

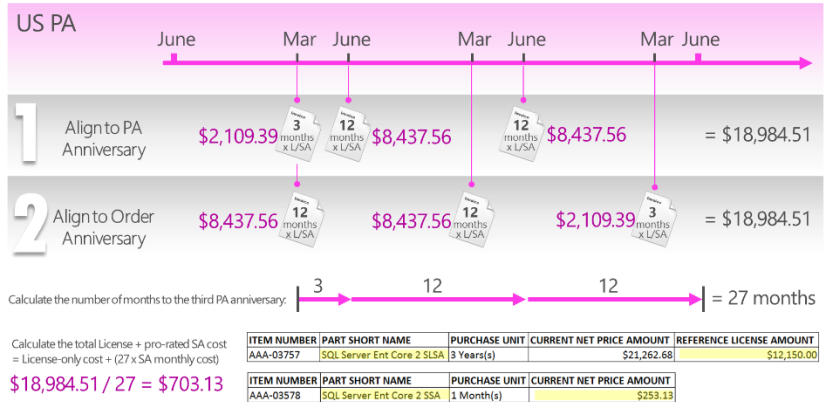
Microsoft Products and Services Agreement Purchasing Software and Online Services

Volume Licensing

L&SA PURCHASES

In the example shown, the PA Anniversary is June, and an L&SA purchase is made in March. Prices are for illustration purposes only.

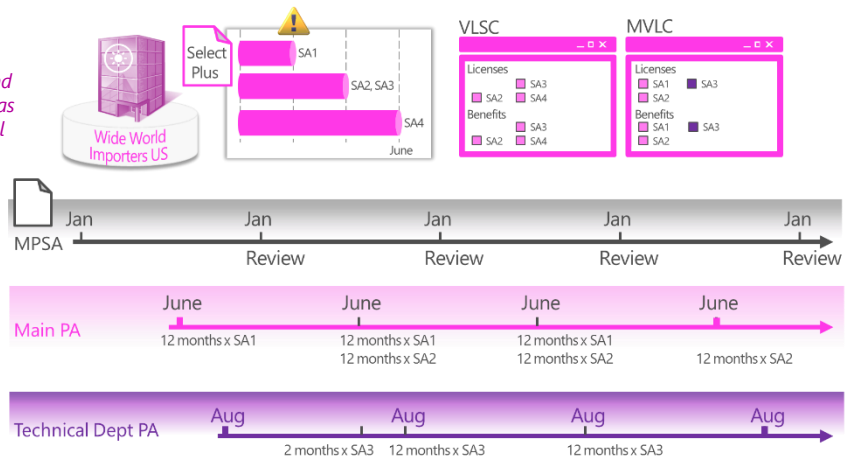
- Customers pay for Software Assurance up to the 3rd anniversary. In this example, they pay for 27 months of SA
- Customers pay the full license cost spread over the months to the 3rd anniversary. The cost of the license only is shown in the Reference License Amount column on the price list
- In this example, the cost of the license is \$12,150 and SA is \$253.13 per month so the customer has to pay \$12,150 + (27 x \$253.13) = **\$18,984.51**
- The monthly cost is the total cost divided by the number of months: \$18,984.51 / 27 = **\$703.13**
- There are two different ways to spread payments of License & Software Assurance (L&SA)
 - Payments aligned to the Purchasing Account Anniversary (1)
 - Payments aligned to the Order Anniversary (2)
- In this example, if payments are aligned to the PA Anniversary, an initial payment is made for 3 months of the calculated monthly cost which is 3 x \$703.13 = **\$2,109.39**. At the next anniversary, a payment is made for 12 months of the calculated monthly cost which is 12 x \$703.13 = **\$8,437.56**. This is repeated at the next anniversary
- In this example, if payments are aligned to the Order Anniversary, an initial payment is made for 12 months of the calculated monthly cost which is 12 x \$703.13 = **\$8,437.56**. This is repeated at the next anniversary. At the final anniversary a payment is made for the 3 months that remain to the 3rd anniversary which is for 3 months of the calculated monthly cost which is 3 x \$703.13 = **\$2,109.39**
- The diagram shows that the customer pays the same cost in each case regardless of how the payments are spread



SA RENEWALS

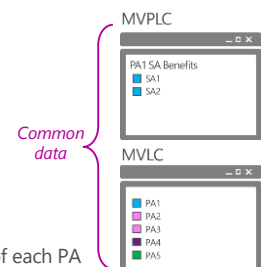
In the example shown on the right, Wide World Importers has an existing Select Plus agreement with SA due for renewal in June and thus the main PA Anniversary has been set for June. The MPSA was signed in January and this is the MPSA Anniversary. The Technical Department PA Anniversary is August.

