

# Licensing for Large Businesses

## Enterprise Agreement: Enterprise Enrollment and Enterprise Subscription Enrollment

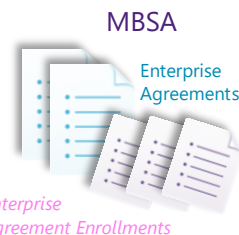
## Volume Licensing

### GENERAL INFORMATION FOR ENTERPRISE ENROLLMENTS AND ENTERPRISE SUBSCRIPTION ENROLLMENTS

#### 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, for desktop products, and the Server and Cloud Enrollment, for server products and Azure. This document focuses specifically on the Enterprise Enrollment and Enterprise Subscription Enrollments.



#### AFFILIATES

An affiliate organization is one that:

- ▶ Is owned by the Originating Customer
- ▶ Owns the Originating Customer
- ▶ Or, is under common ownership with the Originating Customer
- ▶ Ownership is defined as more than 50% ownership
- ▶ Affiliates must consist of entire legal entities
- ▶ Each affiliate must be entirely "in" or entirely "out"

#### ENTERPRISE ENROLLMENT: DEVICE BASED

##### INITIAL ORDER

- ▶ Commitment to license all devices with one or more Enterprise Products
  - Windows 10 Enterprise
  - Office Professional Plus 2019
  - Core CAL Suite
  - Enterprise CAL Suite
- ▶ Minimum of **500** Qualified Devices

##### ENTERPRISE PRODUCTS AND PLATFORMS

- ▶ An organization must commit to purchasing one of the Enterprise Products for every Qualified Device in their estate
- ▶ If they choose one product from each pool, then they are said to have a Platform and that attracts a further discount
- ▶ Organizations can choose between the Professional Desktop Platform and the Enterprise Desktop Platform, where it's the CAL Suite that differentiates between the two platforms.

Systems Client Operating Systems	Windows 10 Enterprise	
Applications Client Applications	Office 2019 Professional Plus	
Servers Server Operating Systems, Server Applications and CALs	Microsoft Core CAL Suite Client Access License	Microsoft Enterprise CAL Suite Client Access License

##### QUALIFIED DEVICES

Any device that is:

- ▶ A personal desktop computer, portable computer, workstation or similar device capable of running Windows Professional locally (in a physical or virtual operating system environment), or
- ▶ A device used to access a Virtual Desktop Infrastructure

Exceptions:

- ▶ A PC used as a server
- ▶ A Line of Business (or Industry) device
- ▶ An unmanaged device



##### PRICE LEVELS

Desktops	Level
500	A
2,400	B
6,000	C
15,000	D

The initial order of Enterprise Products sets the price level for the 3-year Enrollment. Actual pricing for the Enterprise Products is agreed when the Enrollment is signed.

##### ADDITIONAL PRODUCTS: Online Services

- ▶ For example:
  - Visio Online Plan 2 User SL
  - Office 365 F1 User SL
  - Microsoft 365 Enterprise E3 Add-on User SL
- ▶ Any amount may be added at any time
- ▶ Subscriptions may be reduced at Anniversary

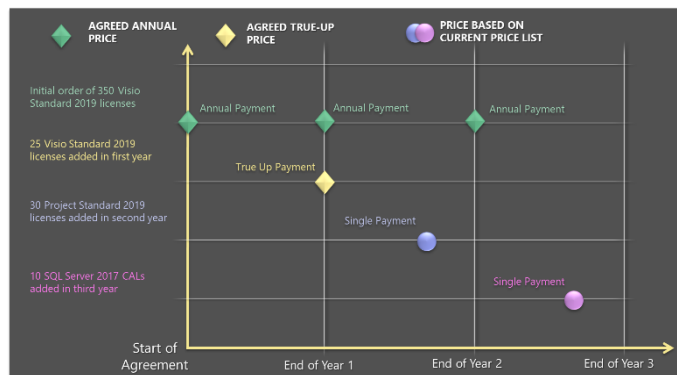
##### ADDITIONAL PRODUCTS PAYMENTS: Online Services

- ▶ A monthly price is agreed and annual payments for 12 months are made every Anniversary
- ▶ When adding more Online Services from the initial order, the customer true up at Anniversary using the agreed price
- ▶ When adding more Online Services which are not on the initial order, an upfront payment is made at the current price for complete months up to Anniversary, and that price is used for the annual payment at the next Anniversary

