

Microsoft Open Value: Program Overview

The recommended licensing solution for small and medium sized organisations (*with less than 250 desktops*)

Top three things you should know about Microsoft Open Value:

1. Discounts for commitment (up to 30%)
2. Easy Annual Payments
3. Software Assurance benefits included

Benefits:

- **Easy entry level:** minimum of FIVE licenses (with Software Assurance) required to start an agreement
- **Annual Payments:** Spread initial Open Value order over the three year term of the Open Value agreement
- **Latest Versions:** Get the latest versions of software as it's released (on the products you have SA coverage on)
- **Software Assurance Benefits included:** Access to the latest versions of software, home use rights, training days and much more!
- **Simplified License Tracking:** Easily view purchase history & download products with great online tools
- **Step it up!** Step up from one edition of a product to another cost effectively. Available only when you have active Software Assurance
- **Lock in pricing:** Pricing predictability across three year term (for all products in initial purchase)
- **Media:** Install products easily with media included free of charge with Open Value agreement
- **Subscription option:** Offers very low upfront cost. Flexibility to either increase or decrease licenses annually

Four Purchasing Options:

Option 1: CompanyWide Platform (biggest commitment, largest discount)

CompanyWide Platform licenses must cover each qualified desktop in the company

Three CompanyWide Platform options: **1.** Professional Desktop, **2.** Small Business Desktop **3.** Custom Platform Agreement (mix & match).

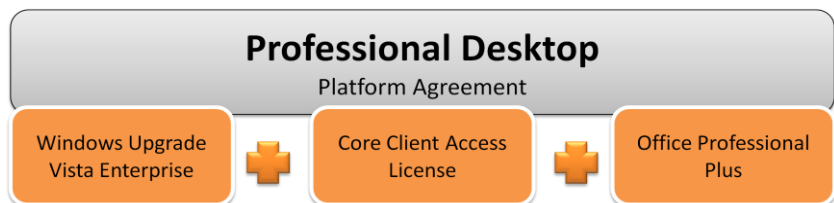
Professional Desktop = Windows Upgrade, Office Pro Plus & individual components within the Core Client Access License

Small Business Desktop = Windows Upgrade, Office Small Business, Microsoft Small Business Client Access License

Custom Platform agreement enables mixing & matching of Platform products

SAVE up to 30% buying Professional Desktop vs purchasing individual Products

Before you spend any further money on technology consider the Professional Desktop / CompanyWide Platform solution



Option 2: CompanyWide Non Platform

Want to license just one or two Platform products (for each qualifying desktop in the company)? Refer to chart for options ▶

Option 3: Non CompanyWide

Minimum of 5 licenses with Software Assurance required to start an agreement. Ideal for customers wanting to license a few servers or for only *some* desktop PCs (for example).

Option 4: Subscription

A flexible licensing solution that moves with your business. Low entry costs, accommodates increasing **or reducing** software needs on an annual basis. Minimum Requirement: license a minimum of **one** Platform Product CompanyWide ▶

Platform Products (see over page for product information)	
Product Family	Platform Product Options*
Microsoft Office <i>choose one or mix and match</i>	Office Enterprise
	Office Professional Plus 2007
	Office Small Business
Client Access Licenses (CALs) <i>choose one</i>	Enterprise Client Access License
	Core Client Access License
	Small Business Server CAL Std/Premium (may mix and match CAL editions)
	Essential Business Server CAL Std/ Premium (may mix /match CAL editions)
Operating System <i>choose one or mix and match</i>	Windows Vista Business Upgrade
	Windows Vista Business Upgrade (with Microsoft Desktop Optimisation Pack)
NOTE: Non Platform products may be licensed within any quantity within an Open Value agreement	

Qualified Desktop: "A personal computer that meets the minimum technical specifications to run any product. Qualified Desktops are not: 1. Servers 2. Computers running only specialised line of business software or 3. Computers running embedded operating systems."

Microsoft Office Suites within Microsoft Open Value

Individual Products within Suite	Microsoft Office Small Business 2007	Microsoft Office Professional Plus 2007	Microsoft Office Enterprise 2007
Microsoft Office Word 2007	●	●	●
Microsoft Office Excel 2007	●	●	●
Microsoft Office PowerPoint 2007	●	●	●
Microsoft Office Outlook 2007		●	●
Microsoft Office Publisher 2007	●	●	●
Microsoft Office Access 2007		●	●
Microsoft Office Communicator 2007		●	●
Microsoft Office InfoPath 2007		●	●
Microsoft Office Groove 2007			●
Microsoft Office OneNote 2007			●

Small Business Server (SBS)

Standard Edition

Windows Server 2008 Standard

Exchange Server 2007 Standard

SharePoint Services 3.0

Windows Server Update Services 3.0

Windows Live OneCare

Windows ForeFront Security for Exchange Server

Integration with Office Live Small Business

Premium Edition includes all SBS Standard and:

Microsoft SQL Server 2008 Standard

Note: OneCare and ForeFront 120 day trial software only

Essential Business Server (EBS)

Standard Edition

Windows Server 2008 Standard

Exchange Server 2007 Standard

System Centre Essentials 2007

Windows ForeFront Security for Exchange Server

ForeFront Threat Management Gateway, Med Business Edition

Premium Edition includes all EBS Standard and:

Microsoft SQL Server 2008 Standard

Core CAL (Client Access License)

Windows Server 2008 Standard Client Access License

Exchange Server 2007 Standard Client Access License

Office SharePoint Server 2007 Standard Client Access License

System Centre Configuration Manager 2007 Client Management License

Enterprise CAL - Get all Core CAL and:

Exchange Server 2007 Enterprise Client Access License

Office SharePoint Server 2007 Enterprise Client Access License

Office Communications Server 2007 Std Client Access License

Office Communications Server 2007 Ent Client Access License

System Centre Operations Manager 2007 Client Monitoring

Windows Rights Management Services

Microsoft Forefront Security Suite

There are two aspects to correct licensing of Server products:

1. Licensing those accessing the Server: Often covered by Client Access Licenses) and **2. Licensing the Server itself:**

Note: If you need the Enterprise Client Access License, but you have already purchased Core CAL, as long as the Core CAL has current Software Assurance, you have the option to **step up** to the Enterprise CAL

www.microsoft.com/nz/licensing

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