

Licensing for Small and Medium Businesses

Microsoft Open Value Company Wide and Open Value Subscription Agreements

Volume Licensing

GENERAL INFORMATION FOR COMPANY WIDE OPEN VALUE AGREEMENTS

DESKTOP PLATFORM PRODUCTS

Products that are taken company wide are known as Desktop Platform Products

Adding Desktop Platform Products to an Agreement

- ▶ Start with one component and add additional Desktop Platform Products to the agreement
- ▶ The platform discount is only available if all three Desktop Platform Products are on the initial order

QUALIFIED DEVICES

- ▶ Organizations must order licenses for Desktop Platform Products for:
 - Personal desktop computers, portable computers, workstations or similar devices capable of running Windows 10 Pro locally, or
 - Any device that is used to access a Virtual Desktop Infrastructure
- ▶ The following devices are not included:
 - PCs that are used as a server
 - Industry Devices
 - Devices not managed by the organization

PLATFORMS

- ▶ In a company wide agreement an organization must license one Desktop Platform Product for every Qualified Device. There are extra discounts available if all three products are chosen
- ▶ The Desktop Platform Products are shown below

Systems

Client Operating Systems



Applications

Client Applications



Servers

Server Operating Systems, Server Applications and CALs

Microsoft®
Core CAL Suite
Client Access License

Microsoft®
Enterprise CAL Suite
Client Access License

ADDITIONAL PRODUCTS

- ▶ Do not have to be deployed company wide
- ▶ Can be added at any time
- ▶ All licenses include Software Assurance

Microsoft®
Visio®

RENEWALS vs EXTENSIONS

A **renewal** leads to a new agreement with a new agreement number generated via eAgreements. New Terms and Conditions apply, and agreements can be renewed as often as required.

An **extension** has the same agreement number and the existing Terms and Conditions apply. Agreements may only be extended once, by three years.

SOFTWARE

- ▶ Organizations should download software from the Microsoft Volume Licensing Service Center website



LICENSE MANAGEMENT

Organizations can manage their licenses and Software Assurance benefits through the Volume Licensing Service Center:

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

Organizations can give access to their partners, if required.

AFFILIATES

Open Value agreements allow customers and their affiliates to buy under a single agreement throughout a geographic territory.

An affiliate organization is one that is owned by the Originating Customer, or owns the Originating Customer, or is under common ownership with the Originating Customer. Ownership is defined as more than 50% ownership.



Microsoft Open Value Company Wide and Open Value Subscription Agreements - continued

OPEN VALUE COMPANY WIDE LICENSE AGREEMENT

AT A GLANCE...

- ▶ 5 PCs to qualify
- ▶ Perpetual licenses
- ▶ Software Assurance included
- ▶ 3 year agreement
- ▶ Desktop standardization required
- ▶ Discounts available
- ▶ Upfront or spread annual payments
- ▶ No minimum reorder level



DISCOUNTS

- ▶ **Company Wide Discount**
License all qualified devices with at least one Desktop Platform Product
- ▶ **Platform Discount**
License all qualified devices with a Desktop Platform Product from each pool

PAYMENT TERMS

Initial Order and Payments

- ▶ The organization signs the agreement and can opt to pay upfront or spread payments annually. If payments are spread, the organization pays the same amount in each subsequent year as the first
- ▶ Prices are protected for Desktop Platform Products only*



OPEN VALUE SUBSCRIPTION LICENSE AGREEMENT

AT A GLANCE...

- ▶ 5 PCs to qualify
- ▶ **Non-perpetual licenses**
- ▶ Software Assurance included
- ▶ 3 year agreement
- ▶ Desktop standardization required
- ▶ Discounts available
- ▶ **Spread annual payments**
- ▶ No minimum reorder level



DISCOUNTS

- ▶ **Up to Date Discount: 50%**
First year discount for every existing Desktop Platform Product (current or previous version on price list)
- ▶ **Platform Discount**
License all qualified devices with a Desktop Platform Product from each pool

PAYMENT TERMS

Initial Order and Payment

- ▶ The organization signs the agreement and makes the first payment of L&SA for the total number of PCs
- ▶ **Prices are protected for all products***

Anniversary Payments

- ▶ Each anniversary the organization pays for L&SA for the total number of PCs regardless of whether that number has increased (true up) or decreased (true down), provided the number of PCs does not drop below 5, which is the program minimum
- ▶ If a product is no longer required, the organization must un-install it and report zero usage on the anniversary report

ADDING PRODUCTS

When Additional Products are added, an organization pays for the License and a full year's SA for the year of installation + a full year's SA for each remaining year of the agreement. Spread payments are split equally so that the first installment is paid in the month of installation, and the remainder is then due annually for the rest of the agreement.

Prices are protected for Desktop Platform Products only*

Prices are protected for both Desktop Platform Products and Additional Products*

END OF AGREEMENT OPTIONS

- ▶ Renew SA
- ▶ Don't renew SA, continue to use the license for the version current at the end of the agreement, and start a new agreement for future purchases



END OF AGREEMENT OPTIONS

- ▶ Renew agreement
- ▶ Do nothing and de-install software
- ▶ Buy-out the licenses
Cost is approximately 1.75 x annual fee and ALL Desktop Platform Products must be bought out. For increased desktops in the third year the organization must also pay the annual fee prior to buy-out. Any quantity of Additional Products ordered in the final year of the agreement can be bought out.

*The prices Microsoft charges the distributor for products ordered under a company-wide option will not change during the first term of the agreement.

- ▶ 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>