

An Introduction to Microsoft Partner Hosted Licensing Solutions

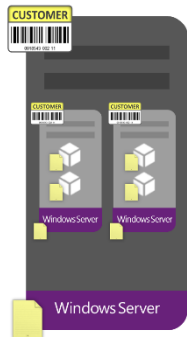
Volume Licensing

MICROSOFT PARTNER HOSTED LICENSING SOLUTIONS

The Services Provider License Agreement (SPLA) allows an organization to license Microsoft products and use them to provide software services to its customers.

This is an introduction to some of the partner hosted solutions that are available with SPLA. More complex scenarios are covered in the "Licensing Scenarios" module of the SPLA series.

CUSTOMER-OWNED HARDWARE and SOFTWARE



Profile

- ▶ Customer wants to own and manage all hardware and software licenses

Solution

- ▶ Hardware owned by the customer, dedicated to the customer
- ▶ Infrastructure licensed by the customer's Volume Licensing agreement
- ▶ Applications licensed by the customer's Volume Licensing agreement

OUTSOURCED HARDWARE



Profile

- ▶ Customer wants to outsource ownership of hardware
- ▶ Customer wants to own and manage all software licenses

Solution

- ▶ Hardware owned by the partner, dedicated to the customer
- ▶ Infrastructure licensed by the customer's Volume Licensing agreement
- ▶ Applications licensed by the customer's Volume Licensing agreement

CUSTOMER-OWNED HARDWARE and INFRASTRUCTURE



Profile

- ▶ Customer wants to outsource ownership of hardware and licensing of the infrastructure
- ▶ Customer wants to own and manage software licenses for the applications

Solution

- ▶ Hardware owned by the partner, dedicated to the customer
- ▶ Infrastructure licensed by the partner's SPLA agreement
- ▶ Applications licensed by the customer's Volume Licensing agreement

OUTSOURCED HARDWARE and INFRASTRUCTURE



Profile

- ▶ Customer wants to outsource ownership of hardware and licensing of the infrastructure off-site
- ▶ Customer wants to own and manage software licenses for the applications

Solution

- ▶ Hardware owned by the partner, shared by customers
- ▶ Infrastructure licensed by the partner's SPLA agreement
- ▶ Applications licensed by the customer's Volume Licensing agreement with SA

OUTSOURCED HARDWARE, INFRASTRUCTURE and APPLICATIONS



Profile

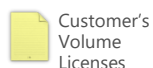
- ▶ Customer wants to outsource ownership of hardware and licensing of the infrastructure and applications off-site

Solution

- ▶ Hardware owned by the partner, shared by customers
- ▶ Infrastructure licensed by the partner's SPLA agreement
- ▶ Applications licensed by the partner's SPLA agreement



Owned by the customer



Customer's Volume Licenses



Customer site



Owned by the partner



Partner's SPLA licenses



Off-site

▶ Further Microsoft Licensing handouts and exams: GetLicensingReady.com

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