

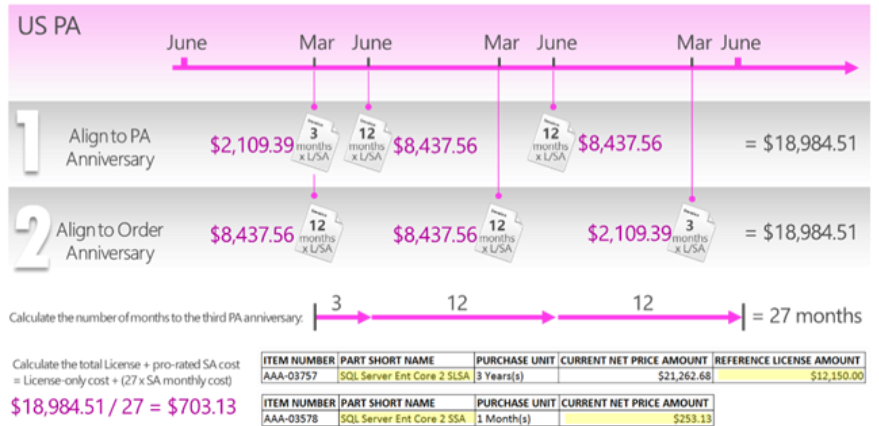
Licensing on-premises products in the MPSA

L&SA purchases

In the example shown, the PA Anniversary is June, and an L&SA purchase is made in March.

Prices are for illustration purposes only.

- Customers pay for Software Assurance up to the 3rd anniversary. In this example, they pay for 27 months of SA
- Customers pay the full license cost spread over the months to the 3rd anniversary. The cost of the license only is shown in the Reference License Amount column on the price list



In this example:

- The cost of the license is \$12,150 and SA is \$253.13 per month so the customer has to pay \$12,150 + (27 x \$253.13) = **\$18,984.51**
- The monthly cost is the total cost divided by the number of months: \$18,984.51 / 27 = **\$703.13**

There are two different ways to spread payments of License & Software Assurance (L&SA) shown as 1 and 2 in the diagram above:

Payments aligned to the Purchasing Account Anniversary (1)

In this example:

- An initial payment is made for 3 months of the calculated monthly cost which is 3 x \$703.13 = **\$2,109.39**
- At the next anniversary, a payment is made for 12 months of the calculated monthly cost which is 12 x \$703.13 = **\$8,437.56**
- This is repeated at the next anniversary

Payments aligned to the Order Anniversary (2)

In this example:

- An initial payment is made for 12 months of the calculated monthly cost which is 12 x \$703.13 = **\$8,437.56**
- This is repeated at the next anniversary.
- At the final anniversary a payment is made for the 3 months that remain to the 3rd anniversary which is for 3 months of the calculated monthly cost which is 3 x \$703.13 = **\$2,109.39**

- The diagram shows that the customer pays the same cost in each case regardless of how the payments are spread

SA renewals

In the example shown on the right, Wide World Importers has an existing Select Plus agreement with SA due for renewal in June and thus the main PA Anniversary has been set for June. The MPSA was signed in January and this is the MPSA Anniversary. The Technical Department PA Anniversary is August.

- Software Assurance may be renewed from a Select Plus agreement into an MPSA Purchasing Account as it reaches expiry in the Select Plus agreement
- Software Assurance may be renewed from an existing agreement into any Purchasing Account through the MPSA and the SA payments are pro-rated to that Purchasing Account's Anniversary
- An annual points check to set the price level is carried out across all Purchasing Accounts at the MPSA Anniversary
- Existing licensing assets continue to be managed within VLSC. As SA is renewed into the MPSA it is managed from within the Microsoft Business Center (MBC)

