

# Licensing for Small and Medium Businesses

## Microsoft Open and Open Value Non-Company Wide Agreements

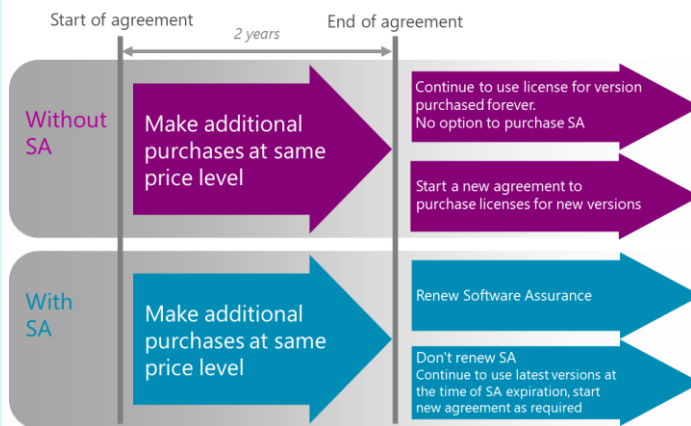
## Volume Licensing

### MICROSOFT OPEN LICENSE AGREEMENT

#### AT A GLANCE...

- ▶ 5 licenses are required to begin an agreement; Software Assurance (SA) counts as a license
- ▶ One Price Level
- ▶ Subsequent orders can be for as little as 1 license and payment is made at that point
- ▶ Perpetual licenses
- ▶ Software Assurance optional
- ▶ 2 year agreement
- ▶ Payment is upfront
- ▶ Licenses are managed at the Volume Licensing Service Center (VLSC): [www.microsoft.com/licensing/servicecenter](http://www.microsoft.com/licensing/servicecenter)
- ▶ Software is also downloaded from VLSC

#### OPTIONS AT THE END OF THE AGREEMENT



#### AFFILIATES

Open and 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 NON-COMPANY WIDE AGREEMENT

#### AT A GLANCE...

- ▶ 5 licenses are required to begin an agreement
- ▶ Perpetual licenses
- ▶ Software Assurance included
- ▶ 3 year agreement
- ▶ One price level
- ▶ Upfront or spread annual payments for initial or subsequent orders
- ▶ Licenses are managed at the VLSC: [www.microsoft.com/licensing/servicecenter](http://www.microsoft.com/licensing/servicecenter)
- ▶ Software is also downloaded from the VLSC

#### PAYMENT TERMS

- ▶ Prices are protected for the initial order. The payments can be spread, and the same amount is paid in each subsequent year as the first
- ▶ When 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 due annually for the rest of the agreement

#### AT AGREEMENT END

At the end of the agreement, an organization is licensed to use the latest version of the software. They must renew or extend the agreement by the agreement end date to keep the SA active.

A renewal leads to a new agreement with a new 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 3 years.

- ▶ 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>