Microsoft Products and Services Agreement
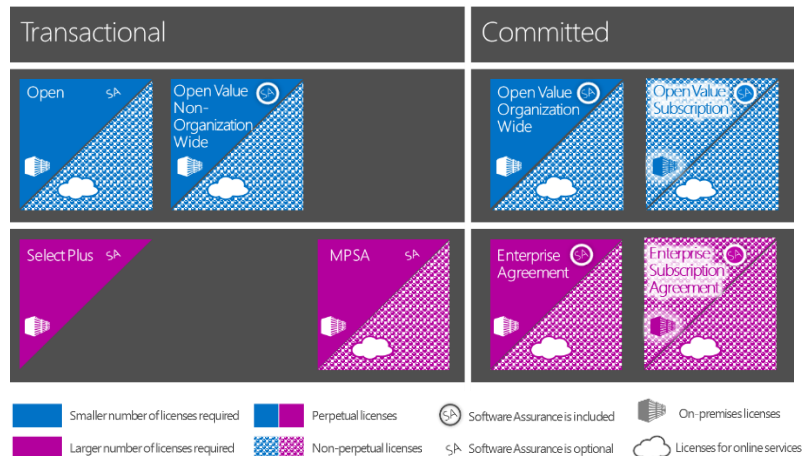## Core

MICROSOFT PRODUCTS AND SERVICES AGREEMENT (MPSA)

The MPSA at a glance:

▸ The MPSA allows a customer to purchase Online Services, software and Software Assurance through the same agreement

▸ The MPSA is available for commercial, government and academic customers

▸ The MPSA is aimed at transactional customers purchasing licenses on an ad-hoc basis

▸ The MPSA is aimed at customers with 250 or more users

Transactional		Committed	
Open SA	Open Value Non-Organization Wide	Open Value Organization Wide	Open Value Subscription
Select Plus SA	MPSA SA	Enterprise Agreement	Enterprise Subscription Agreement

Legend:
- ▨ Smaller number of licenses required
- ▨ Larger number of licenses required
- ▨ Perpetual licenses
- ▨ Non-perpetual licenses
- SA Software Assurance is included
- SA Software Assurance is optional
- On-premises licenses
- Licenses for online services

PURCHASING RECOMMENDATIONS

The MPSA is suitable for organizations who:

▸ require software licenses, with or without Software Assurance

▸ want to renew Software Assurance through a transactional agreement

▸ have multiple Open agreements and more than 250 users

Note that organizations with an existing EA or EES should continue to purchase through these agreements as these remain the lead offer for customers who want a commitment-based licensing agreement.

SYSTEMS AND TOOLS

Customers use a portal called the Microsoft Business Center (MBC) and can view all orders placed under the MPSA, download software, access activation keys, self-provision Online Services and manage Software Assurance (SA) benefits.

Partners use a portal called the Microsoft Volume Licensing Partner Center (MVLPC) and can set up a new MPSA, create Purchasing Accounts, submit orders, create quotes and run reports.

Both portals share common MPSA data.
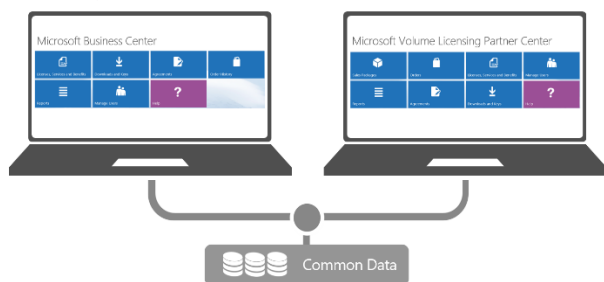
AGREEMENT STRUCTURE

▸ The MPSA is an evergreen agreement signed by a legal entity
▸ Purchasing Accounts may be set up to reflect the way an organization wants to purchase its licenses. Purchasing Accounts may be:
  • departments or divisions of the organization signing the MPSA
  • any entity which is an affiliate of the entity signing the MPSA
▸ Multiple partners may be specified for each Purchasing Account, and a partner may be assigned to more than one Purchasing Account
▸ One Purchasing Account is set up as the main account known as the Agreement Administrator which has an overall view of all assets across the MPSA
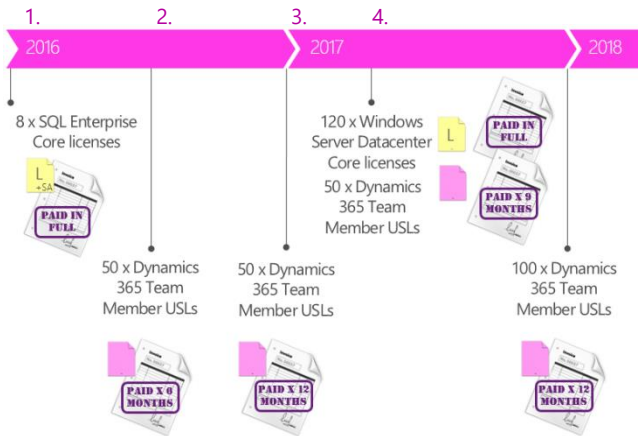
EXAMPLE ORGANIZATION

