

Licensing agreements comparison for commercial and government organizations

Microsoft offers commitment-based and transactional options for organizations that want to purchase Microsoft cloud services subscriptions, on-premises software licenses, and/or Software Assurance. Compare the commercial and government Microsoft licensing agreements below or [compare licensing options for academic](#).

Microsoft Enterprise Agreement and Microsoft Enterprise Subscription Agreement are commitment-based Microsoft volume licensing agreements for commercial organizations signing a new enrollment with 500 or more users/devices and government organizations with 250 or more users/devices that want to license Microsoft cloud services and/or on-premises software organization-wide, over a three-year period, and at the best available pricing. Enterprise enrollments include the Enterprise Enrollment, Enterprise Subscription Enrollment, and Server and Cloud Enrollment (SCE). Software Assurance is included.

The **Microsoft Products and Services Agreement** is a transactional Microsoft volume licensing agreement for organizations with 250 or more users/devices that want to license Microsoft cloud services and/or on-premises software as needed—with no organization-wide commitment under a single, non-expiring agreement. Software Assurance is optional.

Microsoft Open Value and Microsoft Open Value Subscription are for organizations with 5 to 499 users/devices that want to license Microsoft cloud services and/or on-premises software. Open Value non-organization-wide is a transactional agreement. Software Assurance is included. Open Value organization-wide and Open Value Subscription are commitment-based agreements where you agree to license certain products for your entire organization. Software Assurance is included.

The **Microsoft Customer Agreement** is a transactional licensing agreement for commercial, government, and academic organizations with one or more users/devices seeking to acquire cloud services through self-service purchases or outsource management of their cloud services through a partner in the Cloud Solution Provider program. Cloud Solution Provider partners

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offer an easy way to license the cloud services you need in combination with the value-added services offered by your systems integrator, hosting partner, or reseller partner. On-premises software without Software Assurance is also available through partners in the Cloud Solution Provider program.

The **Microsoft Online Subscription Agreement** is a transactional licensing agreement for commercial, government, and academic organizations with one or more users/devices that want to subscribe to, activate, provision, and maintain cloud services seamlessly and directly via the web, through the Microsoft Online Subscription Program. On-premises software and Software Assurance are not available through the Microsoft Online Subscription Agreement.

	Microsoft Enterprise agreements	Microsoft Products and Services Agreement	Microsoft Open Value agreements	Microsoft Customer Agreement	Microsoft Online Subscription Agreement
Offerings	Commitment-based cloud services and on-premises software	Transactional cloud services and on-premises software	Transactional (Open Value non-organization-wide) or commitment-based (Open Value organization-wide and Subscription) cloud services and on-premises software	Transactional cloud services and on-premises software (through Cloud Solution Provider partner)	Transactional cloud services only
Agreement term	Three years	Non-expiring	Three years (Open Value agreements), or one year (Open Value government agreements only)	One year (auto-renew)	One year (auto-renew)
Purchase coverage	Organization-wide	As needed	As needed (Open Value non-organization-wide) or organization-wide (Open Value agreements)	As needed	As needed
Purchase term	Three years for initial purchase, co-terminus for additional purchases	One year or shorter for select cloud services	Three years (Open Value agreements), or one year (cloud services and Open Value government agreements)	One year	One year or monthly on select cloud services
Purchase term expiration	Enrollment expiration	Third account anniversary for Software Assurance; next	Agreement expiration (Open Value agreements), or subscription term	Subscription term expiration (one year)	Subscription term expiration (one year or

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	Microsoft Enterprise agreements	Microsoft Products and Services Agreement	Microsoft Open Value agreements	Microsoft Customer Agreement	Microsoft Online Subscription Agreement
		account anniversary or multiyear for cloud services	expiration (one year for cloud services)		monthly)
Minimum commitment	250 (for government) or 500 (for commercial) qualified devices/users per pool	500 points per product pool or 250 cloud services users by pool (per year)	Five licenses or Licenses and Software Assurance (L&SA), one user subscription license (USL), or use of Azure pay-as-you-go	One USL or use of Azure pay-as-you-go	One USL or use of Azure pay-as-you-go
Target organization size	500 or more users (250 or more users for government)	250 or more users	5 to 499 users for on-premises software; one or more users for cloud services (up to 300 USLs for Office 365 Business editions)	One or more users	One or more users
Sales model	Microsoft direct or partner indirect (based on geo and sector)	Partner indirect	Partner indirect	Partner indirect	Microsoft direct
Ordering	In the month of first use for the initial product order; annually for subsequent orders (per enrollment)	As needed (per purchasing account)	As needed (Open Value non- organization-wide per agreement) or in the month of first use for the initial product order and annually for subsequent orders (Open Value agreements per agreement)	As needed (per Cloud Solution Provider or self-service purchase)	As needed (per order)
On-premises software license	✓	✓	✓		
Non-perpetual license for on-premises software	✓ (Enterprise Subscription Agreement)		✓ (Open Value Subscription)		

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	Microsoft Enterprise agreements	Microsoft Products and Services Agreement	Microsoft Open Value agreements	Microsoft Customer Agreement	Microsoft Online Subscription Agreement
Cloud services user subscription license (USL)	✓	✓	✓	✓	✓
Provisioning of cloud services prior to order	✓	✓			✓
Software Assurance	✓ (included)	✓ (optional)	✓		
Price list	Commercial and government	Commercial and government	Commercial, government, academic and nonprofit (Subscription option not available for nonprofit)	Commercial, government, and academic	Commercial, government, and academic
Price level determination	Based on user and device license quantity by pool or qualifying contract for commercial; single price level for government	Based on points by pool or qualifying contract for commercial; single price level for public sector	Based on device quantity (commercial Open Value agreements); single price level for public sector	No price level	Based on order quantity by cloud service
Price protection	All products and services included in the agreement	One-year subscription for cloud services	Select products (Open Value agreements, organization-wide)	Cloud services subscription length in one-year increments	N/A
Upfront payments	✓ (one to three years)	✓ (one to three years)	✓ (one to three years)	✓ (monthly)	✓ (monthly or annually)
Annual (spread) payments	✓	✓	✓		

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