

# Volume Licensing Programs Comparison Chart

## Commercial, Government, and Healthcare Programs

Benefits	Open License	Open Value	Open Value Subscription	Select License	Enterprise Agreement	Enterprise Subscription Agreement
Number of Desktop PCs	5 or more	5 - 250		Organizations with fewer than 150 desktop PCs are unlikely to purchase enough software to meet minimum purchase requirements.	250 or more	
Organization Benefits	Open License has the minimum license requirements and offers you volume pricing with the flexibility to pay as you go. It allows you to acquire additional software products as needed to grow with your changing business needs. Open Business offers volume pricing with minimum license requirements. Open Volume offers a greater discount for a larger up-front order.	Open Value offers simplified license management for more control over your IT investment and better management of your software costs with the advantages of Software Assurance.	Open Value Subscription offers the lowest up-front costs with the flexibility to reduce your total licensing costs in years when your PC count declines.	Select License recognizes the customer upgrade cycle and allows for the potential of a greater point forecast. Volume price levels are established for each pool of products (applications, systems, or servers) based on a three-year software forecast that makes it easier to adapt your technology strategy and evolving business needs.	The Enterprise Agreement offers substantial cost savings over standard license pricing, as well as simplified license and budget tracking through a single agreement. With the Enterprise Agreement, you can easily deploy the latest Microsoft technology across your enterprise to help enable IT standardization.	The Enterprise Subscription Agreement offers substantial cost savings over standard license pricing on a subscription basis, allowing you to acquire only what you need when you need it, as well as simplified license and budget tracking through a single agreement. With the Enterprise Subscription Agreement, you can easily deploy the latest Microsoft technology across your enterprise to help enable IT standardization.
Products Included	All commercially available Microsoft software products on the product list.	Microsoft Professional Desktop Platform Products: 2007 Microsoft Office Professional Plus, Windows Vista Enterprise, Core CAL Suite or Small Business Desktop Platform Products: 2007 Microsoft Office Small Business, Windows Vista Enterprise, Small Business CAL Suite. Additional software products are available as needed.		All commercially available Microsoft License and Software Assurance software products on the product list.	Microsoft Enterprise Desktop Platform Products: 2007 Microsoft Office Enterprise, Windows Vista Enterprise, and Microsoft Enterprise Client Access License Suite or Microsoft Professional Desktop Platform Products: 2007 Microsoft Office Professional Plus, Windows Vista Enterprise, and Microsoft Core Client Access License Suite. Additional software products are available as needed.	
Licensing Offerings	License, License and Software Assurance, and Software Assurance for renewals or eligible original equipment manufacturer (OEM) and full packaged product (FPP) purchases.	License and Software Assurance and Software Assurance renewals.		License, License and Software Assurance, and Software Assurance for renewals or eligible original equipment manufacturer (OEM) and full packaged product (FPP) purchases.	License and Software Assurance and Software Assurance renewals.	
Software Maintenance Options	Software Assurance is available at the time of license acquisition (License and Software Assurance). Software Assurance coverage is for two years or until the end of the term of Open License authorization number, whichever comes first.	Each License and Software Assurance order counts as one order toward initial minimum of five License and Software Assurance orders. Subsequent orders can be as small as one License and Software Assurance order. Renewal of Software Assurance coverage acquired through any Microsoft Volume Licensing program also qualifies for participation in Open Value.		Ability to acquire Software Assurance throughout the three-year agreement term and renewals, but only at the time of license acquisition (License and Software Assurance) or renewal of Software Assurance. Coverage runs to the end of the agreement term.	Software Assurance is included as part of the Enterprise License. Software Assurance coverage runs to the end of the agreement term.	
Pricing	Open Business: Requires only five licenses to enter the program. Open Volume: Each product offering (License, Software Assurance, and License and Software Assurance) is assigned specific point values to determine price levels. Points are calculated based on three product pools, with a minimum entry acquisition level of 500 points; 1 in each chosen pool. <sup>1</sup>	Minimum of five License and Software Assurance orders.		Each product offering (License, Software Assurance, and License and Software Assurance) is assigned specific point values to determine price levels. Points are calculated based on three product pools, with a minimum three-year forecast of points to be acquired for each price level: Level A: 1,500–11,999 points Level B: 12,000–29,999 points Level C: 30,000–74,999 points Level D: 75,000 plus points <sup>1</sup>	Price levels based on the number of qualified computers in the enterprise: Level A: 250–2,399 computers Level B: 2,400–5,999 computers Level C: 6,000–14,999 computers Level D: 15,000 plus computers <sup>1</sup>	Level A: 250–2,399 computers Level B: 2,400–5,999 computers Level C: 6,000–14,999 computers Level D: 15,000 plus computers <sup>1</sup>
Agreement Term	Two years, not renewable.	Three years, renewable.				
Payment Options	Up-front payment only.	Annual payments or up-front.		Annual payments for License and Software Assurance and Software Assurance only.		
How to Buy	A broad reseller channel.			Microsoft Authorized Large Account Resellers only.	Direct relationship with Microsoft, supported by Authorized Enterprise Software Advisors.	
Product Fulfillment	Media must be acquired separately from Microsoft Worldwide Fulfillment.	One copy of media is shipped free with initial order. Additional media and media for software products not in the initial order must be obtained separately at an additional cost.		Each enrollment receives one introductory Product Fulfillment Kit that contains an initial set of media for the product pools and language groups selected. Updates are provided throughout the agreement term.	Each enrollment receives one introductory Product Fulfillment Kit that contains an initial set of media for the software products and language groups selected. Updates are provided throughout the agreement term.	
Software Assurance	Option to add Software Assurance at the time of acquiring the license.	Software Assurance is included at the time of acquiring the software license and can be used immediately throughout the term of the licensing agreement.		Option to add Software Assurance at the time of acquiring the license.	Software Assurance is included at the time of acquiring the software license and can be used immediately throughout the term of the licensing agreement.	
Online Services <sup>2</sup>	Not offered	Offered				

