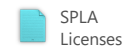


# SPLA Licensing Scenarios

## Volume Licensing

### MICROSOFT PARTNER HOSTED LICENSING SOLUTIONS

The Services Provider License Agreement (SPLA) allows an organization to license Microsoft products and use them to provide software services to its End Customers. This reference document covers the more complex SPLA licensing scenarios, while the basic scenarios are covered in the introductory module of the SPLA series.



SPLA Licenses



Volume Licenses



Licensed through Azure



Microsoft Cloud Agreement licenses

### SOLUTIONS ON THE END CUSTOMER'S SITE



On the customer site



#### HYBRID WITH END CUSTOMER'S HARDWARE

##### Profile

- ▶ End Customer wants to own the server hardware but to outsource the licensing of the infrastructure
- ▶ End Customer wants to own and manage software licenses for the applications

##### Solution

- ▶ Hardware owned by the End Customer
- ▶ Infrastructure licensed by the Service Provider's SPLA agreement
- ▶ Applications licensed by the End Customer's Volume Licensing agreement



#### SPLA WITH END CUSTOMER'S HARDWARE

##### Profile

- ▶ End Customer wants to own the hardware but to outsource the licensing of the infrastructure and applications

##### Solution

- ▶ Hardware owned by the End Customer
- ▶ Infrastructure licensed by the Service Provider's SPLA agreement
- ▶ Applications licensed by the Service Provider's SPLA agreement

### SOLUTIONS ON THE SERVICE PROVIDER'S SITE



On the Service Provider's site



#### LICENSE MOBILITY THROUGH SOFTWARE ASSURANCE

##### Profile

- ▶ End Customer wants to outsource ownership of the hardware and the licensing of the infrastructure in an off-site solution
- ▶ End Customer wants to own and manage software licenses for the applications

##### Solution

- ▶ Hardware owned by the Service Provider, shared by End Customers
- ▶ Infrastructure licensed by the Service Provider's SPLA agreement
- ▶ Applications licensed by the End Customer's Volume Licensing agreement with SA



#### SELF-HOSTED APPLICATIONS ON SHARED SERVERS

##### Profile

- ▶ ISVs want to provide a fully-licensed unified solution based on SQL Server to their End Customers
- ▶ They will use a Service Provider's shared servers as the infrastructure, and their own VL licenses to license SQL Server

##### Solution

- ▶ Hardware owned by the Service Provider, shared by ISVs
- ▶ Infrastructure licensed by the Service Provider's SPLA agreement
- ▶ Applications licensed by the ISV's Volume Licensing agreement with SA, leveraging License Mobility and Self-Hosting rights



#### SHARED HARDWARE SOLUTIONS

##### Profile

- ▶ End Customer wants to outsource ownership of the hardware and licensing of the infrastructure and applications in an off-site solution

##### Solution

- ▶ Hardware owned by the Service Provider, shared by End Customers
- ▶ Infrastructure licensed by the Service Provider's SPLA agreement
- ▶ Applications licensed by the Service Provider's SPLA agreement



#### SPLA AS A DATA CENTER PROVIDER

##### Profile

- ▶ End Customer wants to outsource ownership of the hardware and licensing of the infrastructure and applications in an off-site solution

##### Solution

- ▶ Hardware owned by the Service Provider, shared by End Customers
- ▶ Infrastructure licensed by Service Provider A's SPLA agreement
- ▶ Applications licensed by Service Provider B's SPLA agreement

## MICROSOFT AZURE SOLUTIONS

A Service Provider is likely to use an agreement such as the Server and Cloud Enrollment to license the Azure services

