

Microsoft Open License Value

OVERVIEW

A cost-effective way to keep current and spread your payments

In a rapidly changing environment, it is more important than ever to remain agile and adapt to shifts in the marketplace. A key element of maintaining a business edge is the ability for organizations to keep their software assets current in as cost-effective manner as possible.

Microsoft® Open License Value is a software license purchase plan available under the Open License family. Designed for organizations with as few as five desktops, Open Value offers the advantages of Software Assurance (SA) with a powerful combination of support, tools, training, and other resources that help your company gain the flexibility it needs to keep your business edge.

The **Company-wide Option** offers additional savings opportunities and a single price per desktop for organizations that want to standardize all their desktops on one or more Microsoft Enterprise Products, and to spread payments annually.

ADVANTAGES OF OPEN VALUE

- Open Value includes Software Assurance, which provides access to the latest innovations in Microsoft software products and many additional benefits including the Home Use Program and employee discounts, support and tools to help IT professionals deploy software, and training to help employees work more efficiently.
- You may start saving with as few as five Licenses with Software Assurance (L&SA).
- You continue to enjoy savings while spreading payments annually
- It's an effective way to consolidate software acquisition under a single agreement.

OPEN VALUE BENEFITS

- **Software Assurance.** Software Assurance can help you get the most value from up-to-date technology with several key benefits that can save time and money. With Software Assurance's powerful combination of access, support and tools, and training, your company can gain the flexibility it needs to keep your business edge.

- **Spread payments.** Lets you spread payments across the term of your agreement instead of incurring entire costs upfront.
- **Choices.** Meets the needs of a broad range of organizations. Choose from a wide range of products available with SA. Reorder in any quantity.
- **Broad Reseller Base.** Purchasing options and locations are widely available and can be accessed wherever and whenever your needs are best met.
- **Helps ease administration.** License management tools help ease the administrative task of tracking license acquisitions.
- **Standardization advantages.** The Company-wide Option offers the opportunity to receive additional savings and reduce support costs if you want to acquire Microsoft software on all your desktops to standardize on one platform.

COMPANY-WIDE OPTION

Company-wide Option offers additional savings opportunities and a single price per desktop to organizations that want to standardize all their desktops on one or more Microsoft Enterprise Products and to spread payments annually.

The Company-wide Option is designed for organizations that:

- Anticipate strong growth
- Are interested in technology standardization
- Desire efficient asset management
- Want centralized control

With the Company-wide Option you receive additional savings by electing to license all qualifying desktops with one or two Enterprise Products—Microsoft Windows® Professional Desktop Operating System Upgrade, Microsoft Office Professional, or Microsoft Core CAL (Client Access License). Or stretch your savings even further by standardizing on the Desktop Professional Platform, which is all three Enterprise Products as a group. Having all your desktops on one platform may help reduce costs associated with software acquisition, deployment, and license management.

HOW OPEN VALUE WORKS

Each License with Software Assurance (L&SA) counts as one order toward your minimum initial order of five L&SA. For example, if you have three desktops, you can qualify for Open Value by acquiring three L&SA sets for Microsoft Office XP Professional **and** two L&SA sets for Microsoft Project 2002. This would count as five L&SA, which meets the minimum. Or you could meet the minimum requirement with one L&SA for a Microsoft processor license, such as Microsoft SQL Server™. Subsequent orders can be as small one L&SA, so you always have just the software you need.

You can also participate in Open Value by renewing SA coverage acquired through any Microsoft Volume Licensing program and spread payments annually.

The initial payment is due at the time of order, and the balance is split in equal amounts to be paid at the start of year two and year three of your agreement term.

ORDER CONFIRMATION AND SOFTWARE ASSURANCE BENEFITS MANAGEMENT

Microsoft provides order confirmation and Software Assurance benefits entitlement information for orders made through the Open Value option on the Microsoft Volume License Services (MVLS) Web site. MVLS is a password-protected Web-based solution that captures and displays Microsoft records of the license and Software Assurance benefits status of Open Value customers. You will receive access to the Web site to view records of your Open Value order status, licensee data, order history, and agreement(s).

MICROSOFT VOLUME LICENSING SERVICES BENEFITS

- Fast authorization to deploy software.
- Easy access to your transaction history including acquisitions, reorders, and returns.
- Convenient online tracking of your agreement and transaction history.
- Enhanced asset management through standardization.

Comparison of Open License Purchase Plans

To help you determine the best plan for your needs, below you'll find a comparison of the Open Business, Open Volume, and Open Value options. Software Assurance (SA) is built into Open Value, which provides immediate access to the latest Microsoft software. Open Value also provides the ability to spread payments annually, which reduces up-front costs.

	<i>OPEN BUSINESS</i>	<i>OPEN VOLUME</i>	<i>OPEN VALUE</i>
Customer Profile	Organizations needing five or more licenses.	Compelling value proposition for customers based on a volume commitment.	Organizations with as few as five desktops that want the advantages of SA, and the ability to spread payments annually.
Entry Minimum	Minimum initial order of five licenses.	500 point minimum within a specific product pool on initial order. Pools include applications, systems, and servers. Each license carries a point value.	Minimum of five Licenses and Software Assurance (L&SA).
Software License Offerings	<ul style="list-style-type: none"> • License • Licenses with Software Assurance • SA renewal 		<ul style="list-style-type: none"> • Licenses with Software Assurance • SA renewal
Additional Savings Opportunities	No	No	Yes, for Company-wide Option.
Payment Options	Full two-year payment due upon order.		Payments spread annually or up-front.
Term	Two years.		Three years.
How to Buy	From a list of resellers. See www.microsoft.com ; for Open Value: http://msa.one.microsoft.com/msalist.aspx		
Product Media	May order media at time of initial order or acquire media separately for a charge.		Microsoft provides media, such as CDs, for your initial product order. Additional media can be ordered for a charge.
Order Tracking	Microsoft assigns an authorization number and posts order confirmations on the eOpen Web site (where available), or sends an authorization number and physical order confirmations directly to the customer where eOpen is not available.		Microsoft assigns an agreement number and posts order confirmations on the MVLS Web site (*in most countries).

* Microsoft sends an agreement number and physical order confirmations directly to the customer where MVLS is not available.

HOW TO TAKE ADVANTAGE OF MICROSOFT OPEN VALUE

To order software licenses through Open Value, contact your preferred Microsoft Software Advisor. For the Microsoft Software Advisor nearest you, call (800) 426-9400 in the United States, (877) 568-7975 in Canada, or 13.20.58 in Australia. Outside the U.S., Canada, or Australia, please contact your local Microsoft subsidiary.

To find out more about Microsoft products, services, and support options or further details on any Microsoft Volume Licensing offering, visit <http://www.microsoft.com/licensing>

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