▸ In the example below, Blue Yonder Airlines is a legal entity, headquartered in the US, which has signed an MPSA
▸ Purchasing Accounts are set up for the Procurement department (who purchase licenses for most of the organization), the Research department (who want to buy and manage their own licenses), and the UK Branch Office (a completely owned legal entity)
▸ Each Purchasing Account may: nominate its own key contacts, choose its own partners, and purchase the combination of on-premises licenses and Online Services User SLs that it needs
▸ The Procurement department is set up as the Agreement Administrator which gives them an all-up view of licensing assets across the organization
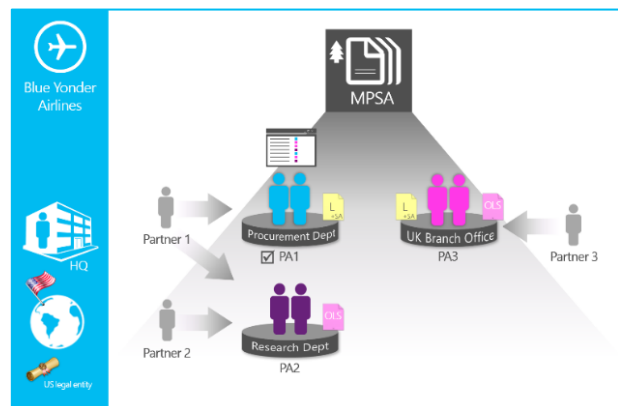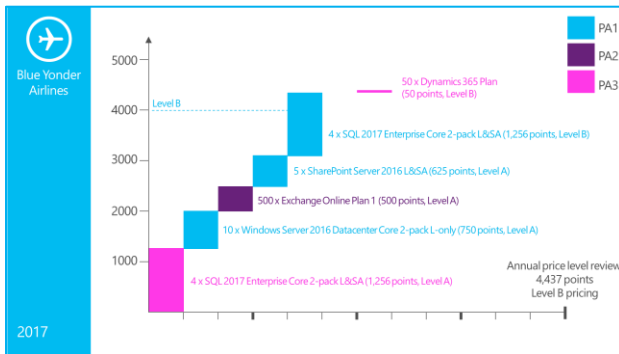
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PURCHASING LICENSES AND ONLINE SERVICES

1. Software licenses are paid for in full at the time of purchase. Licenses with Software Assurance are eligible for spread payments, if desired
2. Online Services licenses are pro-rated to the Purchasing Account Anniversary (from the next complete month) and paid upfront in full
3. Online Services licenses are renewed at the Purchasing Account Anniversary by paying 12 months' subscription upfront
4. Online Services, software and SA licenses may be combined on the same order
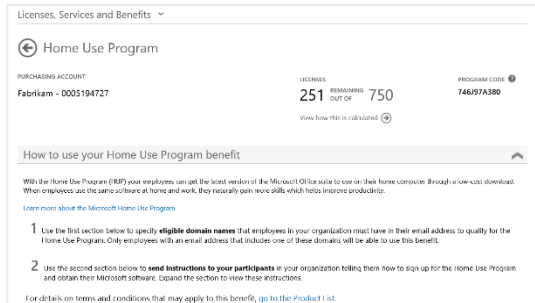

SOFTWARE ASSURANCE

Software Assurance provides a comprehensive range of benefits to help organizations plan, deploy and use the latest Microsoft software and services. It is easier to **understand**, **manage** and **use** through the MPSA.

Easier to understand: The portals give a clear view of how SA benefits align to licenses and services purchased

Easier to manage: The intuitive user interface means that self-service benefits management is simplified
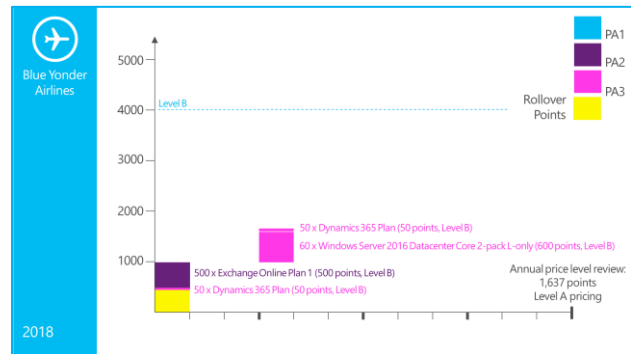
Easier to use: There is now no need to activate benefits

POINTS, POOLS AND PRICE LEVELS

▸ Both on-premises and Online Services products are allocated to one of three product pools: Applications, Systems, Servers
▸ All products are allocated a points value with most Online Services subscription licenses having a value of one point
▸ For government and academic customers there is a single Price Level each, denoted by Level D for government and Level A for academic customers, with minimums of 500 points or 250 Online Services User SLs per pool
▸ For commercial customers, the MPSA Price Levels are the same as Select Plus with an annual minimum per pool of either 500 points or 250 Online Services User SLs. The Price Level can change within a year and at the annual price level review, and the diagrams below explain how this works

Price levels for commercial customers

Price Level	Annual point minimums per pool
A	500*
B	4,000
C	10,000
D	25,000

*250 Online Services User SLs in one pool is an alternative minimum for Level A

The diagram above shows the licenses acquired by all three Purchasing Accounts in Blue Yonder Airlines during a single year for the Servers pool:
▸ There is no minimum order requirement to start ordering through the MPSA
▸ Points are tallied across all of the Purchasing Accounts to give a price level per pool available to all Purchasing Accounts
▸ If an order takes the total points into the next price level, the new price level is applied to the whole order
▸ The price level achieved at the annual price level review sets the price level for the following year, in this case Level B

This diagram shows the purchases for the same Purchasing Accounts in the following year:
▸ At the annual price level review any excess points are rolled over from the previous year (in this case, 437 points)
▸ All purchases are at the price level set at the end of the previous year
▸ At the annual price level review if the required points for a current price level has not been achieved, the customer is re-levelled down one price level

Further Microsoft Licensing handouts and exams: GetLicensingReady.com

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