

MICROSOFT VOLUME LICENSING

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HOW MICROSOFT VOLUME LICENSING WORKS

Microsoft volume licensing of software makes it easier and more affordable to run software on multiple computers within an organization.

By acquiring software licenses through Microsoft Volume Licensing programs, you only pay for the software license. On the other hand, boxed software (FPP) may include additional components such as media (CDs/DVDs), a user's guide and other packaging items. Eliminating these physical costs and purchasing in volume often reduces cost and provides more customized purchasing options and improved software management.

Depending on the Microsoft Volume Licensing program you choose, you may still receive media plus have the option to acquire media (or supplemental media), documentation and product support separately as needed.

In the case of some Microsoft Volume Licensing programs, you may also purchase Software Assurance. This comprehensive maintenance offering can help you get the most out of your software investment. It combines the latest software with phone support, partner services, training and IT tools. You can choose Software Assurance at the time of purchase and begin using your benefits immediately for the term of your license agreement.

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KEYS TO UNDERSTANDING MICROSOFT VOLUME LICENSING

To choose the optimal approach for your organization, you must first understand the major characteristics of Microsoft Volume Licensing policies and programs. Areas for consideration:

- The size and type of your organization
- The Microsoft products you want to license
- The way in which you want to use those Microsoft products

MS LICENSING IS TAILORED FOR SPECIFIC ORGANIZATIONS

Microsoft tailors volume licensing programs to meet the needs of specific industries such as federal, state and local government, as well as education, healthcare, charities, independent software vendors and service providers.

For more information on Microsoft Volume Licensing, please contact your Insight sales representative or call us today at 1.800.INSIGHT.

MS LICENSING OPTIONS FOR SMALL BUSINESSES:

For smaller organizations, the Open programs provide a simple, cost effective way to acquire the latest Microsoft technology.

With price advantages for volume purchasing, these Microsoft Volume Licensing programs provide convenience and flexibility for small organizations:

- **Open Value:** Optimal for organizations that want to standardize their IT infrastructure and maximize their investment with Software Assurance.
- **Open Value Subscription:** Optimal for organizations that want lower up-front costs and the ability to increase or decrease license count on an annual basis to accommodate changes in desktop PC count.
- **Open License:** Optimal for organizations that want to start using software immediately and pay as you go.

MS LICENSING OPTIONS FOR MIDSIZE AND LARGE BUSINESSES:

For midsize and large businesses Microsoft Volume Licensing programs can support your dynamic IT infrastructure and simplify software license management for your software needs:

- **Open Value:** Optimal for organizations that want to standardize their IT infrastructure and maximize their investment with Software Assurance.
- **Open Value Subscription:** Optimal for organizations that want lower up-front costs and the ability to increase or decrease license count on an annual basis to accommodate changes in desktop PC count.
- **Select Plus:** Acquire the latest Microsoft technology through a pay-as-you-go licensing model, so you can maintain a mixed software environment. Acquire software licenses and services by business unit while realizing volume purchasing advantages as one organization. The agreement never expires and has an optional 36 months of Software Assurance.

- **Select** -Acquire the latest Microsoft technology through a pay-as-you-go licensing model, so you can maintain a mixed software environment. Ability to forecast your license needs over a three year period. Software Assurance is optional.
- **Enterprise Agreement:** Provides cost savings beyond standard license pricing, helps your business standardize IT across the enterprise and includes comprehensive Software Assurance benefits.
- **Enterprise Subscription Agreement:** Provides the benefits of an Enterprise Agreement with lower up-front costs and additional flexibility. Optimal for organizations that want the ability to increase or decrease license count on an annual basis to accommodate changes in desktop PC count.

Microsoft is extending the value of the Enterprise Agreement by creating the EAP and ECI new enrollments.