<sup>1</sup> Level D pricing is available to entities that meet the threshold for the discount.

<sup>2</sup> Online Services refer to applications hosted at Microsoft Data Centers whose client bits may or may not be installed locally. They are priced monthly and billed annually for the term of the agreement. For e.g.: Office Live Meeting, MS Exchange Hosted Services, Antigen (to be rebranded under ForeFront) etc.

# Volume Licensing Programs Comparison Chart

## Industries

Benefits	Education				Partner	
	Academic Open License	Academic Select License	Campus Agreement	School Agreement	SPLA	ISV
Number of Desktop PCs	5 or more	Organizations with fewer than 150 desktop PCs are unlikely to purchase enough software to meet minimum purchase requirements.	300 units or more		Any	
Organization Benefits	Academic Open License gives you a simple, flexible, and affordable way to acquire the latest Microsoft technology that your educational institution needs to help improve administrative processes, meet academic goals, and maximize the return on your technology investments.	Academic Select License provides you with an easy way to acquire and manage procuring Microsoft technology by simplifying software asset management and freeing IT resources to focus on productive activities for the institution, such as improving administrative processes and meeting academic goals.	Campus Agreement is a subscription-based program that offers a simple, flexible, and affordable way for your higher education institution to license the latest Microsoft technology to help improve your administrative processes, meet academic goals, and maximize the return on your technology investments. Campus Agreement is sized right for higher educational institutions that want low administration; the convenience of a single annual payment; predictable budgeting; and the ability to accelerate software deployment through the availability of tools, resources, and maintenance benefits.	School Agreement is a subscription-based Volume Licensing program that offers a simple, flexible, and affordable way for primary/secondary schools and school districts to license the latest Microsoft technology to help improve administrative processes, meet academic goals, and maximize the return on technology investments. School Agreement is sized right for schools and districts that want low administration; the convenience of a single annual payment; predictable budgeting; and the ability to accelerate software deployment through the availability of tools, resources, and maintenance benefits.	SPLA offers you a pay-as-you-go model that benefits service providers in all sizes.	Cost savings (typically licenses are at Select level D pricing); ISV is always cash positive with Microsoft licenses (reports after sale of unified solution).
Products Included	All commercially available Microsoft software products on the product list.	All commercially available Microsoft License and Software Assurance software products on the product list.	Wide selection of Microsoft software products (application, system, server, and services) available on the product list.		Wide selection of Microsoft software products (application, system, server, and services) available on the product list.	Wide selection of server products (except Windows Operating System) and applications (except Office).
Licensing Offerings	License, License and Software Assurance, and Software Assurance for renewals or eligible original equipment manufacturer (OEM) and full packaged product (FPP) purchases.		One-year faculty License and Software Assurance, one-year student License and Software Assurance, no-cost Work at Home License.		Monthly reporting and payment of non perpetual licenses is based on the usage from the previous month.	Monthly reporting and payment of perpetual licenses is based on the usage from the previous month. Annual option for Embedded Maintenance.