- Software Assurance may be renewed from a Select Plus agreement into an MPSA Purchasing Account as it reaches expiry in the Select Plus agreement
- Software Assurance may be renewed from an existing agreement into any Purchasing Account through the MPSA and the SA payments are pro-rated to that Purchasing Account's Anniversary
- An annual points check to set the price level is carried out across all Purchasing Accounts at the MPSA Anniversary
- Existing licensing assets continue to be managed within VLSC. As SA is renewed into the MPSA it is managed from within the Microsoft Volume Licensing Center (MVLC)



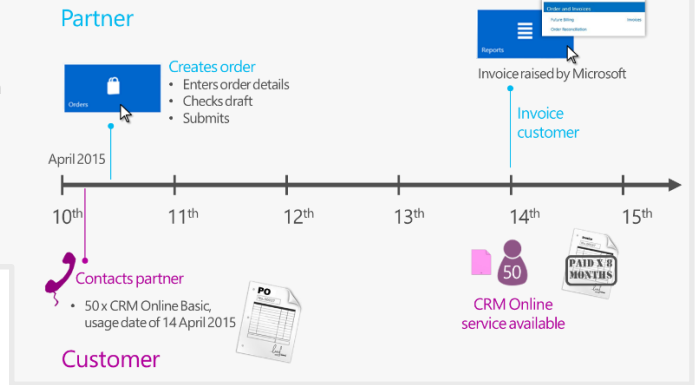
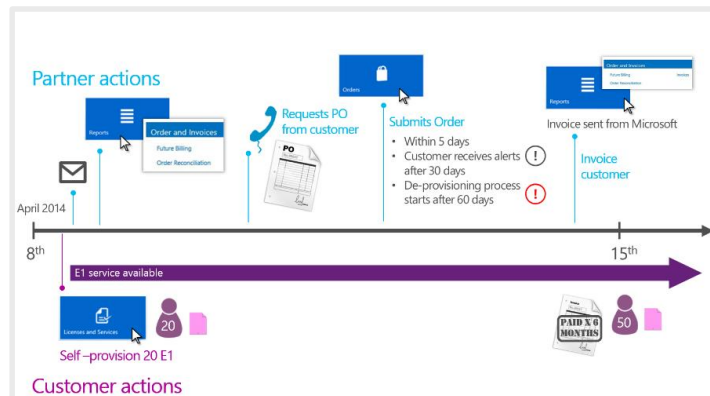
SA BENEFITS

- Points for Licenses and Software Assurance are shown in the Product Terms document
- All Software Assurance benefits are allocated upon the initial order / payment
- The MPSA Licensing Manual contains the rules regarding how each SA benefit is calculated
- Planning Services, Training Vouchers, and 24x7 Problem Resolution Support are now all calculated using an SA points value
- Software Assurance Membership
 - Commit to attaching SA on all purchases within a particular product pool
 - Receive increased entitlements of Software Assurance benefits
 - Note that SAM automatically renews at SA anniversary
- There is no all-up view of SA benefits across all PAs, but the Agreement Administrator can view the Software Assurance benefits of each PA
- All partners associated with a Purchasing Account can see all of the SA benefits for that PA



ORDERING ONLINE SERVICES THROUGH A PARTNER

- ▶ Online Services may be ordered through a partner
- ▶ Partners submit orders through the Orders tile in MVLP including information such as a usage date which dictates when Online Services are available
- ▶ Online Services licenses are pro-rated to the Purchasing Account anniversary date (from the next complete month) and paid upfront in full
- ▶ Partner invoices from Microsoft can be shown via the Invoices Report and downloaded as a PDF from MVLP

