Microsoft Select License End of Sale

FREQUENTLY ASKED QUESTIONS



OVERVIEW AND FAQ

Q: When is Select License "End of Sale"?

A: Beginning July 1, 2011, Microsoft will no longer sell **new** Select License Agreements.

- You can choose between Select License and Select Plus until this date.
- Select customers can choose to migrate to Select Plus during this time and maintain their current Select price level.
- Existing Select License customers can continue to renew their Select License Agreement after this date.

Q: What does End of Sale mean?

A: The life span of every Microsoft Volume Licensing offering is mapped from launch to retirement. One of the milestones in an offering life cycle is "End of Sale", the final date a licensing offering will be available from Microsoft for sale by our field or channel partners.

Q: Does this affect the academic and government license offerings?

A: Yes. Beginning July 1, 2011, Microsoft will no longer sell **new** Select License for Academic or Select License for Government Agreements.

Q: If I have an active Select License Agreement, can I renew after July 1, 2011?

A: Yes. If you have a Select License Agreement prior to July 1, 2011, you can still renew your Select Agreement—per the underlying terms of your Select Agreement. Note: Your Select License Agreement must be a 2009 version or earlier for the renewal option to be available. Please check your agreement to see if a renewal option is listed.

Q: Will Microsoft and your channel partners continue to support active Select License Agreements after July 1, 2011?

A: Yes. Both Microsoft and our channel partners will continue to support Select License customers after July 1, 2011.

Q: How long can I renew my Select Agreement after July 1, 2011?

A: Timing is based on the underlying terms of your existing Select Agreement.

Program Comparison

Q: What is Select Plus?

A: Select Plus is an excellent licensing option for customers that want transactional license purchasing. It offers increased purchasing flexibility with automatic price savings based on purchase volume across the entire organization, improved asset management, and the ability to license and manage your software assets and services at the organization, affiliate, or department level.

Select Plus is a cost-effective way to make transactional purchases, and offers many additional benefits, including the ability to do the following:

- **Manage assets more easily** with visibility across the entire organization and centralized reporting because all affiliate purchases are tied to their own unique customer IDs.
- **Get more value out of licensing** with automatic price savings for purchases across the entire organization and the full value of Microsoft Software Assurance coverage, no matter when you purchase it.
- **Streamline the contract process** with a single organization-wide agreement that never expires, Software Assurance alignment, and licensing consolidation.

Q: What is the difference between Select License and Select Plus?

Features	Select Plus	Select License
Ordering	Unique customer ID represents a single business entity.	Enrollment number representing one or more businesses that expire.
Asset Management	View all assets across the organization using a single Lead Affiliate customer ID. Manage licenses and Software Assurance benefits across all affiliates under one business entity.	Managed by one agreement number.
Term	Never expires.	Three-year enrollment. Three-year Master Agreement.
Program Qualification Per Pool	Qualify with an existing Enterprise Agreement (EA), Enterprise. Subscription Agreement (EAS), or Campus and School Agreement. (CASA). Price level is set and compliance is waived. Qualify with a Select License or other Volume Licensing Agreement. Initial price level set but no compliance waiver. New customer purchase is a minimum of 500 points. Customers can purchase under single pools. If customers purchase under multiple pools, they must qualify with 500 minimum points per pool.	Provide a forecast. Qualify with an existing Enterprise Agreement. Price level is set and compliance is waived.

Features	Select Plus	Select License
Purchase Minimum and Compliance	Purchase minimums waived for customers with active EA, EAS, or CASA. Compliance: o If you are at Level A (or an academic or government customer) the previous year, you must qualify for a 500-point minimum to continue purchasing under Select Plus. o If you are at Level B-D and do not meet the minimum, the price level changes (for example, moving from Level C to Level B) for that pool the following year.	Purchase minimums waived for customers with active EA or EAS. Compliance: o 1,500 points per pool during three years. o Price level can be lowered multiple levels in a single compliance check.
Pricing	Select Plus pricing is the same as Select License. Automatic tiered pricing when the next price level is achieved. Set at lead affiliate (organization-wide). Commercial Levels A–D by pool. Academic/government has single tier price point. Annual compliance level down by pool.	Select pricing is the same as Select Plus. Contractual Forecast. Set at Master Agreement. Commercial Levels A–D by pool. Academic/government has single tier price point. Annual compliance level up or down by pool.
Available Channel Partner	Large Account Reseller*	Large Account Reseller*
Software Assurance	As of March 2011, initial Software Assurance order will align to the third anniversary listed on the Affiliate Registration Form (ARF) instead of waiting to align upon renewal. Option to add Software Assurance and receive the full value of coverage. Software Assurance Membership (SAM) available.	Option to add Software Assurance prorated to prior anniversary. Software Assurance Membership available.
Online Services	One-year subscription or align to affiliate anniversary.	One-year subscription or align to agreement end date.
Microsoft Financing	Integrate financing line of credit extended under separate agreement. Credit approval coming as part of eAgreements. **Note:** This is only available in regions that have Microsoft Financing.	Integrate financing line of credit extended under separate agreement. Credit approval coming as part of eAgreements.

