Enterprise Agreement

Overview

Microsoft

The Microsoft Enterprise Agreement

The Microsoft Enterprise Agreement (EA) provides you with the best overall pricing based on your organization's size, the benefits of Software Assurance, as well as simplified licensing management via your organization-wide volume licensing agreement.

Flexibility for cloud services

As more companies implement cloud services, the EA provides a seamless way to license both on-premises software and cloud services all in the same agreement. With a single agreement, you gain the flexibility to choose software and cloud services for different user types and deployment scenarios, optimize your technology spend to fit your IT and user needs, and streamline software asset management across all of your Microsoft purchases.

Volume pricing with flexible payment options

The Enterprise Agreement is appropriate for your organization if you have more than 250 PCs, devices and/or users and want to license software and cloud services for your organization for a minimum, three-year period. At the onset of your agreement, pricing is based on a tiered volume discount structure, meaning the greater the size of your organization, the less you'll pay for individual licenses. In addition, the cost of your EA may be spread across three annual payments, helping you predict future budget requirements. Finally, Microsoft Payment Solutions offers even greater payment flexibility by providing custom payment options that let you combine software, services and equipment in a single investment.

Enrollments for cost-effective licensing

With the Enterprise Agreement you can take advantage of various Enrollments. Enrollments are designed to help your organization license Microsoft solutions, delivered via on-premises licenses and/or cloud services. They can be a very cost-effective way to purchase software and solutions to address key organizational objectives such as standardizing on PC and device technologies, building secure and well managed datacenters or helping your IT staff build, manage and maintain up-to-date application platform structures.

Enterprise Enrollment

The Enterprise Enrollment enhances manageability and cost savings when equipping your entire organization with the latest versions of the Windows operating system, premium Office suite and/or Client Access License (CAL) Suites to connect users/devices to Microsoft Server products.

Moreover, the Enterprise Enrollment lets you choose whether to run PC and device software and/or cloud services across your organization, with the ability to license both on-premises software and online services such as Office 365 and Windows Intune. You also have the flexibility to maintain a mix of on-premises and online services to suit user needs, and can transition from on-premises licensing to equivalent Online Services as business priorities change. Such organization-wide implementations help you reduce device and user management and support costs, and provide additional pricing advantages above the EA's standard volume pricing levels.

Enrollment for Application Platform

The Enrollment for Application Platform (EAP) is a flexible and cost-effective option for updating and deploying Microsoft Application Platform products across your organizations. You can license any one or more of the following products under the EAP: SQL Server, BizTalk Server, SharePoint Server, and Visual Studio, and receive attractive upgrade provisions and product savings when you do so.

Enrollment for Core Infrastructure

Enrollment for Core Infrastructure (ECI) allows you acquire and manage Microsoft's core infrastructure products under a single agreement. Based on your virtualization needs, you choose whether to license the Core Infrastructure Suite (CIS) Datacenter or Standard Edition, or a mix of both. These core infrastructure suites offer a cost-efficient way to license the Windows Server operating system, and Microsoft System Center server management together with a single processor-based license.

Enterprise Agreement Overview

With your Enterprise Agreement you can license the full breadth of Microsoft Online Services.

Office 365 offers cloud versions of Microsoft's most trusted communications and collaboration products with the latest version of the Office suite.

Windows Intune helps you manage and secure PCs anywhere with cloud services.

Microsoft Dynamics CRM Online offers flexible sales, marketing and service solutions that integrate with other Microsoft products, plus customization and partner offerings.

Windows Azure is an open and flexible cloud platform that enables you to quickly build, deploy and manage applications across a global network of Microsoft-managed datacenters.

Enrollment for Windows Azure

Enrollment for Windows Azure (EWA) lets you subscribe to and manage your Windows Azure services under a single agreement. You choose how you use Windows Azure services, which are sold under consumption-based, per-unit billing models. Volume pricing discounts are available and are based on your annual monetary commitment level.

Enterprise Subscription Program Options

For the Enterprise Enrollment, Enrollment for Core Infrastructure and Enrollment for Windows Azure, the EA provides a subscription program option. This option offers a lower initial cost based on a three-year subscription, and the ability to increase or decrease subscription counts on an annual basis. This ability to grow or downsize subscription counts can be attractive, especially if you expect significant fluctuations in workforce size and IT requirements. However, unlike a standard Enterprise Agreement Enrollment where you retain perpetual use rights for the licenses you purchase, with these subscription programs you gain access to Microsoft software only for as long as you maintain your subscription. If you decide not to renew, you relinquish your rights to run the software, unless of course you choose to acquire your licenses through the program's "buy out" option.

Note: The subscription program option is not available for Enrollment for Application Platform.

Note: Subscription licenses for cloud services are not perpetual under any circumstance unless specified otherwise in the Microsoft Product List and Product Use Rights documents.

Software Assurance and optional Strategy and Support Services

All Enterprise Agreements include Software Assurance for on-premises software to help you optimize your IT spending with greater choice for how you deploy and use you Microsoft purchases. You can capitalize on lower-cost VDI and cloud-based computing models, while giving workers more secure access to applications and data from devices they or the company owns. Essential benefits that offer the latest technologies, compelling use rights, supporting services and management tools are inclusive with SA, which means you can use them to deliver the right Microsoft solution, when needed, to help advance business priorities as IT landscapes change. Finally, to your Enterprise Agreement you may add a variety of Microsoft Enterprise Strategy and Premier Support offerings to provide the optimum level of strategic, pro-active and reactive support for your Microsoft software environment.

