

# Licensing for Large Businesses

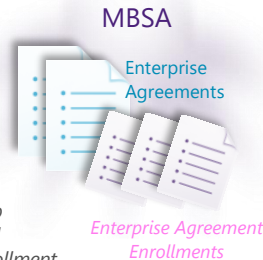
## Server and Cloud Enrollment: Enterprise Agreements

## Volume Licensing

### ENTERPRISE AGREEMENT STRUCTURE

The starting point of every Enterprise Agreement is an MBSA (Microsoft Business and Services Agreement). The MBSA is an umbrella agreement under which an Enterprise Agreement sits. It is an evergreen agreement between an organization and Microsoft, and contains high level terms and conditions. After the MBSA has been signed, the organization can sign multiple agreements under it. The Enterprise Agreement is the foundation for a set of Enterprise Agreement Enrollments.

*There are two enrollments available: the Enterprise Enrollment, licensing desktop products, and the Server and Cloud Enrollment, licensing server applications and Microsoft Azure. This document focuses specifically on the Server and Cloud Enrollment.*

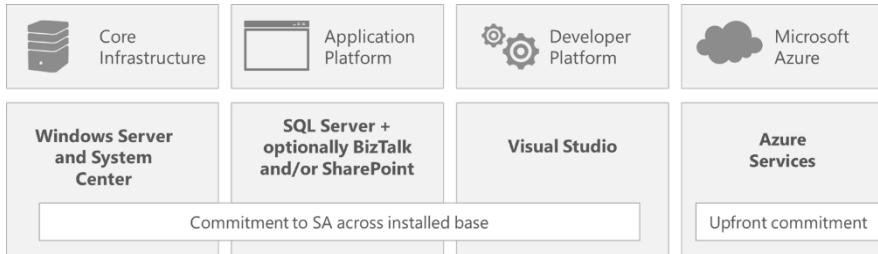


### The Server and Cloud Enrollment:

#### Key Facts

- ▶ Agreement
  - Signed under the Enterprise Agreement
  - No requirement for an existing Desktop EA
  - SA is included
  - 3-year term
- ▶ Commitment
  - SA enterprise-wide on one of the SCE components
- ▶ Additional Products
  - All products which are not SCE components may be purchased in any quantity
- ▶ Price Levels
  - Level A, or level from existing EA or Select Plus/MPSA Servers pool agreement
- ▶ Discounts
  - Compared to Additional Product pricing in the EA

### THE SERVER AND CLOUD ENROLLMENT COMPONENTS



### Subscription Licenses:

#### Key Facts

- ▶ Availability
  - Server and CAL licenses
  - Core licenses
  - SKUs are Monthly Subscription Units (MSUs)
- ▶ Commitment
  - Minimum of 12 months
  - Subscriptions may be reduced at anniversary
  - Product minimums may be met entirely with Subscription licenses
  - Units may be added during the year and paid for at anniversary pro-rated by month
- ▶ Pricing
  - 35.5% of EA Additional Product L-only price
  - Buyout pricing set to Year 3 True-Up prices

### CORE INFRASTRUCTURE COMPONENT

- ▶ Products available
  - CIS Suite Standard
  - CIS Suite Datacenter
- ▶ Minimums
  - 400 CIS Suite Core licenses of either edition
- ▶ Discounts
  - L&SA : 15%
  - SA-only : 5%

#### Cloud Management Benefit

Customers who enroll in the Core Infrastructure component may use System Center to manage virtual OSEs running within Microsoft Azure without needing to acquire additional licenses.

- ▶ Requirements
  - Core Infrastructure as a component under SCE
- ▶ Benefits
  - Manage up to 10 qualifying virtual OSEs running within Microsoft Azure for every 16 CIS Suite Core licenses acquired under the SCE
  - Qualifying Virtual OSEs include:
    - Windows Server virtual machine instances
    - Cloud service instances (web and worker role)
    - Storage accounts
    - SQL databases
    - Website instances

#### Core Infrastructure Component: Initial Order

1. **Identify baseline licenses**  
Existing deployments licensed with Windows Server, System Center or CIS Suite across all enrollments
  - Existing licenses with SA
  - Existing licenses without SA
 Additional deployments
  - New licenses

2. **Cover all licenses with CIS Suite**  
For existing licenses with SA
  - Renew SA
 For existing licenses without SA or new licenses
  - Purchase L&SA
  - or
  - Add Subscription licenses