	<p><b>LICENSE MOBILITY THROUGH SOFTWARE ASSURANCE Profile</b></p> <ul style="list-style-type: none"> <li>▶ End Customer wants a Microsoft-owned and managed solution for the infrastructure</li> <li>▶ End Customer wants to own and manage software licenses for the applications</li> </ul> <p><b>Solution</b></p> <ul style="list-style-type: none"> <li>• Hardware owned by Microsoft, shared by customers and partners</li> <li>• Infrastructure licensed through Azure</li> <li>• Applications licensed by the End Customer's Volume Licensing agreement with SA</li> </ul>		<p><b>AZURE AS A DATA CENTER PROVIDER Profile</b></p> <ul style="list-style-type: none"> <li>▶ Service Provider wants to provide fully-licensed software services to his End Customers, using Azure as the infrastructure</li> </ul> <p><b>Solution</b></p> <ul style="list-style-type: none"> <li>▶ Hardware owned by Microsoft, shared by customers and partners</li> <li>▶ Infrastructure licensed through Azure</li> <li>▶ Applications licensed by the Service Provider's SPLA agreement</li> </ul>
	<p><b>CUSTOMER SOLUTIONS IN AZURE Profile</b></p> <ul style="list-style-type: none"> <li>▶ Service Provider wants to provide a fully-licensed customer solution to his End Customers, using Azure as the infrastructure</li> </ul> <p><b>Solution</b></p> <ul style="list-style-type: none"> <li>▶ Hardware owned by Microsoft, shared by customers and partners</li> <li>▶ Infrastructure licensed through Azure</li> <li>▶ Applications licensed by the Service Provider's SPLA agreement</li> <li>▶ Permitted via the Azure Hosting Exception</li> </ul>		<p><b>MANAGED SERVICE SOLUTIONS IN AZURE Profile</b></p> <ul style="list-style-type: none"> <li>▶ Service Provider wants to provide a fully-licensed managed service solution to his End Customers, using Azure as the infrastructure</li> </ul> <p><b>Solution</b></p> <ul style="list-style-type: none"> <li>▶ Hardware owned by Microsoft, shared by customers and partners</li> <li>▶ Infrastructure licensed through Azure</li> <li>▶ Applications licensed by the End Customer, as appropriate</li> </ul>

## MANAGED OFFICE 365 PROPLUS SOLUTIONS

	<p><b>DEDICATED OFFICE 365 PROPLUS SOLUTIONS Profile</b></p> <ul style="list-style-type: none"> <li>▶ Service Provider wants to offer managed Office 365 ProPlus solutions</li> <li>▶ Service Provider will own the hardware and license the infrastructure and resell Office 365 ProPlus licenses to the End Customer</li> </ul> <p><b>Solution</b></p> <ul style="list-style-type: none"> <li>▶ Hardware owned by the Service Provider, dedicated to the End Customer</li> <li>▶ Infrastructure: Windows Server and RDS SALs licensed through the Service Provider's SPLA agreement</li> <li>▶ Office 365 ProPlus licenses acquired through the Cloud Solution Provider (CSP) program</li> </ul>
	<p><b>OFFICE 365 PROPLUS SOLUTIONS WITH AZURE Profile</b></p> <ul style="list-style-type: none"> <li>▶ Service Provider wants to offer managed Office 365 ProPlus solutions</li> <li>▶ Service Provider will use the Azure infrastructure and resell Office 365 ProPlus licenses to the End Customer</li> </ul> <p><b>Solution</b></p> <ul style="list-style-type: none"> <li>▶ Hardware owned by Microsoft, shared by customers and partners</li> <li>▶ Infrastructure licensed through Azure, with RDS licensed for users through the Service Provider's SPLA or the End Customer's Volume Licensing agreement with SA</li> <li>▶ Office 365 ProPlus licenses acquired through CSP</li> </ul>

## TO SPLA OR NOT TO SPLA?

<p><b>Scenario 1:</b></p> <ul style="list-style-type: none"> <li>▶ Contoso has an online book store, and Contoso customers buy books at the Contoso web site</li> <li>▶ Contoso buy licenses through a Volume Licensing agreement with licensing for external users via External Connectors etc</li> </ul>	<p><b>Scenario 2:</b></p> <ul style="list-style-type: none"> <li>▶ Fabrikam provides an internet book store solution for book publishers. The customers of Lucerne Publishing and Proseware Inc purchase books through this web site</li> <li>▶ Fabrikam must license this commercial hosting scenario through a SPLA agreement</li> </ul>

Further Microsoft Licensing handouts and exams: [GetLicensingReady.com](http://GetLicensingReady.com)