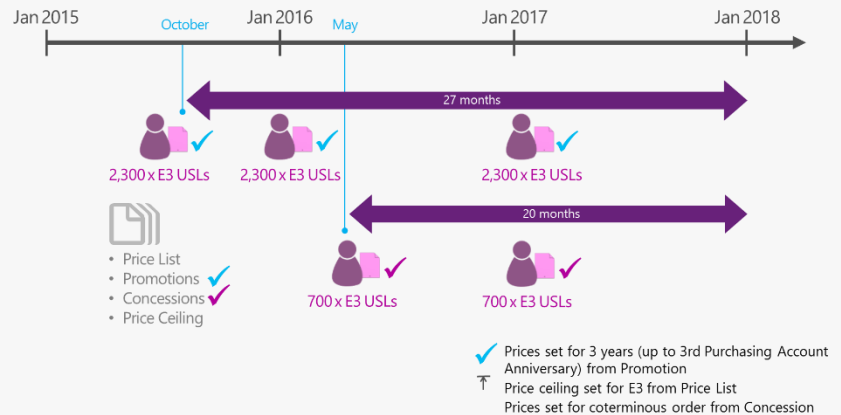


SELF-PROVISIONING ONLINE SERVICES

- ▶ As an alternative to ordering through their partner, customers may self-provision Online Services via MVLC
- ▶ Partners receive a notification when a customer self-provisions Online Services and they can run an Order Reconciliation report for full details
- ▶ Partners should submit an order within 5 days of it being received from the customer. If Microsoft has not received an order within 30 days the customer will get an alert, and at 60 days Microsoft will start the de-provisioning process for the Online Services

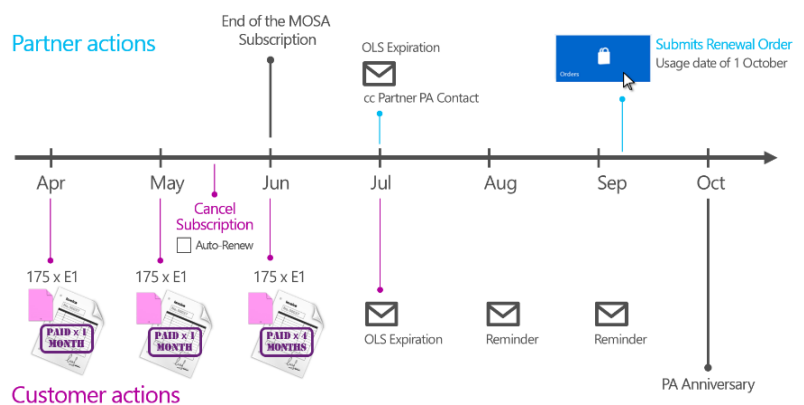
MULTI-YEAR DURATION OPTIONS

- ▶ When the first order of an Online Service is placed, a price ceiling for that service is established, which is the current price at the time of the order. An alignment end date for the service is also established, which is the end date of the first order
- ▶ When subsequent orders for the same service are placed they must be coterminous with the first order. The price for subsequent orders of the same service are on a best price basis where the most advantageous price across promotions, concessions, current price and the price ceiling is used
- ▶ Price protection is per service per Purchasing Account
- ▶ Subscriptions may not be reduced within the original term



RENEWING MOSA OLS INTO THE MPSA

- ▶ Online Services acquired through the Microsoft Online Subscription Agreement (MOSA) may be renewed into the MPSA
- ▶ The MOSA Subscription should be cancelled before renewal and this is done by unchecking the Auto-Renew option
- ▶ Since Auto Renew is not enabled for Online Services within the MPSA, reminder notices about an upcoming renewal are sent at 90 days, 60 days and 30 days before the end of the OLS term. Before the service expires, the partner should submit a Renewal Order with a usage date aligned to the Purchasing Account anniversary



MPSA Licensing Manual: <http://www.microsoftvolumeicensing.com/DocumentSearch.aspx?Mode=1&Category=3>
 Further Microsoft Licensing handouts and exams: GetLicensingReady.com