Microsoft | Volume Licensing

Licensing
Secure Productive Enterprise

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Summary

Secure Productive Enterprise is a per user licensing option that includes Office 365, Enterprise Mobility + Security, and Windows 10 Enterprise. Secure Productive Enterprise Secure Productive Enterprise is available in two options, E3 and E5. For the first time, we're providing licensing flexibility in a single, per-user SKU, including never-before cloud-first, on-premises capable licensing rights to use to help subscribers transition from on-premises environments. Secure Productive Enterprise E3 and E5 will be available through the Enterprise Agreement (EA), Enterprise Agreement Subscription (EAS), and Microsoft Products and Services Agreement (MPSA) for commercial and government customers. Secure Productive Enterprise E3 and E5 will also become available in the Cloud Solution Provider (CSP) program for customers with cloud-only deployments.

What's new in this brief

This is a new brief, published in October 2016.

Details

Introducing Secure Productive Enterprise

Today's cloud and mobile technology is enabling companies to reshape their business and capitalize on the digital transformation impacting us all. By taking advantage of the latest innovations, businesses can transform their products and services, engage their customers in completely new ways, and gain new efficiencies by modernizing operations. And, importantly, companies now have the most advanced technology at hand to empower their employees to achieve more.

The following included products and services together enable employees uncompromising productivity, collaboration, mobility, business insights and, perhaps most importantly, a secure experience.

Secure Productive Enterprise E3 *Formally Enterprise Cloud Suite (ECS)*	Secure Productive Enterprise E5
Office 365 E3 Enterprise Mobility + Security E3 Windows 10 Enterprise E3	Office 365 E5 Enterprise Mobility + Security E5 Windows 10 Enterprise E5

Windows 10 Enterprise

▶ **Windows 10 Enterprise E3** builds on Windows 10 Pro by adding more advanced features designed to address the needs of large and mid-size organizations. Examples include advanced protection against modern security threats, the broadest range of options for operating system deployment and update, and comprehensive device and app management. Customers with

devices running Windows 10 Enterprise will be able to take advantage of the latest security and feature updates on an ongoing basis, while having the ability to choose the pace at which they adopt new technology. Learn more about Windows 10 Enterprise.

▶ **Windows 10 Enterprise E5** is the newest offer for customers who want to take advantage of everything in E3 with the addition of Windows Defender Advanced Threat Protection (Windows Defender ATP), a new service that helps enterprises detect, investigate, and respond to advanced attacks on their networks.

Building on the existing security defenses in Windows 10, Windows Defender ATP provides a new post-breach layer of protection to the Windows 10 security stack. With a combination of client technology built into Windows 10 and a robust cloud service, it can help detect threats that have made it past other defenses, provide enterprises with information to investigate the breach across endpoints, and offer response recommendations. Learn more about Windows 10 Enterprise.

Office 365 Enterprise.

▶ **Office 365 Enterprise E3** provides your users with the latest full Office across most devices, plus a wide range of integrated collaboration services coupled with advanced compliance features and full IT power. Office 365 Enterprise includes Office 365 ProPlus for up to five PCs or Macs, five tablets, and five smartphones. It also includes Exchange Online, SharePoint Online, Lync Online, and Yammer Enterprise—along with access rights to equivalent on-premises server workloads. Learn more about Office 365 Enterprise E3.

▶ **Office 365 E5** is a new suite offering that includes new features value across three categories of investments in Real-time Communications, Analytics, and Advanced Security. Features across the categories are listed below:

- o **Voice** – Cloud PBX, PSTN Conferencing, Skype Meeting Broadcast, and PSTN Calling as an add-on based on geo and channel availability

- o **Analytics** – Analytics with Power BI and Individual and Team Analytics with Delve Analytics

- o **Security** – Office 365 Advanced eDiscovery, Advanced Security Management, safe attachments and safe URLs with Advanced Threat Protection, and access control with Customer Lockbox

Learn more about Office 365 Enterprise E5.

Enterprise Mobility + Security (EMS) helps give users a more secure and integrated productivity experience with Microsoft's enterprise mobility solutions. Users can work anywhere, on any device, with easy and complete access to the apps—like Microsoft Office 365—and the data they need to be productive. Deliver all of this while giving IT peace of mind with tools that help secure company data. These tools also include integrated ways to manage the mobile workforce for user identity, devices, applications, and data. Learn more about Enterprise Mobility + Security.

