

# An introduction to Microsoft partner hosted licensing solutions

## Microsoft partner hosted licensing solutions

The Services Provider License Agreement (SPLA) allows a partner organization to license Microsoft products and use them to provide software services to its customers. This is an introduction to some of the partner hosted solutions that are available with SPLA.

## Customer-owned hardware and software



### Profile

- Customer wants to own and manage all hardware and software licenses

### Solution

- Hardware owned by the customer, dedicated to the customer
- Infrastructure licensed by the customer's Volume Licensing agreement
- Applications licensed by the customer's Volume Licensing agreement

## Outsourced hardware



### Profile

- Customer wants to outsource ownership of hardware
- Customer wants to own and manage all software licenses

### Solution

- Hardware owned by the partner, dedicated to the customer
- Infrastructure licensed by the customer's Volume Licensing agreement
- Applications licensed by the customer's Volume Licensing agreement

## Customer-owned hardware and infrastructure



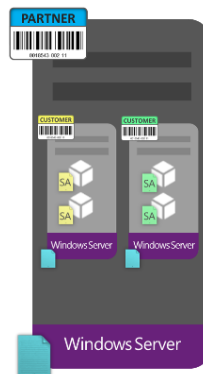
### Profile

- Customer wants to outsource ownership of hardware and licensing of the infrastructure
- Customer wants to own and manage software licenses for the applications

### Solution

- Hardware owned by the partner, dedicated to the customer
- Infrastructure licensed by the partner's SPLA agreement
- Applications licensed by the customer's Volume Licensing agreement

## Outsourced hardware and infrastructure



### Profile

- Customer wants to outsource ownership of hardware and licensing of the infrastructure off-site
- Customer wants to own and manage software licenses for the applications

### Solution

- Hardware owned by the partner, shared by customers
- Infrastructure licensed by the partner's SPLA agreement
- Applications licensed by the customer's Volume Licensing agreement with SA

## Outsourced hardware, infrastructure and applications



### Profile

- Customer wants to outsource ownership of hardware and licensing of the infrastructure and applications off-site

### Solution

- Hardware owned by the partner, shared by customers
- Infrastructure licensed by the partner's SPLA agreement
- Applications licensed by the partner's SPLA agreement



Owned by the customer



Owned by the partner



Customer's VL licenses



Partner's SPLA licenses



On the customer site



Off-site