

EA: Enterprise Enrollment and Enterprise Subscription Enrollment

General information for Enterprise Enrollments and Enterprise Subscription Enrollments

Agreement structure

The starting point of every Enterprise Agreement is an MBSA (Microsoft Business and Services Agreement). The MBSA is an umbrella agreement under which an Enterprise Agreement sits. It is an evergreen agreement between an organization and Microsoft, and contains high level terms and conditions. After the MBSA has been signed, the organization can sign multiple agreements under it. The Enterprise Agreement is the foundation for a set of Enterprise Agreement Enrollments.

There are three Enrollments available: the Enterprise Enrollment and Enterprise Subscription Enrollment, for desktop products, and the Server and Cloud Enrollment, for server products and Azure. All Enrollments require a three-year commitment. This document focuses specifically on the Enterprise Enrollment and Enterprise Subscription Enrollment.

Affiliates

- An affiliate organization is one that controls, is controlled by, or is under common control with the customer, where control means ownership of more than a 50% interest of voting securities in an entity, or the power to direct the management and policies of an entity
- Affiliates must consist of entire legal entities
- Each affiliate must be entirely "in" or entirely "out"

Commitments and products

Initial order

Commitment to license all devices with one or more Enterprise Products, and to buy all licenses with Software Assurance

- Windows 10 Enterprise
- Office Professional Plus 2019
- Core CAL Suite
- Enterprise CAL Suite

Minimum of 500 Qualified Devices

Qualified Devices

Any device that is:

- 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
- 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

End of Enrollment options

Enterprise Enrollment end

1. Sign a new Enrollment
 - Software Assurance is renewed on Enterprise Products and Additional Products
 - Online Services Subscriptions are renewed

Enterprise Subscription Enrollment end

1. Sign a new Enrollment
2. De-install software
3. Buy-out the licenses:
 - Agreed price
 - For increased Qualified Devices in the third year an annual fee prior to buy-out must also be paid
 - ALL Enterprise Products must be bought out
 - Any quantity of Additional Products may be bought out

Price levels

The initial order of Enterprise Products sets the price level for the 3-year Enrollment. Actual pricing for the Enterprise Products is agreed when the Enrollment is signed.

	Desktops	Level
	500	A
	2,400	B
	6,000	C
	15,000	D

Enterprise Products and Platforms

- An organization must commit to purchasing one of the Enterprise Products for every Qualified Device in their estate
- If they choose one product from each pool, then they are said to have a Platform and that attracts a further discount
- Organizations can choose between the Professional Desktop Platform and the Enterprise Desktop Platform, where it's the CAL Suite that differentiates between the two Platforms

Systems <i>Client Operating Systems</i>	Windows 10 Enterprise		
Applications <i>Client Applications</i>	Office 2019 Professional Plus		
Servers <i>Server Operating Systems, Server Applications and CALs</i>	<table border="0"> <tr> <td>Core CAL Suite <small>Client Access License</small></td> <td>Enterprise CAL Suite <small>Client Access License</small></td> </tr> </table>	Core CAL Suite <small>Client Access License</small>	Enterprise CAL Suite <small>Client Access License</small>
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Additional Products

- Most software products and Online Services are available
- No requirement for an enterprise wide commitment
- May be ordered in any quantity
- Price level is set by the corresponding Enterprise Product pool
- Pricing is agreed for any Additional Products on the initial order
- Further Additional Products may be purchased through the term of the Enrollment
- Licenses for Online Services may be reduced at Anniversary

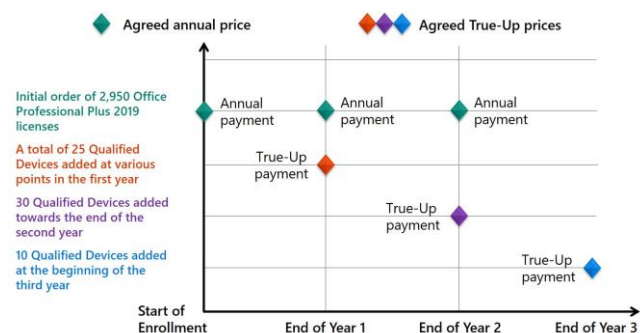
Enterprise Enrollment

Enterprise Products orders

In the diagram below a customer has committed to Office Professional Plus 2019 as their Enterprise Product for their 2,950 Qualified Devices. At the start of the Enrollment the price of the license plus three years of Software Assurance is agreed with the customer and split into three. This is the amount that the customer pays for the Office licenses each year.