Software Maintenance Options	Software Assurance is available at the time of license acquisition (License and Software Assurance). Software Assurance coverage is for two years or until the end of the term of Academic Open License authorization number, whichever comes first.	Ability to acquire Software Assurance throughout the three-year agreement term and renewals, but only at the time of license acquisition (License and Software Assurance) or renewal of Software Assurance. Coverage runs to the end of the agreement term.	Software Assurance is included as part of the Campus License. Software Assurance coverage runs to the end of the enrollment term.	Software Assurance is included as part of the School License. Software Assurance coverage runs to the end of the enrollment term.	Offered through both direct model and reseller channel.	Direct only. End Customers have annual option for Embedded Maintenance.
Pricing	Requires only five licenses to enter the program.	One price level based on a forecast of the total purchases the customer expects to make in each of three "product pools" (applications, systems, and servers) during the 36-month term.	For applicable products, two price levels based on the number of Full Time Equivalent (FTE) employees in the participating institution(s) or department(s): Level A: Less than 3,000 FTE Level B: 3,000 plus FTE	For applicable products, two price levels based on the number of eligible PCs in the participating school(s) or school district(s). Level A: Less than 2,500 PCs Level B: 2,500 plus PCs	One price level in SPLA. SPLA is not version specific, so service providers always get the latest version. No other Software Assurance benefits are offered. Open License NL	ISVs order fulfillment media via Microsoft Order Entry Tool (MOET). Pricing is based on usage rights; run-time license or ISV license. Upgrades only; driven by ISV application and not Microsoft application refreshes.
Agreement Term	Two years, not renewable.	Three years, renewable.	Option of one- or three-year licensed period, renewable.		Three years, renewable.	Two years, renewable.
Payment Options	Up-front payment only.	Annual payments for License and Software Assurance and Software Assurance only.	Annual payments.		Monthly payments.	
How to Buy	A broad reseller channel.	Microsoft Authorized Education Large Account Resellers.	Authorized Education Resellers.		Authorized SPLA Resellers.	Direct only.
Product Fulfillment	Media must be acquired separately from Microsoft Worldwide Fulfillment.	Each enrollment receives one introductory Product Fulfillment Kit that contains an initial set of media for the pools and language groups selected. Updates are provided throughout the agreement term.			Media must be acquired separately from Microsoft Worldwide Fulfillment.	
Software Assurance	Option to add Software Assurance at the time of acquiring the license.		Software Assurance is included at the time of acquiring the software license and can be used immediately throughout the term of the licensing agreement.		Upgrade rights are included in the monthly subscription license. Service providers may use the latest versions for the term of the agreement.	Option to add Embedded Maintenance at the time of purchase. Independent Software Vendors may distribute Embedded Maintenance when delivering unified solutions to customers.
Online Services <sup>1</sup>	Not offered	Offered			Limited offerings	Not offered

<sup>1</sup> Online Services refer to applications hosted at Microsoft Data Centers whose client bits may or may not be installed locally. They are priced monthly and billed annually for the term of the agreement. For e.g.: Office Live Meeting, MS Exchange Hosted Services, Antigen (to be rebranded under ForeFront) etc.