

Licensing Guide

Microsoft Open Agreements



Microsoft Open Agreements Licensing Guide

Table of Contents

Microsoft Open Agreements Overview	1
Benefits	1
The Open Agreements Family.....	2
Open Value	2
Open License.....	3
Microsoft Online Services	3
Client Access Licenses (CALs) and Bridge CALs.....	3
Offerings for Eligible Academic, Government, and Nonprofit Organizations	4
Academic	4
Government.....	4
Nonprofit	4
Software Assurance	4
Acquiring Software Assurance	4
License Management	5
Microsoft Volume Licensing Service Center (VLSC).....	5
Placing an Order	5
Making Copies.....	5
Additional Resources	5
Appendix	7
Determining the Licenses You Need	7

Microsoft Open Agreements Licensing Guide

Microsoft Open Agreements Overview

Small and midsize organizations looking for a cost-effective way to purchase software licenses and subscribe to Microsoft Online Services can rely on Microsoft Open Value and Microsoft Open License. The Open agreements are a convenient and simple way for organizations with at least five desktop PCs to acquire the latest Microsoft technology. With features such as volume discounts for minimal up-front purchases and payment options, Open agreements offer value and flexibility.

Benefits

The Open agreements offer many benefits, including:

Licensing simplicity. Place an order and start using licensed products immediately. The flexible pay-as-you-go model helps eliminate the need for forecasting. After you place your order in Open License, you receive a single authorization identification number that you can reuse and share with qualified affiliates. Good for the entire two-year agreement, this identification number helps reduce procurement costs and simplifies the purchasing process.

Licensing flexibility. Open Value gives you a single platform option, which allows you to choose components from the Windows Desktop Operating System Upgrade, Microsoft Office, and Client Access Licenses (CAL) under a single platform, rather than being required to choose between the Small Business or Desktop Professional platform.

You can also choose the latest offerings in midsize IT solutions from Microsoft with Windows Essential Business Server. If your organization requires enterprise solutions, latest version of Microsoft Office Professional Plus, Enterprise CAL, and Microsoft Desktop Optimization Pack (MDOP) are available.

Licensing manageability. Online tracking tools make managing licenses easy and convenient. With the Volume Licensing Service Center (VLSC), you can easily view licensing information, download Microsoft licensed software, and manage Software Assurance benefits and subscriptions from one convenient online location.

Licensing affordability. Stretch software procurement budgets further than retail purchase options. With a simple transaction, you can pay for what you need when you need it, giving you the flexibility to manage your software needs. Greater cost savings are available in Open License for commercial and eligible government customers who require a larger initial up-front order of 500-plus points in one or more product pools (applications, systems, and/or servers).

Purchase Online Services. Open customers can purchase some Microsoft Online Services in the same agreement as on-premises software, so you can transition to the cloud at your own pace through your existing agreement. You get a single purchasing experience using the same reseller as on-premises purchases. Purchase cloud services with Open Value or Open License, and you can seamlessly use services such as Microsoft Office 365 in or away from the workplace and across multiple devices. Geographic restrictions apply.

Open Value for midsize organizations. You get improved volume pricing for 250 or more desktop PCs combined with an additional price level. (Commercial only; does not apply to Open Value for Government, Academic, or Nonprofit.)

Microsoft Open Agreements Licensing Guide

The Open Agreements Family

Microsoft recognizes that small and midsize organizations have a variety of license acquisition needs. Open Value and Open License agreements share many of the same program features, but give you different license purchasing options. These options ensure that you are getting an agreement that fits your specific needs.

Microsoft Volume Licensing Options



Image 1: Options for Microsoft Volume Licensing customers

Open Value

Open Value is recommended if you have a small to midsize organization with five or more desktop PCs and want to simplify license management, manage software costs, and get better control over your investment. Open Value includes Software Assurance, which helps you get the most out of your software spending through each phase of software management. In addition, access to valuable benefits such as training, deployment planning, software upgrades, and product support help you boost the productivity of your entire organization.

Open Value Organization-wide Option

Open Value Organization-wide offers commercial and government organizations additional when they standardize all their desktop PCs on one or more Microsoft enterprise products. This program includes discounts on organization-wide deployment, so you get the best deal for your software license purchases.

By choosing Open Value Organization-wide, you receive the rights to the latest Microsoft licensed products with a single platform option. With the single platform option, you can customize your device as you choose components from the Windows operating system, Microsoft Office, and CAL product pools, plus additional software products selected in your agreement that include the latest version of following platform product options:

- ▶ **Microsoft Office:** Microsoft Office Professional Plus

Microsoft Open Agreements Licensing Guide

- ▶ **Operating Systems:** Windows Professional Plus Upgrade
- ▶ **Client Access License (CAL) Suites:** The Enterprise CAL Suite or Core CAL Suite

Open Value Subscription Option

Similar to the Organization-wide option, the Subscription option allows you to pay a single price per desktop PC to deploy Microsoft technology as the standard across your organization. Open Value Subscription provides the lowest up-front costs of the Open Program options with the flexibility to reduce the total licensing costs in years when the desktop PC count declines. This option gives your organization the rights to run the software throughout your organization only during the term of the agreement with Microsoft. You also have the ability to add the single platform option to an Open Value Subscription agreement.