*Two-tier or direct model is available for Select Plus in countries that currently have those models for Select License.

Q: How are the price levels set up for Select Plus?
A: Like Select License, Select Plus categorizes software products into three distinct product pools: applications, systems, and servers.

Q: Does a price difference exist between Select License and Select Plus?

A: No. The price level is the same for both Select License and Select Plus.

Q: What are the price levels for commercial organizations?

A: Four price levels are available for commercial organizations. The points for each are listed below.

Select Plus Price Level – Commercial	Annual Point Minimums Per Pools
A	500
B	4,000
C	10,000
D	25,000

For government organizations, pricing is generally set at Select Plus Level D. For academic institutions, pricing is set at the same single price level (Level A) as for Select License for Academic.

Migrating to Select Plus

Q: Do I have to wait until my Select License Agreement expires before I can move to Select Plus?

A: No. Select customers can migrate to Select Plus at any time in these three easy steps:

1. Use the existing Select, EA, or CASA to qualify for the correct price level per pool in Select Plus.
2. Stop buying under the Select License Agreement and start buying under the Select Plus Agreement.
3. When the Select Agreement ends, review Software Assurance, the services, and subscriptions and decide what you want to renew/transfer into the Select Plus Agreement.

Q: How does Select Plus supplement the Enterprise Agreement?

A: The EA is still the best way to standardize the desktop PC environment with its rich set of benefits and price advantages for volume purchasing. While no price difference exists between Select License and Select Plus, we recommend that customers sign a Select Plus agreement with an EA because it helps them quickly and cost-effectively purchase and manage additional licenses and services on a per-project basis. Using Select Plus with EA is a great way to consolidate purchases across affiliates to take advantage of volume pricing and improved asset management.

Q: How does Select Plus supplement the Campus and School Agreement?

A: The Campus and School Agreement (CASA) is still the best way to standardize the desktop PC environment for education organizations. Select Plus for Academic is a natural add-on for academic customers with a CASA. For CASA customers, the Select Plus for Academic minimum purchase requirements are waived, providing them with a way to quickly and cost-effectively purchase and manage additional licenses and services on an ad-hoc basis across departments, schools, and other entities.

Q: How many points do I need to begin purchasing using a Select Plus Agreement?

A: Customers that have an existing Select License Agreement: If you have acquired 500 points or more in the past 12 months, the initial price level is determined based on the points purchased in the qualifying Select program.

Customers that have an existing Enterprise Agreement, Enterprise Subscription Agreement, or Campus and School Agreement: You do not need to comply with annual point minimums.

New customers: During the first year for each product pool you must meet a minimum of 500 points to begin purchasing in that pool. Customers can purchase under single pools. If customers purchase under multiple pools, they must qualify with a minimum of 500 points per pool.

Q: Do academic institutions and government organizations need to meet the 500-point minimum?

A: Yes. Eligible academic and government customers need to adhere to the same Select Plus program requirements as commercial organizations.

How to Purchase

Q: How do I participate using Select Plus?

A: For commercial organizations, a Select Plus Agreement has three components that you must complete: (1) the Microsoft Business and Services Agreement (MBSA); (2) the agreement; and (3) the Select Plus affiliate registration form.

For academic and government organizations, a Select Plus Agreement has two components that you must complete: (1) the agreement; and (2) the Select Plus affiliate registration form.

Q: How do I enroll in Select Plus?

A: To enroll in Select Plus, please contact your preferred reseller http://pinpoint.microsoft.com/en-US/Default.aspx.

Additional Resources

Q: Where can I find more information on Select Plus?

A: Additional information is available in the Program Guide and Frequently Asked Questions.

Q: Where can I find additional information on the Enterprise Agreement?

A: Additional information is available at www.microsoft.com/licensing/licensing-options/enterprise.aspx.

Q: Where can I find additional information on the Campus and School Agreement?

A: Additional information is available at www.microsoft.com/licensing/licensing-options/for-industries.aspx.

Q: Where can I find the government eligibility requirements?

A: Government eligibility requirements are available at www.microsoftvolumelicensing.com/userights/DocumentSearch.aspx?Mode=3&DocumentTypeId=6.

Q: Where can I find the Qualified Education User Definition for academic institutions?

A: The Qualified Education User Definition is available at www.microsoftvolumelicensing.com/userights/DocumentSearch.aspx?Mode=3&DocumentTypeId=7.

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