business. CUWL can also provide investment protection because customers receive new applications at no additional cost.   This may be a huge differentiator when describing the difference between Cisco and Microsoft.
  - Why the customer may not have to purchase a costly and possibly unnecessary Microsoft licenses: The Enterprise Customer Access License (ECAL), Enterprise Customer Access License Suite (ECAL Suite) or Microsoft Enterprise Licensing Agreement. See the topic called Microsoft Licensing FAQs for more detail.

Although the Situation Room recommends caution when comparing CUWL to Microsoft Licensing, here are some of the differences between CUWL PRO and Microsoft's Enterprise Customer Access License Suite:

- ECAL Suite is a bundle of software with Enterprise Customer Access Licenses (CAL). This is an additional upgrade and expense from the Core CAL Suite that has Standard Customer Access Licenses. An Enterprise CAL is required to get most key Unified Communications Features.
- This is not a direct comparison between CUWL Pro and Microsoft's ECAL. In fact, from the picture it looks like Microsoft licensing contains more. But, this isn't really true. It looks like more because most of the software contained in the ECAL exists for Windows software applications with just a few new Unified Communications features. For example, it has licensing for Windows Server, SharePoint, and an e-mail server (Exchange 2007).  CUWL is entirely focused on Unified Communications, so there is not a direct comparison.

- Note: The ECAL contains licensing for the following Unified Communications Applications:
  - Unified Messaging (Exchange 2007)
  - Call Control (OCS 2007)
  - Presence (in MOC)
  - Microsoft Office Communicator (MOC. Our version is CUPC.)
  - Multimedia Conferencing (LiveMeeting)
  - Communicator Mobile (CoMo)
- One key thing to point out is that this is the Enterprise CAL Suite. There is also a Core CAL Suite that is half the price. It does not provide most of the key Microsoft Unified Communications Features.  So, a customer could get CUWL Pro and the Core CAL Suite. This would mean using Cisco for Unified Communications and Microsoft for what they have always used them for in the past. And, the customer could benefit from Cisco's tight integration with Microsoft.

# Bundled Licensing Comparison



**Windows Server CAL**
•Rights Management Services
•Workspace Services
•File and Print Services
•Active Directory
**Sharepoint Enterprise CAL**
•E-forms
•Spreadsheet
•Publication
•Data Integration
**Sharepoint Standard CAL**
•ECM
•Portal
•Search
**Forefront Security Suite**
•Client Security
•Forefront for Exchange, OCS, and Sharepoint

•Soft and hard voice endpoints
•Unified Messaging
•Mobile Client
  •Presence
  •Click to Dial
  •Recent Calls List
  •Visual Voicemail
•Single Number Reach

**System Server Configuration Manager**
•Monitoring
•Updates
**System Center OPS Manager**
•Client Monitoring
•Client Management
**Exchange Standard CAL**
•Email Messaging
•Calendar
•Contacts
**Exchange Enterprise CAL**
•Voice Enabled Calendar
•Email Journaling
•Hosted Anti Spam
•Security and Archiving Services
**Office Communications Server Enterprise CAL**
•Multiparty IM
•Persistent Chat
•Multimedia Conferencing
•IM
•Presence
•Sim Ring
•Peer to Peer voice and video

**Microsoft ECAL Suite = $ 686**

**Cisco CUWL Pro = $ 415**

To review: Don't focus on a comparison of CUWL vs. Microsoft Licensing. Instead focus on:
- How Cisco makes things easier
- The business benefit of Cisco applications
- Tight integration with Microsoft, which possibly makes their Enterprise Licensing upgrades and associated costs unnecessary.

This can make your life easier in future customer conversations, open the door to Cisco applications, and provide your customer with the business transformational benefits of a unified workspace.