

Licensing for Small and Medium Businesses

Microsoft Open and Open Value Non-Company Wide Agreements

Volume Licensing

MICROSOFT OPEN LICENSE AGREEMENT

AT A GLANCE...

- ▶ 5 licenses are required to begin an agreement; Software Assurance (SA) counts as a license
- ▶ Two price levels based on points and pools
- ▶ Subsequent orders can be for as little as 1 license and payment is made at that point
- ▶ Perpetual licenses
- ▶ Software Assurance optional
- ▶ 2 year agreement
- ▶ Payment is upfront
- ▶ Licenses are managed at the Volume Licensing Service Center (VLSC): www.microsoft.com/licensing/servicecenter
- ▶ Media should be ordered (or downloaded from VLSC) when licenses are ordered
- ▶ Option available with discounted pricing and one price level for qualifying government organizations

PRICE LEVELS

To qualify for the Open Level C price level for a pool, an organization must have at least 500 points in that pool. Otherwise, they qualify for the Open No Level price level.

- ▶ It is quite possible that an organization will be at different price levels for different pools
- ▶ The price level is set at the start of the agreement, and subsequent purchases are made at that level for the duration of the agreement
- ▶ If it is advantageous, an organization may start a new agreement rather than make additional purchases at the initial price level set

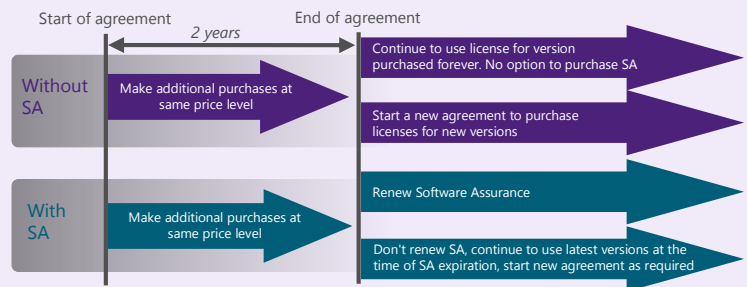
POINTS AND POOLS

Organizations need to split their software requirements into the different pools and then tally the points within each pool to find their relevant price level.

Software Assurance points are calculated at half the License points per year.

Systems	Applications	Servers
Client Operating Systems	Client Applications	Server Operating Systems, Server Applications and CALs
Windows 8.1 Pro (2 points)	Office 2013 Professional Plus (2 points)	Windows Server 2012 R2 Standard (15 points)
	Office 2013 Standard (2 points)	Windows Server 2012 Client Access License (1 point)
	InfoPath 2013 (1 point)	Microsoft SQL Server 2012 Standard 2 pack Core License (125 points)

OPTIONS AT THE END OF THE AGREEMENT



LANGUAGE USE RIGHTS

For organizations needing to change user interface language, SA includes all language capability for Applications and Systems, and is part of the license for Servers and CALs.

MICROSOFT OPEN VALUE NON-COMPANY WIDE AGREEMENT

AT A GLANCE...

- ▶ 5 licenses are required to begin an agreement
- ▶ Perpetual licenses
- ▶ Software Assurance included
- ▶ 3 year agreement
- ▶ One price level
- ▶ Upfront or spread annual payments for initial or subsequent orders
- ▶ Licenses are managed at the VLSC: www.microsoft.com/licensing/servicecenter
- ▶ One copy of media is shipped free on the initial order of every product or can be downloaded from the Microsoft Volume Licensing Service Center web site
- ▶ Option available with discounted pricing for qualifying government organizations

AFFILIATES

Open and Open Value agreements allow customers to share price levels with their legal affiliates throughout a geographic territory. An affiliate organization is one that is owned by the Originating Customer, or owns the Originating Customer, or is under common ownership with the Originating Customer. Ownership is defined as more than 50% ownership.

PAYMENT TERMS

- ▶ Prices are protected for the initial order. The payments can be spread, and the same amount is paid in each subsequent year as the first
- ▶ When products are added, an organization pays for the License and a full year's SA for the year of installation + a full year's SA for each remaining year of the agreement. Spread payments are split equally so that the first installment is paid in the month of installation, and the remainder is due annually for the rest of the agreement

AT AGREEMENT END

At the end of the agreement, an organization is licensed to use the latest version of the software. They must renew or extend the agreement by the agreement end date to keep the SA active.

A renewal leads to a new agreement with a new number generated via eAgreements. New Terms and Conditions apply, and agreements can be renewed as often as required.

An extension has the same agreement number and the existing Terms and Conditions (including price protection) apply. Agreements may only be extended once, by 3 years.

LANGUAGE USE RIGHTS

All language capabilities are included for organizations needing to change user interface language.

- ▶ Further Microsoft Licensing handouts and exams: GetLicensingReady.com
- ▶ Refer to the Microsoft Product List to see which products are available through which Microsoft Volume Licensing programs: <http://www.microsoftvolumelicensing.com/userights/PL.aspx>