

Enterprise Agreement: Deal Execution 2

Key definitions

Enterprise Products

- Windows 10 Enterprise device license
- Windows 10 Enterprise E3 User SL
- Windows 10 Enterprise E5 User SL
- Office Professional Plus 2019 device license
- Microsoft 365 Apps for enterprise Device SL
- Microsoft 365 Apps for enterprise User SL
- Core CAL Suite (Device or User)
- Enterprise CAL Suite (Device or User)

Enterprise Online Services

- Office 365 E1 User SL
- Office 365 E3 User SL
- Office 365 E5 User SL
- EMS E3 User SL
- EMS E5 User SL
- Microsoft 365 E3 User SL
- Microsoft 365 E5 User SL

Qualified Devices

Any device that is:

1. A personal desktop computer, portable computer, workstation or similar device capable of running Windows Professional locally (in a physical or virtual operating system environment), or
2. A device used to access a Virtual Desktop Infrastructure

Exceptions:

- A PC used as a server
- A Line of Business (or Industry) device
- An unmanaged device

Qualified Users

A person who:

1. Is a user of a Qualified Device, or
2. Accesses any server software requiring an Enterprise Product Client Access License or any Enterprise Online Service

Initial order requirements

- A minimum of 500 Qualified Users or Qualified Devices
- At least 500 licenses in a single Product Pool for Enterprise Products or Enterprise Online Services

Enterprise Wide Commitment

Device-based Enterprise Products

- Count all Qualified Devices and purchase that number of Enterprise Product licenses

For example:

727 x Office Professional Plus 2019 licenses

User-based Enterprise Products

- Count all Qualified Users and purchase that number of Enterprise Product licenses

For example:

804 x Microsoft 365 Apps for enterprise User SLs

Mixing device-based and user-based Enterprise Products

- All Qualified Users and/or Qualified Devices must be licensed

For example:

750 Qualified Users use 1,000 Qualified Devices, and 250 Qualified Users use a further 100 Qualified Devices

750 x Microsoft 365 Apps for enterprise User SLs +

100 x Office Professional Plus 2019 licenses



Initial order requirements – continued

Mixing Enterprise Products and Enterprise Online Services

- All Qualified Devices not covered by a device license for the Enterprise Product may only be used by users covered with a user license
- A minimum of 500 licenses must be ordered in any single group in the combinations shown, for example, below:

Group 1	Group 2	Group 3	Group 4
Office Professional Plus 2019 device licenses + Microsoft 365 Apps for enterprise User SLs + Office 365 E3 User SLs + Office 365 E5 User SLs + Microsoft 365 E3 User SLs + Microsoft 365 E5 User SLs	Core CAL Suite (Device or User) + Enterprise CAL Suite (Device or User) + Office 365 E1 User SLs + Office 365 E3 User SLs + Office 365 E5 User SLs + Microsoft 365 E3 User SLs + Microsoft 365 E5 User SLs +	Core CAL Suite (Device or User) + Enterprise CAL Suite (Device or User) + EMS E3 User SLs + EMS E5 User SLs + Microsoft 365 E3 User SLs + Microsoft 365 E5 User SLs +	Windows 10 Enterprise device licenses + Windows 10 Enterprise E3 User SLs + Windows 10 Enterprise E5 User SLs + Microsoft 365 E3 User SLs + Microsoft 365 E5 User SLs

For example:

750 Qualified Users use 1,000 Qualified Devices, and 250 Qualified Users use a further 100 Qualified Devices
750 x Microsoft 365 E3 User SLs + 100 x Microsoft 365 Apps for enterprise Device SLs

Enterprise Online Services only

If no Enterprise Products are ordered, then an organization may start an EA with at least 500 Subscription Licenses for Enterprise Online Services.

For example:

- 500 x Microsoft 365 E3 User SLs
- 300 x Office 365 E3 User SLs +
300 x Office 365 E5 User SLs

Additional Products

When either of the initial order requirements are met, Additional Products may be ordered in any quantity.

For example:

- 50 x Microsoft 365 F3 User SLs
- 300 x Office 365 F3 User SLs
- 2 x Visio Plan 1 User SLs

Moving to the cloud

A traditional device-based Enterprise Agreement

Organizations count Qualified Devices and buy licenses for Enterprise Products for those devices at the start of the agreement. If they add devices during the year, they pay for the additional Enterprise Product licenses required at Anniversary. The CAL Suite they choose licenses users/devices to access licensed on-premises servers.

Moving to Microsoft 365 E3 From SA User SLs at Renewal

Organizations that have paid-for Desktop Platform licenses, or have been paying for subscription licenses for three years, are eligible to move to Microsoft 365 E3 via From SA licenses which give the following benefits:

- No requirement to count Qualified Devices, and additional Qualified Devices may be added into the organization at any time with no desktop licensing costs
- Users may use Windows 10 Enterprise E3 and Microsoft 365 Apps for enterprise on up to 5 devices
- Unlimited installations of Exchange, SharePoint and Skype for Business Server products
- Access to the security and management tools of EMS to manage all devices
- Continued access to on-premises servers via Enterprise CAL Suite CAL Equivalent rights

Renewing an Enterprise Agreement with a Desktop Platform

Customers with an existing Enterprise Agreement with a Desktop Platform are likely to make savings if they renew into Microsoft 365 From SA User SLs, especially when the number of devices is greater than the number of users.