

Value and Flexibility

The next generation of Microsoft Volume Licensing initiative is an end to end transformation of Volume Licensing that delivers an improved agreement structure, a more flexible and easy purchasing platform, and new systems and tools for all organizations that want to purchase Microsoft products and services. Each of these enhancements are designed to streamline how you license Microsoft products and services while providing greater value from your organizational assets, more purchasing flexibility so you can get and distribute the technology and services you need more easily, and simplified asset management so you can dedicate resources to greater business needs. Driven by customer research, and keeping with our guiding principles of flexibility, manageability and value, the three primary elements of the initiative are:

- ▶ An improved and simplified agreement structure comprised of the Microsoft Products and Service Agreement, a single foundational licensing agreement, and Purchasing Accounts which define the purchasing entities across your organization.
- ▶ More flexible purchasing with the ability to purchase on-premises software and Online Services on one agreement, along with a future expanded portfolio of offerings.¹
- ▶ New and improved systems and tools for managing your Microsoft assets.

New Microsoft Products and Services Agreement

The new agreement structure has two components: (1) the Microsoft Products and Services Agreement (MPSA) and; (2) the Purchasing Account.

The Agreement

The MPSA is the foundational agreement that consolidates common terms and conditions from standard baseline contracts into a single, nonexpiring agreement for all organizations. This agreement consolidates all applicable terms and conditions that are found in the current Microsoft Business and Services Agreement (MBSA), the Microsoft Select Plus Agreement, and Microsoft Online Services purchasing terms and conditions. The MPSA serves as the single agreement for Microsoft Volume Licensing and allows multiple “account types,” such as commercial, academic, or government, to exist under a single agreement.²

By consolidating licensing in a single agreement, organizations can streamline the overall contracting process and integrate transactional purchases for on-premises software and Online Services. Combining these purchases together provides the best volume discount, per pool and account type, across your organization. This also streamlines procurement by requiring only one signing event so you can enjoy a faster purchasing experience.

Purchasing Accounts

Purchasing Accounts is another significant enhancement to the Volume Licensing agreement process. Your organization(s) can register one or more Purchasing Accounts under your MPSA. Each Purchasing Account is enrolled as a buying entity for your organization enabling you to define your organization’s purchasing structure. Each registered Purchasing Account is designated an account type, such as commercial, government, or academic², and you can set them up at the organization, affiliate, or department level—or even as a subset of personnel, depending on how you want to structure purchasing for your organization.

Although Purchasing Accounts are separate buying entities, they are all tied to your organization’s MPSA through the legal entity that is registering the accounts. One Purchasing Account is designated the Agreement Administrator with access to all accounts associated to

¹Additional offers will be available through several releases.

²Government and academic will be available in a future release.

Microsoft Products and Services Agreement

the MPSA. The Agreement Administrator is notified when a Purchasing Account is associated to an MPSA and can view account information for all Purchasing Accounts. The Administrator can terminate the associated of a Purchasing Account to an MPSA, and terminate the MPSA itself. Managing your entire portfolio accurately is easier than ever. For instance, you can view and manage purchases by individual Purchasing Accounts, legal entities, account types, or by the entire organization. Because you are now managing “accounts” rather than agreements, you have one buying relationship with Microsoft and one agreement with an organizational view. You can manage your assets and purchases based on your organizational taxonomy. Another significant change is that you can work with multiple Microsoft Partners under a single Purchasing Account for your transactional purchases versus the previous limit of one Partner of record per agreement.

Flexible Purchasing

One of the core features of the MPSA is that organizations can purchase licenses for any on-premises product or Online Service transactionally through a single contract. When your organization transitions aspects of its IT to the cloud, the MPSA can help you do the following:

- ▶ Combine on-premises software and Online Services purchases in ways that make sense for your business.
- ▶ Get the best volume discounts for both on-premises software and Online Services.
- ▶ Easily subscribe to new Online Services and add users through the online portal.

