

## Overview of Microsoft Licensing Programs

### Microsoft ISV Royalty Licensing Program

The ISV Royalty Licensing Program gives Independent Software Vendors (ISVs) a convenient way to integrate Microsoft licensed products into software business applications, replicate the business solution, and distribute a fully licensed solution to customers. The program allows ISVs to integrate Microsoft licensed product(s) into an application; include a Microsoft licensed product along with the ISV solution on the installation media; or pre-install a Microsoft licensed product on a PC that is part of an ISV's unified solution.

### Microsoft Services Provider License Agreement

The Services Provider License Agreement (SPLA) enables services providers and ISVs to license Microsoft products on a monthly basis, over a three-year agreement term, and to use these products to provide software services and hosted applications to their customers. It is ideal for scenarios such as hosted Web sites, hosted line-of-business (LOB) software applications, or the delivery of software services that interact with Microsoft licensed products.

### Microsoft Open License

Open License is for small to midsize organizations with at least five desktop PCs. The program has the minimum license requirements and offers volume pricing with the flexibility to pay as you go. It allows a customer to acquire additional software products as needed to grow with their changing business needs.

### Microsoft Open Value

Open Value is for small to midsize organizations that want to simplify license management, gain better control over their IT investment, and effectively manage their software costs. In the Open Value program, customers can add licensed products throughout the year at a predetermined price. Additional cost savings are available when standardizing PC licensed products company-wide. Open Value includes Microsoft Software Assurance, a comprehensive maintenance program that helps organizations get the most out of their software investment.

### Microsoft Select License

Select License is for midsize to large organizations that have 250 or more desktop PCs, have mixed software requirements, and prefer to purchase the latest Microsoft technology on a pay-as-you-go basis. 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. This makes it easier to adapt to a customer's technology strategy and evolving business needs. If they add Microsoft Software Assurance at the time of purchase, they have the option for an annual payment plan. The program provides access to Microsoft Volume License Services (MVLS), a password-protected Web site offering access to purchase history, order confirmations, and other resources such as Software Assurance benefit management.

### Microsoft Enterprise Agreement

The Enterprise Agreement is for large organizations with 250 or more desktop PCs. It provides a cost-effective way to acquire the latest Microsoft technology to standardize IT across the enterprise. It offers substantial cost savings over standard license pricing, as well as simplified license and budget tracking through a single agreement. The Enterprise Agreement includes Software Assurance to help improve software resource planning, measure return on software investments, and increase productivity for an organization's employees. Customers can amortize payments over a three-year term, with the option to renew with Microsoft Software Assurance only. It includes Microsoft Services Essential Support, which can help IT staff concentrate on optimizing information technology to support business solutions.

### Microsoft Enterprise Subscription Agreement

The Enterprise Subscription agreement is similar to the Enterprise Agreement but lets customers subscribe to—rather than purchase—Microsoft software licenses. Customers can standardize an enterprise by licensing Microsoft enterprise products, such as Microsoft Office Professional Plus, Microsoft Office Enterprise, Microsoft Windows Vista Enterprise, and the Enterprise CAL Suite, at volume pricing based on a three-year agreement term.