Secure Productive Enterprise provides the best value when you are buying cloud services by providing suite discounts versus purchasing each component separately. Secure Productive Enterprise also allows Enterprise Agreement customers to license in a true per user licensing model, giving them a consistent productivity experience on any device and on any operating system. It also provides increased manageability and simplicity as you will no longer need to count devices for the Platform EA and cloud services. You can move to the cloud without modifying your Enterprise Agreement while eliminating the need for Bridge CALs and True-ups.

On-premises server rights

The following rights are included with all Secure Productive Enterprise E3 and E5 User Subscription License (USL):

▶ Exchange Server, SharePoint Server, Skype for Business Server

▶ Rights to install the server software on on-premises servers. Downgrade rights included

▶ Rights to access any licensed on-premises servers

The following rights are available for active Software Assurance (SA) customers when transitioning to Secure Productive Enterprise using "From SA" USL:

Office Professional Plus

▶ One installation for the length of the Secure Productive Enterprise subscription

▶ Copies of Office Professional Plus are available to Full User Subscription License (FUSL) users up to a 1:1 ratio of "From SA" USLs purchased.

- ▶ For example, you purchase 500 "From SA" USLs and 500 FUSLs: in this case, all users could receive a copy of Office Professional Plus.
- ▶ Downgrade rights included

Note that all Secure Productive Enterprise E3 and E5 USL license a user for access to Windows Server, but does not include a license for the Windows Server product itself.

How to get Secure Productive Enterprise

Secure Productive Enterprise E3/E5 are available through the Enterprise Enrollment or Enterprise Subscription Enrollment as a full USL, Add-on license, or an "From SA" USL. Here are the licensing options:

License	Who it's for	Orderable at

Secure Productive Enterprise Full USL	▶ New EA/EAS customers who want to license the Enterprise Platform as cloud services on a per user basis
	
	▶ Existing EA/EAS customers who:
	
	    ▶ Are not currently licensed for Office Professional Plus, CAL Suites, and Windows 10 Enterprise (Enterprise Platform) and want to license it as cloud services on a per user basis; *or*
	
	    ▶ Want to license net new users for the Enterprise Platform as cloud services on a per user basis
	
	Note: Alternatively, these customers may buy Licenses and Software Assurance (L+SA) for Office Professional Plus, CAL Suites, and Windows Enterprise Upgrade, and then add Secure Productive Enterprise Add-on.
		Mid-term, anniversary, or renewal

Secure Productive Enterprise Add-on	Existing EA/EAS customers who: ▶ Are currently paying for Licenses and Software Assurance (L+SA) for Office Professional Plus, CAL Suites, and Windows 10 Enterprise (Enterprise Platform), *and* ▶ Want to license some or all existing users for the Enterprise Platform as cloud services on a per user basis before renewal, *or* ▶ Want to maintain on-premises use rights for existing and new users for the Enterprise Platform	Mid-term, anniversary, or renewal
Secure Productive Enterprise "From SA" USL	Existing EA/EAS customers who: ▶ Have fully paid licenses for Office Professional Plus, CAL Suites, and Windows Enterprise Upgrade (Enterprise Platform), *and* ▶ Are currently paying for Software Assurance only, *and* ▶ Want to license existing users for the Enterprise Platform as cloud services on a per user basis	Renewal (recommended) or anniversary

Customer scenarios

The following explains in more detail how to license Secure Productive Enterprise in various customer scenarios.

Scenario 1: Moving from on-premises Enterprise Platform to cloud services on per-user basis with credit for existing investments

Situation

Litware has 8,000 Qualified Devices and 8,200 Qualified Users. They have an Enterprise Agreement that covers the Enterprise Desktop (Windows Enterprise Upgrade, Office Professional Plus, and Enterprise CAL Suite). Enterprise CAL Suite is licensed per device. All of the licenses are now fully paid, so they are paying Software Assurance only.

Business goals

With an increasingly mobile workforce and proliferation of user-owned devices, Litware realizes that they have reached a tipping point and it's time to embrace the consumerization of IT. They want to stop counting devices and move to a user-centric licensing solution for 4,000 of their users, but they are concerned that they will need to start over with their licensing and lose the investments they have already made in device licenses.

Solution

Secure Productive Enterprise provides the user-centric licensing solution to meet their needs for the 4,000 users. They have two solutions for those users: "From SA" USLs or Add-ons.