Feature	Equivalent Agreement	MPSA
Number of Agreements	Three agreements: Microsoft Business and Services Agreement Select Plus Agreement Microsoft Online Services Agreement	One agreement: Microsoft Products and Services Agreement
Transactional cloud services purchasing	Microsoft Online Services Agreement required	Included in MPSA
Multiple account types	Not supported	All account types supported under same MPSA ⁵
Partners	One “Partner of Record” supported	Multiple partners supported on Purchasing Accounts for transactional purchases
Signature requirement	One per agreement and purchase type	Single signing event for all purchase types upon availability
Customer buying entity	Identified with each agreement	Identified once via the Purchasing Account and used for all purchase types (upon availability)

New and Improved Systems and Tools

Microsoft thoroughly reviewed its Volume Licensing to identify areas to improve, including its user management tools and the asset management systems that support them. As a result, new systems were created from the ground up to meet customer needs even better. The Microsoft Volume Licensing Center features a simple user experience that provides the information you want immediately: what you purchased, when, where, in what quantity, through what channels, and from whom. For the first time, you can get a single view of your products and services portfolio across your entire organization in real time.

Microsoft Volume Licensing Center

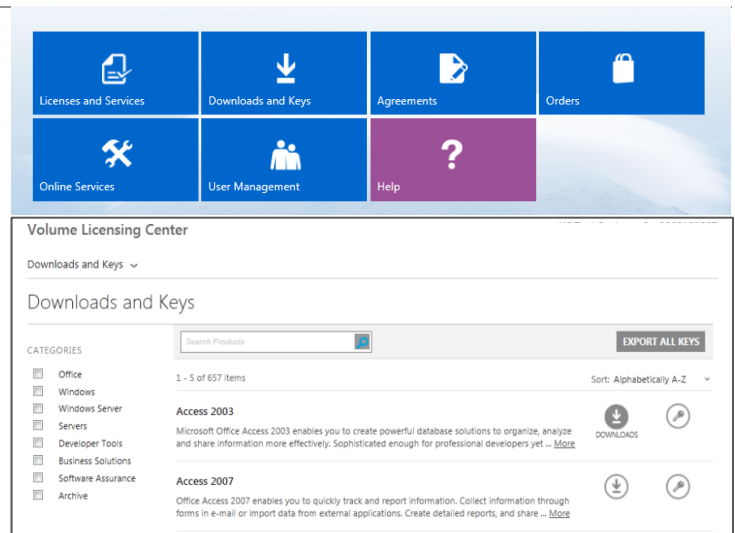
The new Volume Licensing Center is your resource to view all new purchases, user management, and access online reports. The user friendly interface features intuitive, easy navigation.

⁵Government and academic will be available in a future release.

Microsoft Products and Services Agreement

The new Microsoft Volume Licensing Center simplifies managing your licensing assets with the following benefits:

- ▶ Single system for managing assets.
- ▶ Self-service agreement and account management.
- ▶ Self-provision Online Services.
- ▶ Streamlined software and product keys download capability.
- ▶ Single sign-on when using a managed organizational account across asset management tools: Microsoft Online Services Portal and Microsoft Volume Licensing Center.



The Microsoft Volume Licensing Center uses an organizational account to manage assets. Organizational accounts are linked to the organization rather than the individual. This puts you in control of who can access the Microsoft tools (such as the MVLC and the Microsoft Online Subscription Portal) and Online Services (such as Office 365, Microsoft Dynamics CRM Online, and Windows Intune). You set-up your user's accounts and assign them roles, which determines the tools, functionality, and services they can access. Also, unlike with an individual's Microsoft account, should an individual leave the organization, you can remove that individual's organizational account or transfer it to another individual within the organization.

Resources

Microsoft Products and Services Agreement

<http://www.microsoft.com/licensing/mpsa/default.aspx>

Microsoft Volume Licensing Center

<http://licensing.microsoft.com/>

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