#### Notes

Current Licenses	What to purchase under SCE
CIS Suite L&SA/SA	CIS Suite SA Renewal
Windows Server L&SA/SA	CIS Suite without Windows Server L&SA
System Center L&SA/SA	CIS Suite without System Center L&SA
Windows Server L&SA/SA and System Center L&SA/SA	CIS Suite SA Renewal

## APPLICATION PLATFORM COMPONENT

### SQL Component

- ▶ Products available
  - Server / CAL
    - CALs: Device and User
    - Servers: Standard edition
  - Per Core
    - Standard and Enterprise editions
- ▶ Minimums
  - Server / CAL: 5 Server licenses and 250 CALs
  - Per Core: 50 Cores
- ▶ Discounts
  - L&SA : 15%
  - SA-only : 5%

### SharePoint and BizTalk Components

- ▶ The SQL Server component is required
- ▶ Availability
  - L&SA, SA-only, MSU
- ▶ Minimums
  - BizTalk: 24 Core licenses of any edition
  - SharePoint: 5 Server licenses

### SQL Component: Initial Order

- |   |  |
|---|--|
| <ol style="list-style-type: none"><li>1. <b>Identify baseline licenses</b><br/>Existing deployments licensed across all enrollments<ul style="list-style-type: none"><li>• Existing licenses with SA</li><li>• Existing licenses without SA</li></ul>Additional deployments<ul style="list-style-type: none"><li>• New licenses</li></ul></li></ol> | <ol style="list-style-type: none"><li>1. <b>Cover all licenses with SA</b><br/>For existing licenses with SA<ul style="list-style-type: none"><li>• Renew SA</li></ul>For existing licenses without SA or new licenses<ul style="list-style-type: none"><li>• Purchase L&amp;SA or</li><li>• Add Subscription licenses</li></ul></li></ol> |
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## MICROSOFT AZURE

There are two different ways in which organizations can purchase Microsoft Azure services through the Server and Cloud Enrollment:

- ▶ **As an Azure-only SCE**  
The organization makes a minimum up-front Monetary Commitment of \$12,000 per year or \$36,000 for the full term of the Enrollment
- ▶ **As an additional service on an SCE signed with another component**  
The organization can make an up-front Monetary Commitment. Alternatively, they can start using Azure and will be billed monthly for what they have used:
  - Azure is automatically provisioned
  - No minimums and no on-going commitment

The Azure services are priced the same whichever type of SCE the customer chooses, and the Level A to D Price Levels do not apply

### Microsoft Azure Monetary Commitment

- ▶ **Monetary Commitment** is the amount of spend an organization estimates they will make on Microsoft Azure services. It is either paid annually in advance at anniversary, or at the beginning of the Enrollment for the full 3-year term
- ▶ **Overage** is any spend which exceeds the Monetary Commitment and is paid at the end of each month
- ▶ If an organization does not use all of their Monetary Commitment, they forfeit any remaining funds. If they have elected to pay Monetary Commitment annually, remaining funds expire at the end of each Enrollment year. If they have paid for Monetary Commitment for the full term, remaining funds expire at the end of the Enrollment term
- ▶ Additional Monetary Commitment may be added at any time, and annual Monetary Commitment orders may be reduced at anniversary

## DEVELOPER PLATFORM COMPONENT

- ▶ Products available
  - User-based
    - Visual Studio Test Professional with MSDN
    - Visual Studio Enterprise with MSDN
    - MSDN Platforms
  - CALs
    - Visual Studio Team Foundation Server User and Device CALs
- ▶ Minimums
  - 20 licenses of Visual Studio Enterprise with MSDN and/or MSDN Platforms
- ▶ Discounts
  - L&SA : 15%
  - SA-only : 5%

Note that organizations can also purchase Microsoft Azure services through other channels, the details of which are covered in different reference documents in this series:

- Through [azure.com](https://azure.com)
- As an Additional Product in an Enterprise Agreement
- Through the Cloud Solution Provider (CSP) program
- Through Open and Open Value agreements

- ▶ Further Microsoft Licensing handouts and exams: [GetLicensingReady.com](https://www.microsoft.com/en-us/licensing/product-licensing)
- ▶ Refer to the Microsoft Product Terms to see which products are available through which Microsoft Volume Licensing programs: <https://www.microsoft.com/en-us/licensing/product-licensing>