"From SA" USLs give them credit for the licenses they already own. At renewal, Litware can move to 4,000 Enterprise Desktop Software Assurance-only payments and 4,000 Secure Productive Enterprise "From SA" USLs. Litware is able to purchase the "From SA" Secure Productive Enterprise USLs because they moved from the Enterprise Desktop Platform to Secure Productive Enterprise USL on a 1:1 basis.

Alternatively, they can keep making the 8,000 Enterprise Desktop Software Assurance-only payments (and thereby keep their on-premises licenses) and add 4,000 Secure Productive Enterprise Add-ons.

Scenario 2: Customer needs to maintain some on-premises solutions as they transition fully or partly to the cloud

Situation

Margie's Travel is up for renewal of their platform Enterprise Agreement that covers their 1,400 Qualified Users for the Professional Desktop (Windows Enterprise Upgrade, Office Professional Plus, and Core CAL Suite).

Business goals

Margie's Travel plans to move fully to the cloud but currently their systems require some workloads to stay on-premises.

Solution

While Secure Productive Enterprise is a great solution for customers who want an entire user-licensed cloud solution, it also supports the customers with critical workloads that currently need to remain on-premises. All Secure Productive Enterprise E3 and E5 licenses include unlimited rights to install server software on on-premises servers for Exchange Server, SharePoint Server, and Skype for Business Server. Customers that have active Software Assurance on Office Professional Plus and are transferring to Secure Productive Enterprise through the "From SA" license receive one installation of Office Professional Plus for the length of the Secure Productive Enterprise subscription.

Since Margie's Travel is at their renewal and already have active Software Assurance on Professional Desktop (Windows Enterprise Upgrade, Office Professional Plus, and Core CAL Suite), it is recommended that they use "From SA" licenses. They can renew their platform Enterprise Agreement covering all of their Qualified Users for the Professional Desktop (Windows Enterprise Upgrade, Office Professional Plus, and Core CAL Suite) through purchasing combination of Secure Productive Enterprise E3 and E5. For example, they may choose to license 1,000 of their users with Secure Productive Enterprise E3 and Secure Productive Enterprise E5 for the remaining 400 users.

Scenario 3: Enabling full *"bring your own device"* support for employees while maintaining central IT control

Situation

Trey Research has a platform Enterprise Agreement that covers their 1,000 Qualified Devices and 1,000 Qualified Users for the Professional Desktop (Windows Enterprise Upgrade, Office Professional Plus, and Core CAL Suite). Core CAL Suite is licensed per user. They have piloted user-based cloud services by licensing 200 of their users with the Office 365 Enterprise E3 Add-on.

Business goals

Within the next two years, Trey Research wants to provide every employee with a full *"bring your own device"* (BYOD) freedom. To meet their security and manageability requirements, they need a comprehensive set of access control and data-protection capabilities.

Solution

Office 365 Enterprise E3 and Windows 10 Enterprise E3 provide users with BYOD freedom, while the Enterprise Mobility + Security E3 provides IT with the tools they need to manage all of the devices, applications, and user identities while protecting their data. Based on their experience with Office 365 Enterprise E3, they will expand the pilot to include Secure Productive Enterprise for all 1,000 users, while keeping their on-premises licenses.

They will drop the 200 Office 365 Enterprise E3 Add-ons and add 1,000 Secure Productive Enterprise Add-ons at their next agreement anniversary to accomplish this. When they renew their agreement the following year, they can continue with Software Assurance payments for the Professional Desktop and 1,000 Secure Productive Enterprise Add-ons, or choose to transition fully to the cloud by dropping the Professional Desktop Software Assurance payments and buying 1,000 Secure Productive Enterprise "From SA" USLs. After Secure Productive Enterprise Add-ons or USLs are assigned to all employees, Trey Research may allow their employees to bring in additional Qualified Devices without the need to buy additional licenses.

Scenario 4: Moving from Select Plus without Software Assurance to the cloud

Situation

Fourth Coffee has a Microsoft Select Plus agreement through which they have bought ad-hoc productivity server licenses and CALs without Software Assurance. They have an aging server infrastructure that requires too much time and money to update and manage. They have 2,500 users in various business units across the company who use approximately 3,000 PCs, all of which have been purchased with Windows 8.1 Pro or 10. Over the past few years, they have seen a growing demand by employees to be allowed to use their personal devices at work.

Business goals

Fourth Coffee wants to avoid the capital expenditures and IT overhead of updating and managing all of their own server infrastructure, so they have decided to move to the cloud. They also want to allow employees to use their own devices at work, but they need a licensing solution that will cover those devices without having to count and track the licenses on each device.