For Government customers: A one-year Open Value Subscription option is available for eligible government customers. This option better aligns with government procurement requirements by giving you the flexibility to choose from a one-year or three-year term. The up-to-date (UTD) discount is not available for the one-year option, and you must have purchased Open Value Subscription for a continued period of three or more years at the time of buyout.

Note: Open Value for Government is not available in all regions. Please contact your Microsoft reseller for availability in your country.

Open License

Open License is a good choice if you are a corporate, academic, government, or nonprofit organization that wants to pay as you go. Because you pay for licenses as you need them, you get maximum flexibility to grow with your organization's increasing and changing business needs. You must have a minimum initial purchase of five software licenses for an Open License agreement, but you can acquire additional licensed products through Open License in any quantity at any time during the two-year agreement term. Many Online Services such as Office 365 do not have a minimum initial purchase requirement. Software Assurance can be purchased at the time of the license purchase, and the benefits end with the expiration of the agreement Authorization Number. In order to maximize the benefit period of Software Assurance, Open License customers can order Software Assurance as a new order (not as an additional purchase under an existing Authorization Number).

Open License also offers a volume discount with an additional price break for larger purchases. This additional price point is offered to commercial organizations that purchase 500 points or more of software and/or Online Services in a single product pool.

Microsoft Online Services

As your IT strategy evolves to include the many benefits of cloud computing, Microsoft can help you extend the capabilities and functionality of your existing technology investments with Online Services delivered as a subscription service hosted by Microsoft. With an Open agreement, you can enjoy the flexibility of choosing software and services for different user types, optimize technology spend by purchasing subscriptions that map to IT and user needs, and streamline software compliance and asset management across all Microsoft software and services.

Popular Microsoft Online Services such as Office 365 and Microsoft Azure are available through Open agreements. After you place an order, both you and your reseller will receive email information of how to activate the Online Services. For more information, please refer to the [Online Services Use Rights](#).

Licenses for Online Services are USL (user subscription licenses) that provide you the right to use the online service for as long as you subscribe. The subscription term is 12 months and the term start and end date is independent of your Volume Licensing agreement.

Client Access Licenses (CALs) and Bridge CALs

If the workstations in your organization are networked, you likely depend on network server software to perform certain functions, such as file and print sharing. To access this server software, a Client Access License (CAL) may be required. As well, a CAL Suite is a single license that provides use rights equivalent to multiple licenses for on-premises deployment. CAL Suites simplify licensing and tracking by reducing the number of licenses necessary to access Microsoft products on servers. They may also provide pricing that is more attractive than licensing the equivalent components separately.

Microsoft Open Agreements Licensing Guide

Microsoft CAL Suite Bridges are used when you are transitioning from a CAL Suite (on-premises) to a comparable product and Online Service combination. Bridge CALs are available through Open Value and Open Value Subscription and make it easier and most cost-effective move from on-premises software to cloud services while maintaining your platform coverage. Bridge CAL SKUs give you a way to license and retain access to those CAL Suite workloads that not already licensed with the Online Service to which you will subscribe; for example, an Office 365 plan.

[Get more information](#) on CAL Suites and Bridge CALs.

Offerings for Eligible Academic, Government, and Nonprofit Organizations

Eligible public and private organizations may receive special pricing levels.

Academic

Microsoft is committed to providing licensing solutions for education customers. Learn more about licensing options for education customers, including Open License for Academic at www.microsoft.com/licensing/licensing-options/for-industries.aspx#tab=2.

Government

Qualified government organizations are eligible for special government pricing with Open Value or Open License for Government. You can access government eligibility requirements at: www.microsoft.com/licensing/licensing-options/for-industries.aspx#tab=1.

Nonprofit

Eligible nonprofit organizations may qualify for Open License for Charities pricing. You can access eligibility requirements at www.microsoft.com/licensing/licensing-options/for-industries.aspx#tab=4.

Open License for Charities is not available in all regions. Check with your reseller for availability in your country.

Software Assurance

Microsoft Software Assurance for Volume Licensing helps boost productivity across your organization by helping you to get the most out of your Microsoft software with 24x7 support, deployment planning services, end-user and technical training, and the latest software releases and unique technologies, all in one cost-effective program. Improve end-user productivity with online training and home-use licenses to help enhance skills and accelerate familiarity with Microsoft software. To help IT staff efficiently manage your Microsoft technology, Software Assurance provides new software releases as they become available, provides access to unique desktop technologies including Windows Enterprise and the Microsoft Desktop Optimization Pack, 24x7 phone and web support, technical classroom training, and deployment planning services.

For access to these benefits, purchasing through an Open Value agreement, which includes Software Assurance, is recommended. Software Assurance purchase is optional with Open License. Information on Software Assurance benefits available through Open agreements can be found at www.microsoft.com/softwareassurance.

