

DRAFT. Tuesday Licensing meeting, Orlando Fla, 18 October 2005

STAT / MATH

Statistical packages (SPSS, SAS, etc):

Re: SPSS license issue and price increase of 70-100%. Gartner provided advice re: similar situation with Jennzabar and the fact that a coalition of universities were able to modify price increase policy.

Web page set up is www.msd.uga.edu.

Assumption on vendor part is that there is wider spread use of these packages than there is.

SAS vs SPSS. SAS was much more reasonable than they have in the past - possibly due to pressure from this group.

SAS concurrency use issue - is SAS not accepting the most common definition of concurrent use?

SPSS - terms of agreement are not conducive to distribution on campus. Not just price issue. Make it easier for academic use.

Annual license pricing increase of over 100% -- talk of potentially separating dept individual, academic, and research and treating them differently.

With vs. 12, you could use at home - with version 13, no such provision.

We will count on GA to lead this discussion. Larry Pounds: Univ of GA System, see URL above.

Is SPSS having financial problems? Reevaluating pricing due to public corporation? Gartner agreed that anything above 10% is not appropriate.

Installation issues, too - too difficult to install.

Looking for alternate solution to SPSS given these problems.

SAS license based on # of operating systems. Still charging full price for Mac license but they are not providing upgrades of Mac versions.

STAT may be more cooperative as an alternative.

S+ issue with registrations in order to get download codes - not friendly for student distributions - S+ would not provide codes for student downloads - so paying faculty price for student.

Do we need to collaborate via consortiums? The way to fight back is for us to band together, like SPSS.

CMS

Blackboard and WebCT merger - what are implications for software license? Vendors are holding meetings this week at Educause to enlighten. No other discussion items.

MICROSOFT

Issue of classification of students and student workers increases FTE count - in campus agreement. Intentional? Is it negotiable?

(Note: PC here means personal computer and is not limited to Wintel). MS spokesperson says the intent is that all campus employees would be included - consistent for a few years. Miscommunication where it said student employees would be counted as part time staff - in marketing materials. Student employees would be counted for FTE purposes. If someone is a student and who is an employee, and this person has a space as an employee, then this person is counted twice. But traditionally we have counted student employee as one. The rules around employees still apply. Exclude non-computer users. If student employee not using a personal computer, then they do not have to be counted. Some employees that use PCs, the use is just for logging in or basic management - not really using PCs.

Response from univ attendee is, how can we track whether a student is a PC user or not in his or her job? Look to do via categories of workers is the most common method to classify workers - whether they are PC users or not.

These same people are eligible for work at home, according to MS spokesperson.
Responsibility of institution to communicate to users what rights they have to use software

Will Microsoft be changing the media for OS to be upgrade bits only (versus full media)? No, student and employee work-at-home media will not be changed and be left with full bits.

How does one handle the issue of personal use wrt work-at-home policy of Microsoft? MS advice is to align software use for personal use with the rules in terms of use of property as to the campus policy for other types of property. Whatever allowed at office is allowed at home.

LINUX

Disk given to incoming students - hard to find information about open source licensing, who should she talk to? . Firefox example: go directly to them. If open source organization, may be better to talk to the organization. Advice is to go to the vendor (RedHat, Novell, etc.)

StarOffice - most interest from people using Unix systems - some "speedbumps" using these office suites wrt interoperability.

Red Hat director for higher ed introduced himself and indicated availability to discuss licensing issues.

FIREWALLS, SECURITY

McAfee "ridiculous" and they are losing share. Symantec not renewing Mac licenses without getting counts of Macs under the license agreement.

Wanted to cover Macs separately - and requested Mac system #s.

McAfee license deal better direct vs reseller. Someone reported the same with Symantec.

McAfee changing license - perpetual license now with annual maintenance fee. Initial cost higher, but long term lower.

For labs, Pirahna, product prevents installation of anything on the machine... Anti-Executable. Nothing can be installed without administrator permission. Keeps out virus and spyware, simplifies protecting systems.

Sophos- Large institution reports - good results - but may be tough to transition from Norton or McAfee -- Looks like McAfee is getting lions share of business. Symantec also.

