

Licensing Suggestions

Use this chart to help determine the best option(s) for your licensing and software needs, and then contact an authorized Microsoft reseller to acquire your software.

Program name	Customer size	Customer type	Most likely customers	How the program works	Benefits	Where to buy	For more information
Retail Product	Fewer than 5 PCs	Home, Corporate, Academic	Customers with small-volume software needs	Acquire in single-unit quantities at retail outlets	Quick and easy	Retail outlets and Microsoft resellers	
OEM Product (software preinstalled on new PCs)	Any	Home, Corporate	Customers purchasing new PCs	When you purchase a new PC, make sure it comes preinstalled with an operating system such as Microsoft Windows. Note: full versions of Microsoft Operating systems are only available through OEM and Retail channels and not through Microsoft Volume Licensing programs.	Easy and convenient	Available only with new PC hardware	
Open License 6.0	5 or more PCs	Corporate, Academic, Charity, Government	Customers wanting an easy, one-time transaction process	You determine the number and type of software you need, place an order with a participating reseller and obtain the right licenses. You can then install software by ordering media directly from Microsoft.	Easy to use and understand, offers volume savings with minimum license requirements	Any Microsoft reseller. Microsoft Large Account Resellers (LARs)	http://www.microsoft.com/licensing
Select License 6.0	250 or more PCs	Corporate, Academic, Government	Organizations with mixed Microsoft license requirements, decentralized licensing and the ability to forecast license purchases	After you sign your Select License agreement, you'll receive Microsoft software CDs based on the product pools you have selected. On a monthly basis, you will submit an order to your Large Account Reseller (LAR) for the number of units of Microsoft software that you have installed during the past month. The LAR will then pass the order on to Microsoft.	Better pricing levels and larger volume forecasts	Microsoft Large Account Resellers and/or direct relationship with Microsoft, supported by Enterprise Software Advisors (ESAs) based on geographic region	http://www.microsoft.com/licensing

Licensing Suggestions (continued)

Program name	Customer size	Customer type	Most likely customers	How the program works	Benefits	Where to buy	For more information
Enterprise Agreement 6.0	250 or more PCs	Corporate	Customers who want to standardize their enterprise and can centralize licensing	Enterprise Agreement (EA) customers choose to standardize their selection of Microsoft products for the three-year term of their EA, with payments made annually. You can then run the chosen products on all desktops, subject to an annual "true-up" requirement.	Recognizes customer's high-volume commitment with better savings. Increases budgeting certainty and helps ensure compliance. Allows you to run the latest versions of nominated Microsoft products at all times during the agreement.	Microsoft, supported by Enterprise Software Advisors (ESAs) based on geographic region	http://www.microsoft.com/licensing
Enterprise Subscription Agreement 6.0	250 or more PCs	Corporate	Customers who want to standardize their enterprise, can centralize licensing and acquire non-perpetual licenses on a subscription basis	<p>The Enterprise Subscription Agreement gives you the ability to lease software licenses. With the subscription, you do not own the product license but rather the rights to use the software for as long as you maintain the subscription.</p> <p>This option recognizes the customer's high-volume commitment with better savings, increased budgeting certainty and continued compliance. The customer also can minimize cash flow with lower annual payment than for a new Enterprise Agreement gets pricing flexibility to accommodate acquisitions and divestitures, and is allowed to run the latest versions of nominated Microsoft products at all times during the agreement.</p>	Ability to minimize cash flow with lower annual payment than for a new Enterprise Agreement; pricing flexibility to accommodate acquisitions and divestitures. Allows you to run the latest versions of nominated Microsoft products at all times during the agreement.	Microsoft Large Account Resellers and/or direct relationship with Microsoft, supported by Enterprise Software Advisors (ESAs) based on geographic region	http://www.microsoft.com/licensing