Acquiring Software Assurance

Software Assurance coverage is included for the entire term of an Open Value agreement. You may also purchase Software Assurance with an Open License agreement for the remaining balance of the term of the Open License Authorization number. With Open License, Software Assurance must always be paid for in two-year increments, regardless of when it was purchased. In cases where time has passed after the initiation of an Open License agreement, it may be better to acquire a new Open License authorization number to receive the most value from your Software Assurance purchase.

Microsoft Open Agreements Licensing Guide

Software Assurance may also be purchased on its own if system or server software products are purchased through retail full-packaged product (FPP) or from an original equipment manufacturer (OEM). There is a 90-day period during which time Software Assurance may be added to these purchases.

License Management

Managing software licenses is easier than ever with our online tools. The following are descriptions of the services we provide.

Microsoft Volume Licensing Service Center (VLSC)

The Microsoft Volume Licensing Service Center (VLSC) is where you manage your Open agreements, download licensed products, and access product keys for your software. The site features your customized Microsoft License Statement, an easy-to-use report that provides a real-time calculation of Volume Licensing entitlements across agreements. You can also use it to quickly identify and activate Software Assurance benefits. Access the Microsoft Volume Licensing Service Center at <https://www.microsoft.com/licensing/servicecenter/home.aspx>.

Please note that a Microsoft work or school account is required to log into the VLSC.

Placing an Order

If you are interested in volume pricing through a Microsoft Open program, locate a reseller near you. To find a Microsoft reseller, call (800) 426-9400 in the United States or (877) 568-2495 in Canada. Outside the United States or Canada, please see pinpoint.microsoft.com/ to find a reseller.

Making Copies

After your Open Value or Open License agreement has been initiated, you may run the exact number of copies of product for which you are licensed. Use legally acquired downloads or media kits to install licensed products across multiple workstations or servers, which may reduce the volume of media per desktop PC maintained as a result of retail software license purchases.

Additional Resources

For additional information on Open agreements:

www.microsoft.com/licensing/programs/open/default.aspx

For information about Microsoft Volume Licensing:

www.microsoft.com/licensing/

To learn more about Software Assurance:

www.microsoft.com/softwareassurance

Microsoft Product Terms:

www.microsoft.com/en-us/licensing/product-licensing/products.aspx#tab=1

Volume Licensing for Government organizations:

www.microsoft.com/licensing/licensing-options/for-industries.aspx

Volume Licensing for Academic organizations:

Microsoft Open Agreements Licensing Guide

www.microsoft.com/licensing/licensing-options/for-industries.aspx#tab=2

Volume Licensing for Nonprofit organizations:

www.microsoft.com/licensing/licensing-options/for-industries.aspx#tab=4

To determine the right Volume Licensing program for your organization, try the Microsoft Product Licensing Advisor tool at:

mla.microsoft.com/default.aspx

Microsoft Open Agreements Licensing Guide

Appendix

Determining the Licenses You Need

A software product license can be broken into five main elements: product pool, product, version, edition, and product type.

Product Pool

Microsoft software programs and Online Services fall under one of the following three product pools:

Applications: Examples of Microsoft applications include the Office suites, Microsoft Visio drawing and diagramming software, and Microsoft Project. Developer tools and utilities such as Microsoft Visual Studio development system are also part of the Microsoft applications pool.

Systems: An example of Microsoft desktop PC operating system software programs is Windows Professional Upgrade.

Servers: Examples of Microsoft server software programs are Microsoft Exchange Server, Microsoft SQL Server database software, Windows Server operating system and Office 365 Subscriptions.

Product

The product software is, for example, Microsoft Office, Visual Studio, Windows, or SQL Server.

Version

Versions differentiate various releases of the product (for example, Microsoft Office 2013 and Microsoft Office 2010).

Edition

The edition specifies the level of features and/or applications included in a product (e.g., Microsoft Office Standard 2013 includes Microsoft Word 2013, Microsoft Excel 2013 spreadsheet software, Microsoft Outlook 2013 messaging and collaboration client, and Microsoft PowerPoint 2013 presentation graphics program where Microsoft Office Professional 2013 includes Word 2013, Excel 2013, Outlook 2013 with Business Contact Manager, PowerPoint 2013, Microsoft Access 2013 database software, and Microsoft Publisher 2013.

Online Service

Microsoft products delivered as a subscription service hosted in the cloud by Microsoft. Examples of Microsoft Online Services are Microsoft Office 365 and Microsoft Dynamics CRM Online.

Product Type

License: Provides the right to run a specific version of the product ordered (for example, Microsoft Office Professional 2013). The Open License and Open Value programs provide perpetual use rights. Customers with Software Assurance will have perpetual use rights to the latest product version available at the time the contract expires. Open Value Subscription provides use rights for the latest products version for the duration of the agreement's term.

Software Assurance

Software Assurance may be ordered for any underlying licensed product and provides the right to upgrade to and run the latest version of that product that Microsoft makes available during the covered period. Software Assurance is automatically included in the Open Value, Open Value Subscription. Purchase of Software Assurance is optional in the Open License program.

Note: Options and rules differ across products.

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1215