Solution

Fourth Coffee can meet all of their business goals by signing a new Enterprise Agreement with Secure Productive Enterprise USLs for all of their 2,500 users. They replace their aging server infrastructure with cloud services and cover all of their employees' personal devices with a licensing solution that requires them to count only users. Fourth Coffee can transition to the cloud at their own pace without needing to buy additional CALs, even if they add net new users. Secure Productive Enterprise provides the same access rights to on premises servers as CALs.

Scenario 5: Moving from Office Professional Plus and Core CAL Suite to cloud services on a per user basis

Situation

Contoso Pharmaceuticals has an existing Enterprise Agreement with Core CAL Suite licensed per user and Office Professional Plus. They have 1,500 Qualified Devices and 1,000 Qualified Users.

Business goals

Contoso Pharmaceuticals wants to move all users to Secure Productive Enterprise to gain the inherent benefits and flexibility, including the ability for users to access Windows Enterprise from their personal devices. They would like to make this available to users as soon as possible.

Solution

Here's how Contoso Pharmaceuticals can meet their goals:

1. At any time (mid-term or anniversary), order 1,000 Office 365 Enterprise E5 Add-ons, 1,000 EMS Add-ons, and 1,000 Windows 10 Enterprise E5 Full USLs. (They do not qualify for the Windows 10 Enterprise E5 Add-on because they do not currently have Windows Enterprise Software Assurance on their Enterprise Agreement.)

2. At renewal, order 1,000 Secure Productive Enterprise E5 USLs and drop Office Professional Plus, Core CAL Suite, Office 365 Enterprise E5 Add-ons, EMS Add-ons, and Windows 10 Enterprise E5 USLs.

Scenario 6: Addressing unique needs for different users

Situation

Tailspin Toys has an Enterprise Desktop Platform Enterprise Agreement for 1,750 Qualified Devices and 1,000 Qualified Users. The Enterprise CAL Suite is licensed per user. Seven hundred fifty of the users are in the sales team and they have two devices each. Two hundred fifty users work in the head office with a single device each. They anticipate the following changes over the next year:

▶   Issue iPads to 50 members of the sales team from which they can access a VDI Windows client desktop.

▶   Add 50 people to the sales team. These new employees will use their own devices, all licensed with Windows Pro (7 or later).

▶   Add 25 full-time employees to the head office team and issue each of them a new Windows 10 Pro device.

▶   Add 10 part-time employees to the head office team who will use their own devices to access VDI desktops.

Business goals

Tailspin Toys wants a licensing solution that meets the diverse needs of their users. In particular, this means providing the sales team with the flexibility to be productive anywhere from any device. For the 10 new part-time employees, they want the same access to productivity and collaboration tools, with central IT management, as provided to their other users.

Solution

Adding Secure Productive Enterprise capabilities for the sales team is the first step toward meeting their goals, so they purchase 750 of Secure Productive Enterprise Add-ons. With this move to user-based licensing, no additional licenses are required when they issue the 50 iPads. As they add new employees to the sales team, they will license those users with Secure Productive Enterprise USLs.

At their agreement anniversary, they will True-up their Qualified Device and Qualified User counts to include the new full-time employees and Windows Pro (7 or later) devices. For now, they have determined that these users do not require the additional flexibility provided by Secure Productive Enterprise. If they change their mind in the future, they can simply purchase Secure Productive Enterprise Add-ons for these users.

Because the 10 new part-time employees will not have primary work devices licensed for Windows Pro (7 or later), they will not qualify for Windows 10 Enterprise E3 and therefore will not qualify for Secure Productive Enterprise USL. However, they can receive similar user benefits by licensing each user with Windows Virtual Desktop Access (VDA) per User, Office 365 Enterprise E3, and Enterprise Mobility + Security. Windows Virtual Desktop Access (VDA) per User gives each user the right to access a remote Windows Client VDI desktop from any device and to install Windows Enterprise on devices if they are licensed with Windows 7, 8, or 8.1 Pro.

Frequently asked questions

Does Enterprise Cloud Suite (ECS) have a new name?

Yes. When Secure Productive Enterprise became available in October 2016, Enterprise Cloud Suite was renamed to Secure Productive Enterprise E3.

If I already have ECS and already paid for productivity server licenses, will I have to continue paying for those server licenses even once they migrate to Secure Productive Enterprise E3?