- **Enrollment for Application Platform:** The Enrollment for Application Platform (EAP) is a flexible cost-effective licensing program for customers standardizing on the Microsoft Application Platform. With the EAP, customers get the latest Application Platform products across their organizations on new and existing deployments with lower up-front costs and savings of up to 40 percent on new IT solutions. EAP is a Microsoft Enterprise Agreement (EA) enrollment for customers who want to simplify licensing, help reduce costs and manage their core infrastructure more efficiently.
- **Enrollment for Core Infrastructure Licensing (ECI)** The Enrollment for Core Infrastructure (ECI) helps you easily acquire the foundation for a protected, well-managed IT infrastructure. ECI offers a cost-efficient way to license the Windows Server operating system, Microsoft System Center server management and Microsoft Forefront Client Security together in a simple per-processor license. ECI is a Microsoft Enterprise Agreement (EA) enrollment for customers who want to simplify licensing, help reduce costs and manage their core infrastructure more efficiently.

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MICROSOFT LICENSING PROGRAMS FOR GOVERNMENT ORGANIZATIONS

Volume Licensing has government licensing offerings for all sizes of eligible organizations with special pricing and terms to better align to the way government organizations acquire software licenses.

MS LICENSING OPTIONS FOR SMALL GOVERNMENT ORGANIZATIONS:

- **Open License for Government** -Optimal for organizations that want to start using software immediately. Acquire licenses through an easy, one-time transaction. Software Assurance is optional.
- **Open Value for Government*** - Offers simplified license management, predictable software costs and spread payments. Software Assurance is included.
- **Open Value Subscription for Government*** - Get the same benefits as Open Value for Government with lower up-front costs. This program provides access to Microsoft software licenses for the term of the agreement through subscription-based licensing. A one-year Open Value Subscription option is also available for eligible government customers.

** NOT AVAILABLE IN SOME COUNTRIES. CONTACT YOUR RESELLER TO CHECK CURRENT AVAILABILITY.*

MS LICENSING OPTIONS FOR MIDSIZE TO LARGE GOVERNMENT ORGANIZATIONS:

- **Enterprise Agreement for Government** -Standardize technology across your organization with the latest Microsoft products. Provides simplified license management with a single agreement, predictable software costs and spread payments. Software Assurance is included.
- **Enterprise Subscription Agreement for Government** -Get the same benefits as the Enterprise Agreement with lower up-front costs. Includes access to Microsoft software licenses only for the term of the agreement through subscription-based licensing. Software Assurance is included.
- **Select Plus for Government** -Acquire Microsoft software licenses and services at any affiliate or department level, while realizing advantages as one organization. Select Plus offers the flexibility to acquire licenses as needed, a single agreement with no specific end date and a single Lead Affiliate customer ID to streamline account management. Software Assurance is optional.
- **Select License for Government** -Acquire the latest Microsoft technology through a pay-as-you-go licensing model, so you can maintain a mixed software environment. Ability to forecast your license needs over a three-year period. Software Assurance is optional.

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MICROSOFT LICENSING PROGRAMS FOR EDUCATIONAL INSTITUTIONS

Microsoft has three subscription licensing offerings for education customers: the Enrollment for Education Solutions (EES), the Campus Enrollment, and the School Enrollment. Each enrollment falls under the Campus and School Agreement, includes Software Assurance and provides Student Licensing options.

MICROSOFT SUBSCRIPTION LICENSING PROGRAMS:

- **Enrollment for Education Solutions (EES)** -The Microsoft Enrollment for Education Solutions provides qualifying academic institutions with assured coverage for desktop platform products and the flexibility to add additional products as needed under a single subscription agreement.
- **School Enrollment** - For primary/secondary schools and preschools that want the simplicity of licensing all products organization-wide and ordering any product for a quantity that matches the annual count of an organization's PCs/devices.
- **Campus*** - Campus Agreements offer affordable, subscription-based licensing for higher education institutions to license the entire organization or just a single department. This annual program is currently replaced by the New EES program, however existing Campus customers can continue to purchase under this agreement for the remainder of their contract term.

MICROSOFT PERPETUAL LICENSING PROGRAMS:

In perpetual licensing programs, you purchase the software licenses, giving your organization rights to the software after the licensing term ends.