Enterprise Agreement program details

Volume Licensing Pricing Principles

The annual price-per-license budgeting feature of the Enterprise Agreement is predictable, so you can forecast software technology costs up to three years in advance. A payment (based on your initial order) is due each year on the anniversary of your EA Enrollment. Should you add additional hardware/users during your agreement, the per-license costs remain the same or may be lower given the program's volume pricing levels.

Enrollments and Pricing

At the onset of your Enrollment pricing is based on a tiered volume discount structure, meaning the greater the size of your purchase commitment the less you will pay for an individual license. In a similar fashion, you may qualify for lower, per-unit prices should you add additional Windows Azure service capacities over and above your initial commitments.

Enterprise Agreement Overview

Comparing Enrollments

Below is a comparison between the Enterprise Enrollment, Enrollment for Application Platform, Enrollment for Core Infrastructure and Enrollment for Windows Azure.

Enterprise Agreement	Products	Program Mechanics
Enterprise Enrollment	• CAL Suites • Office Professional Plus • Windows OS • Additional Products and Online Services	• Yearly True-up • Three-year term • Cover all desktop PCs (except with certain Online Services) • Additional products (available) • Ability to Transition from on-premises to equivalent Online Services • Software Assurance required

Enrollment for Application Platform	• SQL Server
	• BizTalk Server
	• Visual Studio
	• SharePoint Server
		• Yearly- or three-year True up options
		• Three-year term
		• Minimum initial purchase required
		• Software Assurance required:
		    o License and Software Assurance (L&SA) on all new licenses
		    o Defer License cost for any units not currently covered by Software Assurance at signing

Enrollment for Core Infrastructure	• Datacenter and Standard Server Suites: • Windows Server • System Center	• Yearly True-up • Three-year term • Minimum initial purchase required • Choose from two suite editions • Per-processor licensing • Software Assurance required
Enrollment for Windows Azure*	• Windows Azure Services	• One-year and coterminous subscription options** • Three-year term • Minimum initial purchase required • No Software Assurance required

* Windows Azure services may be purchased as Additional Online Services through other Enrollments with the same purchase commitments and pricing as with the Enrollment for Windows Azure.

**Coterminous subscription option means you can arrange to have your Enrollment for Windows Azure end at the same time as your other Enrollment(s) are scheduled to end.

Order Annually via True-up

Over the life of your EA, you can equip additional hardware, devices, or users with software and online services you've already licensed, and then account for these changes through an annual reconciliation process known as True-Up. If you have an Enrollment with an Enterprise Subscription program this process is known as an Annual Order, through which you can increase or decrease your license subscription counts. Because you need to place only one order per year, your EA can also streamline the procurement process and reduce the time spent managing your Microsoft licenses.

Enterprise Agreement Overview

Windows Azure

A notable exception to this annual True-up model occurs with Windows Azure. At the start of your Windows Azure subscription term, your initial annual monetary commitment serves as a "baseline" of sorts. Should your actual usage surpass that amount, you will be invoiced for any overage on a quarterly basis. However, you may increase your commitment level at any time during your subscription term to help fostering payment predictability, and potentially lower your costs as Windows Azure rates associated with your annual monetary commitment (Commitment Rates) are lower than the standard Windows Azure Consumption Rates.

Flexible Payments

Spread Payments

Payments for products and services purchased at signing may be spread over three annual payments mapping to your yearly agreement anniversary. This is a benefit of the EA's Software Assurance coverage and is offered as an optional payment term with no cost-of-money fees.

Payment Solutions

Microsoft Payment Solutions help you expand your IT purchasing power and improve cash flow with easy, flexible, and affordable payment plans. You can apply Payment Solutions to all EA purchases and match payments to align with your business requirements.

Payment Solutions offer:

▶ Flexible Payment Structures: Set-up monthly, quarterly, or semi-annual payment structures, or arrange to ramp up or defer payments.

▶ Services Payment Solutions: Payment solutions for a wide range of Microsoft services such as Premier Support.

▶ Total Solution Financing: Payment solutions for complete software, services and hardware solutions including non-Microsoft products.

Note: Microsoft offers Payment Solutions to credit approved customers in specific countries with third-party financing providers under the Microsoft Financing program. Learn more about Microsoft Payment Solutions at www.microsoft.com/financing.

Learn more

Contact your preferred Microsoft Authorized Enterprise Software Advisor (ESA) or Microsoft Authorized Large Account Reseller (LAR).

▶ In the United States, call (800) 426-9400, or find an authorized reseller.

▶ In Canada, call the Microsoft Resource Centre at (877) 568-2495.

Worldwide

For information about Volume Licensing offerings available in your area, find the Microsoft Volume Licensing website for your country/region.

Academic, Government and Charitable Organizations

If you are affiliated with an academic, government or charitable organization there are additional Volume Licensing programs available to you, which may include additional partner and pricing advantages. Visit the Microsoft Volume Licensing website for more information.

More Resources

Microsoft Worldwide Volume Licensing www.microsoft.com/licensing
Microsoft Online Services www.microsoft.com/licensing/onlineservices
Software Assurance www.microsoft.com/softwareassurance
Microsoft Volume Licensing Service Center www.microsoft.com/licensing/existing-customers/manage-my-agreements.aspx
Microsoft Payment Solutions www.microsoft.com/licensing/how-to-buy/financing.aspx