

Licensing for Large Businesses

Microsoft Select Plus Agreements

Volume Licensing

AT A GLANCE...

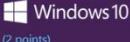
- ▶ Aimed at organizations with 250+ desktops
- ▶ Evergreen agreement
- ▶ Perpetual licenses
- ▶ Software Assurance optional
- ▶ Four price levels based on points and pools
- ▶ Monthly ordering and payment

POINTS AND PRICE LEVELS (per year)

Points	Level
500	A
4,000	B
10,000	C
25,000	D

POINTS AND POOLS

Organizations split their software needs into different pools and tally the points within each pool to find their price level.

Systems	Applications	Servers
Client Operating Systems  Windows 10 (2 points)	Client Applications  Office 2016 Professional Plus (2 points)  Office 2016 Standard (2 points)  Visio 2016 (1 point)	Server Operating Systems, Server Applications and CALs  Windows Server 2016 Datacenter 2-pack Core License (10 points)  Windows Server 2016 Client Access License (1 point)  Microsoft SQL Server 2017 Standard 2-pack Core License (50 points)

Software Assurance points are calculated at half the License points per year.

SELECT PLUS RETIREMENT

Select Plus is no longer available for commercial organizations. Customers were able to purchase licenses and to renew Software Assurance up until their next anniversary after April 1, 2017. Customers continue to have full rights and access to all software and Software Assurance acquired through Select Plus.

For more information:

<https://www.microsoft.com/en-us/Licensing/licensing-programs/select.aspx>

AFFILIATES

- ▶ An affiliate is a company or legal entity which owns and controls, is owned and controlled by, or is under common ownership and control with, the organization signing the MBSA
- ▶ Ownership must be more than 50%
- ▶ Business units, divisions or subsidiaries qualify as affiliates
- ▶ Each affiliate can choose their own LSP
- ▶ The first affiliate to register under a Select Plus Agreement is the Lead Affiliate. Other affiliates may register, and are aligned with the Lead Affiliate for order management and price level benefits
- ▶ There are no minimum requirements for each affiliate, provided the total ordering requirement is met

TRAINING AND EVALUATION LICENSES

Select Plus Agreements offer a number of training and evaluation software license use rights:

- ▶ Twenty copies per software title for use in a dedicated in-house training facility
- ▶ Ten copies per software title for 60-day evaluation

AUTOMATIC TIERED PRICING

- ▶ When the first affiliate places an order, the number of points dictates the price level. As more orders are placed in that year, the points are cumulated, and if an order carries the total point count into the next price level, then that order gets pricing for that level
- ▶ At the Anniversary Compliance Check (ACC) at the end of the year, the points are totaled and this sets the price level for the next year. Any points above the minimum for the level which the organization achieved are rolled over to the following year and count towards that year's purchases
- ▶ If at the end of the year the points for that year are not up to the number required for that price level, then the following year the organization is dropped down by 1 level. No points are rolled over to the following year
- ▶ If the organization was at Level A and did not achieve the required points then the pool is put on hold until an order for 500 points is received for that pool

DOWNLOADING SOFTWARE

Organizations can download software from the Volume Licensing Service Center (VLSC):

<https://www.microsoft.com/licensing/servicecenter/home.aspx>

PAYMENT OPTIONS

Payment for licenses *without* SA is due in full at the time of order, but an organization has three options when paying for licenses *with* SA:

1. Single up-front payment
2. An initial payment at the time of order is pro-rated to the first Affiliate Anniversary, and then a third is paid at the next two Affiliate Anniversaries
3. An initial payment of a third is paid at the time of order and the first Order Anniversary, and then a final pro-rated payment is paid at the second Order Anniversary

ORDERING AND RENEWALS

If, after the initial order (say 3 months later), an affiliate places another order for licenses plus 3 year's SA, the order is aligned to the Affiliate Anniversary and is therefore actually for 33 months. The order is pro-rated accordingly. All SA renewals are aligned to the Affiliate Anniversary and are for 36 months.

LICENSE MANAGEMENT

Organizations should manage their licenses and Software Assurance benefits through the VLSC.



- ▶ Further Microsoft Licensing handouts and exams: 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>