- **Open License for Academic** -An easy, cost-effective way for educational institutions with as few as five computers to license Microsoft software. You simply order the number of licenses you need. Software Assurance and physical installation media are available for additional fees.
- **Select License for Academic*** Acquire the latest Microsoft technology through a pay-as-you-go licensing model, so you can maintain a mixed software environment. Ability to forecast your license needs over a three-year period. Software Assurance is optional. It's a transactional program ideal for organizations with mixed software requirements and the ability to forecast license needs over a three-year period. Recommended for midsize educational institutions.
- **Select Plus for Academic*** - Acquire software licenses and services by department or affiliate while realizing volume purchasing advantages as one organization. The agreement never expires and has an optional 36 months of Software Assurance. Recommended for midsize and large educational institutions.
- **YOU CAN ALSO PASS ALONG THE SAVINGS OF VOLUME LICENSING TO YOUR STUDENTS BY INCLUDING A **STUDENT SELECT OR STUDENT SELECT PLUS** ENROLLMENT WITH YOUR AGREEMENT.*

MICROSOFT LICENSING PROGRAMS FOR CHARITABLE ORGANIZATIONS:

Eligible nonprofit organizations can acquire multiple software licenses, rather than multiple software packages, at reduced prices through Volume Licensing. Your organization needs to purchase only one complete software package and enough licenses to cover the remaining number of computers.

- **Open License for Charities-** Easy to understand and administer, Open License for Charities is flexible enough to meet the needs of a broad range of organizations. After an initial order of five or more licenses, you can reorder as few as one license, so you order only what you need.



MICROSOFT LICENSING PROGRAMS FOR HEALTHCARE ORGANIZATIONS:

Get the technology that will help your organization support patient health and safety. Volume Licensing programs are tailored to your organization's size and needs, making it simple to predict and manage license purchases.

MS LICENSING OPTIONS FOR SMALL GOVERNMENT HEALTH ORGANIZATIONS:

- **Open License** -An easy cost-effective license program that allows you to order the number of licenses you need.
- **Open Value** - Offers simplified license management, predictable software costs, and spread payments. Software Assurance is included.
- **Open Value Subscription** Get the same benefits as Open Value with lower up-front costs. This program provides access to Microsoft software licenses for the term of the agreement through subscription-based licensing. A one-year Open Value Subscription option is also available for eligible government health customers.

MS LICENSING OPTIONS FOR MIDSIZE TO LARGE GOVERNMENT HEALTH ORGANIZATIONS:

- **Enterprise Agreement** -Standardize technology across your organization with the latest Microsoft products. Provides simplified license management with a single agreement, predictable software costs and spread payments. Software Assurance is included.

- **Enterprise Subscription Agreement** -Get the same benefits as the Enterprise Agreement with lower up-front costs. Includes access to Microsoft software licenses only for the term of the agreement through subscription-based licensing. Software Assurance is included.
- **Select Plus** -Acquire Microsoft software licenses and services at any affiliate or department level, while realizing advantages as one organization. Select Plus offers the flexibility to acquire licenses as needed, a single agreement with no specific end date and a single Lead Affiliate customer ID to streamline account management. Software Assurance is optional.
- **Select License** - Acquire the latest Microsoft technology through a pay-as-you-go licensing model, so you can maintain a mixed software environment. Ability to forecast your license needs over a three-year period. Software Assurance is optional.

** Some teaching hospitals that are wholly owned by a University may be eligible for Microsoft's Academic pricing. Please check with your MS Licensing consultant before quoting.*

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MS LICENSING OPTIONS FOR SERVICE PROVIDERS, HOSTERS AND APPLICATION AS A SERVICE PROVIDERS AND ISVS

The Service Provider License Agreement: The Microsoft Services Provider License Agreement (SPLA) is for organizations that want to offer hosted software and services to end customers, such as Web hosting, hosted applications, messaging, collaboration and platform infrastructure.

The Microsoft Services Provider License Agreement (SPLA) program offers two ways to license the Microsoft products you need for hosting software services and applications to your customers: SPLA and SPLA Essentials.

- **SPLA Essentials:** is the easiest way to get started hosting the latest Microsoft software for customers. SPLA Essentials offers a simplified agreement that provides the basic rights for your hosting business and a streamlined, online sign-up experience so you can get to market faster. SPLA Essentials targets the most basic scenarios such as hosting websites with Windows Server or hosting Microsoft SQL Server.
- **SPLA:** is the premium offering for service providers and independent software vendors and supports additional hosting scenarios. SPLA provides additional capabilities such as outsourcing data center services, customer facility installations and academic offerings to help you get highly customized and robust solutions to a wider set of customers.

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