

Open Value Organization-Wide and Open Value Subscription agreements

Overview

The Open Value Organization-Wide and Open Value Subscription agreements enable customers to acquire licenses for software, Online Services such as Office 365, and Azure through a single agreement. This document focuses on the purchasing of licenses for software, with other documents in the series covering Online Services and Azure.

Information on this page is common to both agreements.

Enterprise Products

Products that are purchased organization-wide are known as Enterprise Products

Adding Enterprise Products to an agreement

- A customer can start with one component and add additional Enterprise Products to the agreement
- However, the platform discount is only available if all three Enterprise Products are on the initial order

Platforms

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

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

Organizations must order licenses for Enterprise 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



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

Additional Products

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



Volume Licensing Service Center (VLSC)

All customers have access to VLSC to view details about their license purchases and to download software and keys: www.microsoft.com/licensing/servicecenter

Organizations can give access to their partners, if required.



	Open Value Organization-Wide agreement	Open Value Subscription agreement
Key facts	<ul style="list-style-type: none"> • A minimum of 5 Qualified Devices • Perpetual licenses for software • Software Assurance included • 3-year agreement • Desktop standardization required • Discounts available • Upfront or spread annual payments • Subsequent orders may be just a single license 	<ul style="list-style-type: none"> • A minimum of 5 Qualified Devices • Non-perpetual licenses for software • Software Assurance included • 3-year agreement • Desktop standardization required • Discounts available • Annual payments • Subsequent orders may be just a single license
Discounts	<p>Organization-Wide discount License all Qualified Devices with at least one Enterprise Product</p> <p>Platform discount License all Qualified Devices with an Enterprise Product from each pool</p>	<p>Up-To-Date discount (UTD): 50% First year discount for every existing Enterprise Product license which is either the current or previous version</p> <p>Organization-Wide and Platform discounts These discounts also apply</p>
Payment terms	<p>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</p> <p>Additional orders 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</p>	<p>Initial order and payments The organization signs the agreement and makes the first annual payment for the Enterprise Products and any Additional Products</p> <p>Annual payments Each anniversary the organization pays an annual fee for L&SA for the total number of Qualified Devices regardless of whether that number has increased or decreased, provided the number of devices does not drop below 5, which is the program minimum</p> <p>The annual fee is paid for an Additional Product at the time it is first installed, and then annual payments are made at anniversary</p> <p>If a product is no longer required, the organization must uninstall it and report zero usage on the anniversary report</p>
Price protection	<p>Prices are protected for Enterprise Products throughout the term of the agreement</p>	<p>Prices are protected for both Enterprise Products and Additional Products</p>
End of agreement options	<ul style="list-style-type: none"> • Renew SA • Do not 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 	<ul style="list-style-type: none"> • Renew agreement • Do nothing and uninstall the software • Buy-out the licenses: Enterprise Products must be bought out in equal quantities up to the number of desktops ordered in the final year of the agreement. 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