If they add more Qualified Devices in the first year they make a single True Up payment at Anniversary. This is the license cost and 2.5 years of Software Assurance and is agreed with the customer at the start of the Enrollment.

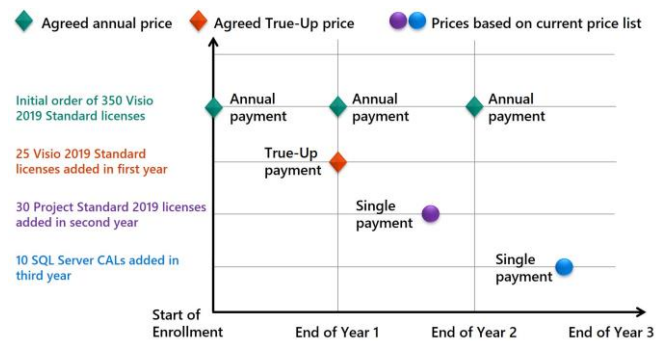
Further Qualified Devices are paid for at the end of the years in which they are added, with payment for devices added in the third year due at the end of the Enrollment.



Additional Products orders

In the diagram below a customer ordered 350 Visio licenses at the start of the Enrollment and makes three annual payments in the same way as for the Enterprise Products above. When they add a further 25 licenses in the first year they make a single True Up payment at Anniversary.

If they want to add a new Additional Product in year 2 they make a single payment at that time. The price is taken from the current price list and is the license cost plus 1.5 years of SA. If they add a product in year 3 they make a single payment which is the license cost plus 0.5 years of SA.



Enterprise Subscription Enrollment

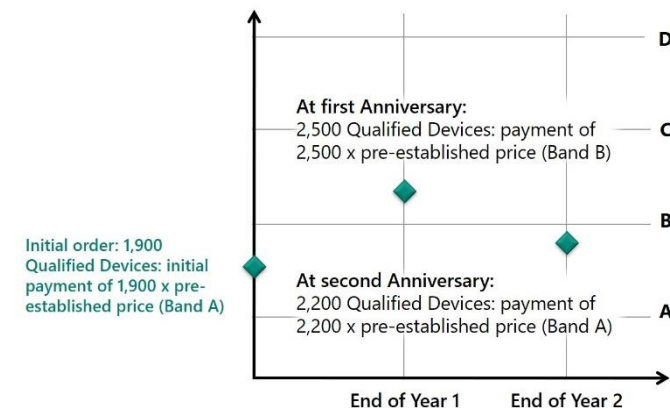
Enterprise Products Annual Orders

In the diagram below a customer has committed to an Enterprise Product for 1,900 devices and at the start of the Enrollment agrees prices for all price levels.

At the start of the Enrollment they pay for the Enterprise Products at the Level A price.

At the beginning of the next year they have an additional 600 devices which makes them eligible for Level B pricing. They make a payment for the Enterprise Products at the agreed Level B price.

In the third year they have only 2,200 devices and they make a payment for that number of devices at the agreed Level A price.



Additional Products orders

In the diagram below a customer ordered 350 Visio licenses at the start of the Enrollment and makes the first annual payment at an agreed price. In the first year they need another 25 licenses and they pay for those licenses as they install the products at the agreed price. At the first Anniversary they will still need 375 Visio licenses and make the annual payment at the agreed price. At the start of the third year they just need 350 Visio licenses and that's what they pay for.

In the second year they want to add 30 Project licenses. They pay for those licenses at the current price list price as they install the products. That price is then the price they pay at the start of the third year.

If licenses are added in the third year, then the customer pays at that moment in time using the price list price.

