.Office Microsoft®

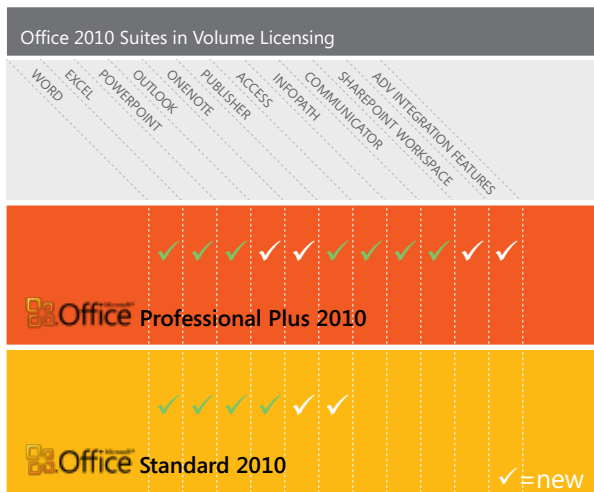# Office 2010 for Microsoft Volume Licensing

MICROSOFT FIELD AND PARTNER EDITION – APRIL 2010

Overview: For Microsoft Volume Licensing customers, Office 2010 provides more business value in each product offering plus new, innovative, integrated Microsoft Office Web Apps capabilities*, and simplified licensing options. Software Assurance customers benefit from an efficient migration path to Office 2010 and can take advantage of training, deployment planning, and technical support benefits to get the most out of the software.

Product Snapshot

Microsoft Office Professional Plus 2010 offers a complete toolset for both individual and team productivity and connects users to key business processes. New additions to the Office Professional Plus 2010 suite include Microsoft® OneNote®, and Microsoft® SharePoint® Workspace.

Microsoft Office Standard 2010 provides a comprehensive toolset for individual productivity. It provides the necessary tools to quickly and easily create great-looking documents, spreadsheets, and presentations, and manage e-mail. New additions to the Office Standard 2010 suite include OneNote and Publisher.

Office 2010 Suites in Volume Licensing

WORD EXCEL POWERPOINT OUTLOOK ONENOTE PUBLISHER ACCESS INFOPATH COMMUNICATOR SHAREPOINT WORKSPACE ADV INTEGRATION FEATURES

.Office Microsoft® Professional Plus 2010
✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓

.Office Microsoft® Standard 2010
✓ ✓ ✓ ✓ ✓   ✓=new

Office Web Apps in Office 2010

Office Web Apps include Word Web App, Excel® Web app, PowerPoint® Web App, and OneNote Web App. They move Office 2010 beyond the traditional workstation and extend the Office productivity experience to the browser – offering virtually anytime, anywhere access.*

Office Web Apps are licensed with the Office 2010 suites offered in Volume Licensing Programs. They are not licensed as part of Software Assurance. Since Office is licensed "per device", Office Web Apps are also licensed per device. A single, "primary user" of an Office 2010 licensed device may access the Office Web Apps from any other device, which may be, but is not necessarily licensed for Office.

Office Web Apps are not a low-cost replacement for Office 2010, but rather online companion applications to Microsoft Office that extend the familiar Office experience to the browser. The most complete solution for office workers remains Office Professional Plus and the Business Productivity server solutions on the back-end.

Position Office Web Apps with customers as extending the productivity experience – to allow for document viewing and light editing away from the user's primary device. Customers should recognize that Web Apps do not provide the full experience of Office.*

*An appropriate device, Internet connection, and supported Internet Explorer®, Firefox, or Safari browser are required. Some mobile functionality requires Office Mobile 2010 which is not included in Office 2010 applications, suites, or Web Apps. There are some differences between the features of the Office Web Apps, Office Mobile 2010 and the Office 2010 applications.

Software Assurance Benefits for Microsoft Office

Current Microsoft Software Assurance for Volume Licensing customers get more productivity value through their agreement by taking advantage of the new version software rights, and by leveraging the deployment and productivity benefits included with SA.

Office 2010 Software Assurance Migration Plan

OFFICE ENTERPRISE 2007	➤
OFFICE PROFESSIONAL PLUS 2007	➤ .Office Professional Plus 2010
OFFICE SMALL BUSINESS EDITION 2007	➤
OFFICE STANDARD 2007	➤ .Office Standard 2010

KEY SOFTWARE ASSURANCE BENEFITS:

- **Packaged Services**: Provides structured planning services from Microsoft partners to enable efficient deployments, covering Desktop (Office and/or Windows), SharePoint, Exchange, and Business Value Planning Services.

- **Home Use Program**: Provides employees with access to the latest version of Microsoft Office for their home computers, via a low cost download to help them be more productive.

- **E-Learning**: Provides access to self-paced, interactive training that is created by Microsoft technology experts, allowing users to learn software before it is deployed and helping lower training costs.

- **Training Vouchers**: Provides instructor-led technical training for IT professionals and developers that can help optimize IT growth and productivity and reduce training budgets.

Volume Licensing Programs

The availability of Office 2010 suites varies by Volume Licensing Program.

VOLUME LICENSING PROGRAMS	EA	ESA	SELECT	SELECT PLUS	OV	OVS	OPEN
Office Professional Plus 2010	✓	✓	✓	✓	✓†	✓†	✓
Office Standard 2010			✓	✓	✓‡	✓‡	✓

† Platform / companywide offering   ‡ non-companywide offering.

