SPLA licensing scenarios

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*
- *Licensed through Azure*
- *Volume Licenses*
- *Microsoft Customer 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

License Mobility through SA

Profile
- End Customer wants a Microsoft-owned and managed solution for the infrastructure
- End Customer wants to own and manage software licenses for the applications

Solution
- Hardware owned by Microsoft, shared by customers and partners
- Infrastructure licensed through Azure
- Applications licensed by the End Customer's Volume Licensing agreement with SA

Azure as a data center provider

Profile
- Service Provider wants to provide fully-licensed software services to his End Customers, using Azure as the infrastructure

Solution
- Hardware owned by Microsoft, shared by customers and partners
- Infrastructure licensed through Azure
- Applications licensed by the Service Provider's SPLA agreement

Customer solutions in Azure

Profile
- Service Provider wants to provide a fully-licensed customer solution to his End Customers, using Azure as the infrastructure

Solution
- Hardware owned by Microsoft, shared by customers and partners
- Infrastructure licensed through Azure
- Applications licensed by the Service Provider's SPLA agreement
- Permitted via the Azure Hosting Exception

Managed service solutions in Azure

Profile
- Service Provider wants to provide a fully-licensed managed service solution to his End Customers, using Azure as the infrastructure

Solution
- Hardware owned by Microsoft, shared by customers and partners
- Infrastructure licensed through Azure
- Applications licensed by the End Customer, as appropriate

Managed Microsoft 365 Apps for enterprise solutions

Dedicated solutions

Profile
- Service Provider wants to offer managed Microsoft 365 Apps for enterprise solutions
- Service Provider will own the hardware and license the infrastructure and resell Microsoft 365 Apps for enterprise licenses to the End Customer

Solution
- Hardware owned by the Service Provider, dedicated to the End Customer
- Infrastructure: Windows Server and RDS SALs licensed through the Service Provider's SPLA agreement
- Microsoft 365 Apps for enterprise licenses acquired through the Cloud Solution Provider (CSP) program

Solutions with Azure

Profile
- Service Provider wants to offer managed Microsoft 365 Apps for enterprise solutions
- Service Provider will use the Azure infrastructure and resell Microsoft 365 Apps for enterprise licenses to the End Customer
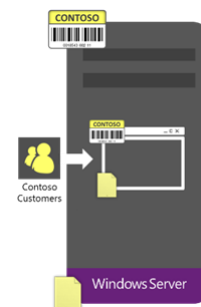
Solution
- Hardware owned by Microsoft, shared by customers and partners
- Infrastructure licensed through Azure, with RDS licensed for users through the Service Provider's SPLA or the End Customer's Volume Licensing agreement with SA
- Microsoft 365 Apps for enterprise licenses acquired through CSP

To SPLA or not to SPLA?

Scenario 1:
Contoso has an online bookstore, and Contoso customers buy books at the Contoso website Contoso buy licenses through a Volume Licensing agreement with licensing for external users via External Connectors etc

Scenario 2:
Fabrikam provides an internet bookstore solution for book publishers. The customers of Lucerne Publishing and Proseware Inc purchase books through this website Fabrikam must license this commercial hosting scenario through a SPLA agreement