#### ENTERPRISE PRODUCTS ORDERS



#### ADDITIONAL PRODUCT PAYMENTS: Software



## ENTERPRISE SUBSCRIPTION ENROLLMENT: DEVICE BASED

### WHAT'S THE SAME?

- ▶ Minimum of 500 Qualified Devices, all of which must be licensed for one or more Enterprise Products
- ▶ Both software and Online Services may be added as Additional Products
- ▶ Payment for Additional Products: Online Services

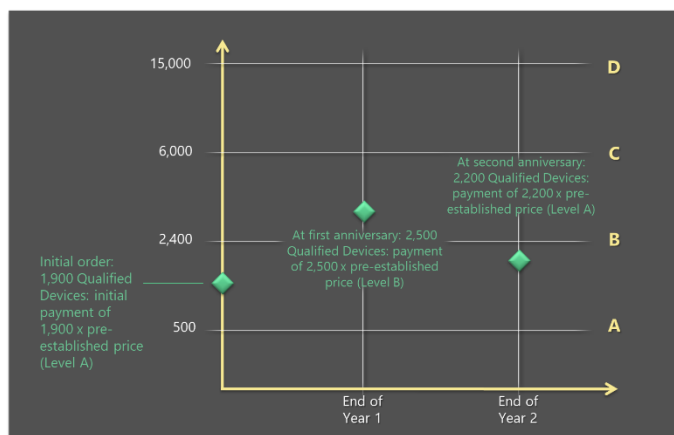
### WHAT'S DIFFERENT?

- ▶ Non-perpetual licenses for software
- ▶ Payment for Enterprise Products
- ▶ Payment for Additional Products: Software



### ENTERPRISE PRODUCTS: Annual Orders

With the Enterprise Subscription Enrollment, a customer can both increase and decrease the number of Qualified Devices at Anniversary and make a payment for the declared number of devices.



### ADDITIONAL PRODUCTS PAYMENTS: Software



### PROGRAM DISCOUNTS

#### Base Pricing:

- Pricing based on Select Plus License with Software Assurance prices

#### Non-Perpetual Discount

#### Enterprise Wide Discount

- License all Qualified Devices with at least one of the Enterprise Products

#### Platform Discount

- License all Qualified Devices with one of the Platforms

## ENTERPRISE ENROLLMENT: USER LICENSES

- ▶ Minimum of 500 Enterprise Online Services User SLs
- ▶ For example:
  - Microsoft 365 E3/E5 User SLs
  - EMS E3/E5 User SLs
  - Office 365 E1/E3/E5 User SLs
- ▶ Enterprise-wide licensing not required
- ▶ Pricing agreed for Enrollment term
- ▶ Annual payment for 12 months
- ▶ Additional licenses may be added at any time and reconciled at Anniversary
- ▶ Licenses may be reduced at Anniversary

EOLS User SLs	Level
500	A
2,400	B
6,000	C
15,000	D

### ADDITIONAL PRODUCTS

#### Online Services

- ▶ For example: Office 365 F1 or Visio Online Plan 1 User SLs
- ▶ No minimums
- ▶ May be added and paid for at any time during the year
- ▶ May be reduced at Anniversary, if required

#### Software

- ▶ Perpetual or subscription licenses dependent on Enrollment type
- ▶ Any products designated as "Additional Products"
- ▶ None of the Enterprise Products

## USING SOFTWARE AT HOME

### Work at Home License

- An additional purchase
- Must correspond to a license purchased for an employee's "at work" PC
- Office Standard 2019
- Office Professional Plus 2019
- The user may install and use the software on one device outside of the customer's premises

### Home Use Program

- SA benefit for any desktop applications covered with SA
- Office Professional Plus 2016
- Office 2016 for Mac Home & Business
- Visio Professional 2016
- Project Professional 2016
- Valid while SA is current and user is employed by purchasing organization

## TRAINING AND EVALUATION LICENSES

Enterprise Enrollments and Enterprise Subscription Enrollments offer twenty copies per software title for use in a dedicated in-house training facility and ten copies per software title for 60-day evaluation.

## END OF ENROLLMENT OPTIONS

### ENTERPRISE ENROLLMENT END

1. Sign a new Enrollment
  - Software Assurance is renewed on Enterprise Products and Additional Products
  - Online Services Subscriptions are renewed

### ENTERPRISE SUBSCRIPTION ENROLLMENT END

1. Sign a new Enrollment
2. De-install software
3. Buy-out the licenses:
  - Agreed price
  - For increased Qualified Devices in the third year an annual fee prior to buy-out must also be paid
  - ALL Enterprise Products must be bought out
  - Any quantity of Additional Products may be bought out

- ▶ Further Microsoft Licensing handouts and exams: [GetLicensingReady.com](http://GetLicensingReady.com)
- ▶ 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/products.aspx>