With Office 2010, Office Professional Plus 2010 is the platform offering in both the Professional and Enterprise Desktop offerings in the EA and ESA programs.

EA/ESA PLATFORM	OFFICE 2007		OFFICE 2010
PROFESSIONAL DESKTOP	OFFICE PROFESSIONAL PLUS 2007	→	OFFICE PROFESSIONAL PLUS 2010
ENTERPRISE DESKTOP	OFFICE ENTERPRISE 2007	→	OFFICE PROFESSIONAL PLUS 2010

With Office 2010, Office Professional Plus 2010 is the platform offering in both the Small Business and Professional Desktop offerings in the OV and OVS programs.

OV/OVS PLATFORM	OFFICE 2007		OFFICE 2010
SMALL BUSINESS DESKTOP	OFFICE SMALL BUSINESS 2007	→	OFFICE PROFESSIONAL PLUS 2010
PROFESSIONAL DESKTOP	OFFICE PROFESSIONAL PLUS 2007	→	OFFICE PROFESSIONAL PLUS 2010

Enrollment of OEM Office 2010 Licenses into Volume Licensing

Customers who want to buy Software Assurance for certain Office 2010 licenses acquired from an OEM may do so in the Open License and Select programs within 90 days from the date those licenses are acquired. Customers under Open Value may acquire Software Assurance for Office 2010 licenses within 90 days from the date those licenses are purchased (this does not apply to the Open Value company-wide option).

By acquiring Software Assurance coverage for an OEM copy of Microsoft Office 2010, the customer is eligible to "step into" an equivalent edition of Office 2010 offered through Volume Licensing. The following table shows the mapping of OEM versions to Volume Licensing versions when Software Assurance is purchased.

On enrolling OEM licenses into the Microsoft Volume Licensing Program, customers are eligible to purchase Step-up Licenses from Office Standard 2010 to Office Professional Plus 2010.

NOTE: OEM Office Professional 2010 maps to VL Office Standard 2010 rather than Office Professional Plus 2010. This is because Office Professional Plus 2010 contains several components (e.g., Communicator 2010, InfoPath 2010, SharePoint Workspace 2010 and the Advance Server Integration Features), that are not present in the OEM version of Office Professional 2007.

Volume Activation

Customers have two activation options: Key Management Service (KMS) is a local activation service where there is no need for individual PCs to connect to Microsoft for activation. Multiple Activation Key (MAK) enables customers to complete activation directly with Microsoft with an upper limit on activations. Customers can use any combination of these two methods to activate machines in their environment, depending on their organization and network infrastructure.

Enterprise Search

The Office 2010 release brings powerful new search capabilities for businesses. The following are new offerings for the SharePoint Server product family:

Microsoft FAST Search Server 2010 for SharePoint **Powerful High-end Search Delivered through SharePoint** *Requires SharePoint Server and Enterprise CAL*	• **Want high-end capabilities and easy deployment and manageability** • **Want great general productivity search** • **Are building custom, strategic search solutions and integrated applications**
Microsoft SharePoint Server 2010 **Complete Intranet Search Solutions**	• **Want enterprise-class Intranet search with low touch from IT** • **Relatively new to search**
Microsoft Exchange Server **Departmental Search**	• **Have tactical, low scale search applications (such as departmental sites)** • **Want quick, basic projects requiring little or no cost and IT effort**

Resources

Volume Licensing
http://volumelicensing/Shared/assetoverview.aspx?ID=41

Licensing Field "Community Central"
http://ccentral

Office OnRamp
http://OfficeOnRamp
http://sharepoint/sites/office-onramp/pages/default.aspx
- Office Client NDA Futures Deck
- Office Client EA Renewal Discussion Forum
- Additional Office/Wave 14 Materials
- Wave 14 NDA Futures, Training, and Individual Product Futures Decks

Wave 14 Website
http://wave14ready
- Wave 14 Ambassador List
- Latest Resources

IW Partner Management
http://infoweb2007/officesystem/Wave14Readiness/iwpartner/Pages/default.aspx

Enterprise CAL Portal
http://sharepoint/sites/calsuites_community/ECAL%20Suite%20FY10%20 Licensing%20Content/ECAL%20Suite%Licensing%20Materials.aspx

Microsoft Channel Partners
http://partner.microsoft.com/US/productsolutions/officesystem

Volume Activation
- Office 2010 Activation Material - FAQ for IT Pros:
  http://arsenalcontent/ContentDetail.aspx?ContentID=184425
- Office 2010 Activation Material - Field Battlecard:
  http://arsenalcontent/ContentDetail.aspx?ContentID=184522
- Office 2010 Activation Material - Talking Points:
  http://arsenalcontent/ContentDetail.aspx?ContentID=184523
- Office 2010 Activation Material - Quick Reference Card:
  http://arsenalcontent/ContentDetail.aspx?ContentID=184524
- Office 2010 Activation Material - Walking Deck:
  http://arsenalcontent/ContentDetail.aspx?ContentID=184525
- VLK Office Scenarios:
  http://arsenalcontent/ContentDetail.aspx?ContentID=185981
- Volume Activation information posted on the Microsoft Partner Portal:
  https://partner.microsoft.com/global/40111510

Enterprise Search
- Field:
  http://infopedia/pages/sharepoint.aspx
- Partners:
  https://partner.microsoft.com/global/productssolutions/40121316

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