

# Services Provider License Agreement (SPLA)

## Volume Licensing

### SERVICES PROVIDER LICENSE AGREEMENT (SPLA)

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

#### SPLA AGREEMENT TERMS

##### Licensing

- The Service Provider is the licensee
- Monthly payments are made to the SPLA Reseller based on the access given to the End Customer
- Annual price protection

##### End Customers

- Software services can be delivered worldwide
- Specific price offerings are available for academic End Customers

##### Requirements

- Provide technical support to End Customers
- Participate in Microsoft SPLA audits

##### At the agreement end

- Sign a new SPLA agreement

#### LICENSING SOFTWARE THROUGH SPLA

##### Software

- ▶ Download from the Microsoft Volume Licensing Service Center (VLSC) or purchase media fulfillment kits

##### Usage Rights

- ▶ Use any current or prior product versions
- ▶ Comply with the Services Provider Use Rights (SPUR) document
- ▶ Find the SPUR here: <https://www.microsoft.com/en-us/licensing/product-licensing/products.aspx#SPUR>

### SETTING UP THE SPLA

1. Enroll in the Microsoft Partner Network
2. Select a SPLA Reseller
3. Sign the contract agreements
  - Microsoft Business and Services Agreement (MBSA)
    - Signed once
    - An existing MBSA may be used
  - Services Provider License Agreement (SPLA)
    - Renewed every 3 years
    - Partners can include their affiliates if required
4. Sign the License Mobility Addendum to become an Authorized Mobility Partner



### REPORTING REQUIREMENTS

Service Providers must submit either a monthly use report or a Zero Use report to the SPLA Reseller within ten days after the last day of each month

#### ▶ Monthly Reporting

- Total number of licenses required for each product used during the preceding calendar month
- Name and address of all End Customers with more than \$1,000 USD (or equivalent) per month revenue in Microsoft products

#### ▶ Zero Use Reports

- Must be submitted if there has been zero use of the products and no fees are due
- May only be submitted during the first six months of the SPLA agreement

#### ▶ Minimum Requirements

- After the first six months, Service Providers must begin reporting at least \$100 USD (or equivalent) per month to keep the SPLA agreement active

*Note that if the Service Provider has included affiliates under his SPLA then the report should include the licenses for these organizations as well*

### LICENSE VERIFICATION PROCESS

A required process to ensure that End Customers are compliant when assigning existing Volume Licensing licenses with Software Assurance to an Authorized Mobility Partner's shared hardware

End Customer Responsibility	Service Provider Responsibility	Microsoft Responsibility
Determine eligibility and license position	Sign License Mobility Addendum to SPLA Agreement	Certify partner to support License Mobility through Software Assurance
Choose Authorized Mobility Partner	Provide education and information around License Mobility process	Confirm End Customer eligibility
Submit License Verification form to Microsoft	Keep License Verification forms on file	Send verified License Verification form to End Customer and Service Provider

### INTERNAL USE OF PRODUCTS

Service Providers may use any products for internal use, so long as:

- The usage is included in the monthly use report and payment is made for this use
- The usage is less than 50% of the total use of each product reported
- The SPUR does not restrict internal use for the product

- ▶ Further Microsoft Licensing handouts and exams: [GetLicensingReady.com](https://www.microsoft.com/en-us/licensing/product-licensing/products.aspx#SPUR)
- ▶ Refer to the Services Provider Use Rights (SPUR) document to see which products are available through SPLA: <https://www.microsoft.com/en-us/licensing/product-licensing/products.aspx#SPUR>

### EVALUATING, TESTING AND DEMONSTRATING PRODUCTS

#### Internal Evaluation and Testing Rights

- Service Providers may install and use the products on internal servers for evaluation and testing purposes
- Allowed for a period of 90 days

#### End User Demonstrations

- Service Providers may give up to 50 users product demos on the products

#### End User Evaluations

- Service Providers may use the products to provide services on a free, trial basis to the users of its End Customers
- The purpose of the trial must be for the users' evaluation of the software
- The trial can last up to 60 days