No, once you become a Secure Productive Enterprise E3 customer, you will inherit the Productivity Server Rights as a Secure Productive Enterprise benefit and will not need to continue to purchase additional server licenses. If you are on an Enterprise Agreement that is mid-term, you must pay for the servers until renewal. For Enterprise Agreement Subscription, you can true-down the servers at anniversary.

If you don't standardize on Secure Productive Enterprise company-wide, you may still need to purchase server licenses for your users not licensed with the Secure Productive Enterprise subscription.

Does Secure Productive Enterprise require any Bridge CALs?

Bridge CALs are not required when buying the entire Secure Productive Enterprise. If you choose to transition to only Office 365 Enterprise E3 "From SA" or only Enterprise Mobility + Security "From SA" at anniversary, you will need to buy the corresponding Bridge CAL to maintain coverage of your remaining CAL Suite components.

How is Windows 10 Enterprise E3 different from Windows Enterprise Upgrade + Software Assurance?

Windows Enterprise Upgrade + Software Assurance is licensed per device, and each device requires Windows Pro or another underlying qualifying operating system. The associated user rights (local install, VDI rights, Windows To Go) apply only to the licensed device.

Windows 10 Enterprise E3 is available for a primary user whose primary work device is already licensed with Windows Pro (7 or later) or Enterprise. The associated user rights (local install, VDI rights, Windows To Go) apply all of the licensed user's devices.

What happens if the user does not have a primary device running Windows Pro (7 or later) or Enterprise?

For customers who do not have primary users with primary devices running Windows Pro (7 or later) or Enterprise, the Windows VDA per User USL is available. Windows VDA per User does not require the primary device to have a qualified operating system nor does it require the user to be the primary user of a device. Windows VDA per User allows VDI or Windows To Go access on any device, and local install rights on any device the licensed user uses that is already licensed with Windows Pro (7 or later) or Windows Enterprise. The Windows 10 Enterprise E3 Add-on may also be assigned to the primary user of a primary device licensed with Windows VDA per device and gives the user all the rights of Windows VDA per User.

What are the on-premises capable rights for Secure Productive Enterprise?

Secure Productive Enterprise users receive on-premises rights to Productivity Servers and Office Professional Plus, per the following:

- Not a license entitlement, but rights to install and use server and client software for the term of subscription
- Rights to use latest version or earlier versions of software
- On-premises rights are not a license and do not include Software Assurance Benefits

The Productivity Server Right includes:

- Unlimited server installs
- Access exclusive to Secure Productive Enterprise users
- Only on customer dedicated hardware server deployments
- No rights to deploy on multi-tenant cloud

The Office Professional Plus Copy includes:

- One copy for local install per Secure Productive Enterprise "From SA" USL purchased
- Rights to Secure Productive Enterprise "From SA" users or those with pre-existing SA coverage

- ▶ Limited rights to Secure Productive Enterprise new users—only up to the number of "From SA" users (1:1 ratio)
- ▶ No rights to deploy client on servers with RDS

Will Secure Productive Enterprise be available to Government and GCC (Government Community Cloud – US only) customers?

Yes, Secure Productive Enterprise E5 is available to Government customers worldwide. However, the US Government Community Cloud version of Secure Productive Enterprise E3 and E5 at launch will be released at a later date.

Will Secure Productive Enterprise be available to Education and Nonprofit customers?

Secure Productive Enterprise will be available for Education; the release date will be announced at a later date. There are currently no plans to launch Secure Productive Enterprise for Non-profit customers at this time.

Does Enterprise Mobility Suite have a new name?

Yes, Enterprise Mobility + Security is the new name for what was previously the Enterprise Mobility Suite. This name change reflects the tremendous new security value in this offering. Aligned with the new packaging, there will be an Enterprise Mobility + Security E3 and an Enterprise Mobility + Security E5. The EMS E5 offering will become available later this calendar year and will include advanced security capabilities. You can learn more about these changes at the Enterprise Mobility + Security blog.

Does Windows 10 Enterprise have a new name?

Yes, we renamed Windows 10 Enterprise to Windows 10 Enterprise E3. Windows 10 Enterprise E5 includes Windows Defender Advanced Threat Protection in addition to all the Windows 10 Enterprise E3 functionality.

Where can I find more resources on Secure Productive Enterprise?

Learn more about Secure Productive Enterprise.

Through what channels will Secure Productive Enterprise be available?

Secure Productive Enterprise will be available through the Enterprise Agreement, Enterprise Agreement Subscription and Microsoft Products and Services Agreement (MPSA). Secure Productive Enterprise will also become available in the Cloud Solution Provider program (CSP) later in 2016.