Also VPN connections -

Microsoft may include Anti-Spyware in next OS.

Many have stopped .exe files coming in - strip them off coming in. Others quarantine files, esp. zip files.

APPLICATION PACKAGES

Question regarding merger of Macromedia and Adobe Systems - what is the implication for hi ed licensing. Merger not complete so no information is available.

Adobe student licensing - any changes? Will it be more flexible? Looking to work with eAcademy - would make it much easier. Negative for Adobe is the minimum 25 purchase, and/or easier/better ways to stock and

upgrade product through the campus reseller. Pain on the 25 minimum order - stock swap could be a solution to the problem. Macromedia just began stock swap program where you can get old versions swapped for new - credit upon receipt of returned merchandise.

Some suppliers are requiring submission of student names (FERPA violation?)- AutoDesk will do 2 yr upgrade - 30 day protection from Adobe if there is a reseller.

Verisign - new program for SSL. Pricing very high. So take a look at EDUCAUSE as it has just done a deal with Verisign to provide special discount to EDUCAUSE members. EDUCAUSE has not ruled out more of these types of arrangements with other vendors.

Macromedia price increase? Sticker shock. Macromedia response is first increase in 8 years, not a trend.

Small price increase annual easier to deal with than a big increase in one year. Better to have small increase more frequently than have to deal with a 70-100% increase in one year.

BEST PRACTICES

Export language in contracts - indicates that you may not put that software in the hands of foreign nationals who are faculty staff and students!? How is this to be interpreted?

Second export issue is taking a package out of the country. One legal counsel has suggested that if product is used in the same way as in US, it may be defensible. In general, a lot of this language would indicate that you can NOT take the software to certain countries or put it in the hands of foreign nationals while at your school.

SAS different reason - they don't want SAS software in other countries because of distribution exclusivities.

Software reseller and the developer/manufacturer point fingers at each other; inconsistent communications and instructions on renewals and maintenance -- and we get stuck in the middle. What to do? Advice is to find another reseller OR do conference call with corp and reseller rep and get instructions in writing.

eAcademy - institutions using them to distribute software other than products they officially represent. eAcademy handles distribution for the campus.

Techniques to keep people in line with site license - to take advantage of the agreements. One strategy is to have reseller refund money to people who purchase products that are being provided under site license agreement (e.g., your Microsoft reseller for a Campus Agreement and Select). Another strategy is to limit the way products can be purchased
- certain purchasing entity or credit card. Want to ensure that the institution is best served by purchasing practices.

Advice on marketing to students with new MS release - Office 12 --

How is software distributed to students and faculty? At one large school
- free stuff on its own site and requires authentication; campus computer store; and then ecommerce site that sells to departments as well as faculty, staff, and students. Others: imaging labs; download servers, Novell system, procurement cards.

MS Consortium policy: if consortium is going to work together if it is an ongoing working group o.k. - vs. a group of schools who are simply banding together to get a lower price.

NERCOMP has an agreement with Adobe to provide lowest pricing possible to its member campuses.

MICTA another association that has some discount agreements for its members.

VA Information Technology Agency - provides consortium buying and extends discounts to VA schools

MISC or more from another topic:

Microsoft: Graduating seniors? What do to about software that they acquire via campus license - impossible to monitor who removes software and who doesn't. Not practical for universities to police it. Students should be provided with information about their rights when they get the license to use and then before they leave. Making it complicated does not serve anyone - is it best to provide a student with a perpetual license and not worry about it?

Contract management? How to keep track of various licenses and contract expirations and key contact names. Some web based packages, but very expensive - suggestion is to post any information on list serve. One campus aligned all their renewal dates so that everything comes due at one point in fiscal year. Most solutions to this problem seem to be homegrown.

Is anyone having any success in polling all the machines to see how many licenses are installed to compare to site license? - very difficult task. Insight helps inform site license management to be able to negotiate lower prices.

Keyserver is most widely used metering software. Concern about liability clause in Keyserver contract - gets them off the hook. Looking for alternatives.

Regards, Marg Knox
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