

Global Enterprise Agreement Solutions Microsoft® Volume Licensing



Unlock the value of your Microsoft investments

The rapid pace of technological change creates both opportunities and challenges for today's organizations. This change is driving organizations around the world to make decisions about whether they will embrace the cloud as a reality today, empower the flexible workstyles employees are demanding, or work on a strategy to harness the rapidly growing volume of data that is available to help drive business decisions.

Microsoft understands that technology licensing can help or hinder organizations that need the agility to respond to these technological opportunities. That is why the Microsoft Enterprise Agreement offers the best value to organizations that want a manageable volume licensing program that gives them the flexibility to purchase cloud services and software licenses under one agreement in response to the changing technology landscape.

Best value

Maximize your investment in Microsoft technologies with best pricing and benefits.

Flexible

Respond to the changing technological landscape by accessing the latest versions of cloud and on-premises software.

Manageable

Streamline license management with a single organization-wide agreement.

Best value

New economic realities are forcing organizations to do more with the same. That is why the Enterprise Agreement offers the best savings to customers who want to realize the benefits of deploying a common IT platform across the organization.

At the same time, many organizations are finding that they do not have the resources they need to plan, deploy, and use the technology they have invested in.

With Software Assurance, customers can leverage 24x7 technical support, planning services, as well as end-user and technical training at no additional cost to ensure that they get the most out of their investment.

And by locking in pricing and spreading payments over three years, organizations can minimize the size of their up-front investment and budget more effectively.

Flexible

The Enterprise Agreement is flexible enough to meet the unique requirements of each organization based on its size and technology needs.

Automatic access to the latest versions of software through Software Assurance, along with the ability to choose from Microsoft cloud services, on-premises software, or a mix of both, gives customers the agility they need to be competitive.

Manageable

Simplify purchasing with predictable payments through a single organization-wide agreement for cloud services and/or on-premises software.

Customers can easily track purchases centrally and manage licenses using online tools. In addition, a Microsoft Certified Partner or a Microsoft representative helps manage licensing throughout the life of the agreement.

How it works

The Enterprise Agreement is designed for organizations with at least 250 devices that want to license software and cloud services for a minimum three-year period. Customers have the ability to add and adjust products and services over time and account for changes through the annual True-up process.

The Enterprise Agreement includes a subscription option, which lowers initial licensing costs because customers subscribe to the rights to use Microsoft products and services instead of owning them. Subscription also includes the ability to increase or decrease subscription counts on an annual basis.

The program offers savings ranging from 15% to 45%, as well as comprehensive Software Assurance benefits for on-premises licenses. Customers get additional savings and benefits if they purchase the following Enrollments:

Enterprise Enrollment: Commit to one or more end-user technologies from Microsoft and receive best pricing, cloud-optimized licensing options, and simplified license management.

Server and Cloud Enrollment (SCE): Commit to one or more server and cloud technologies from Microsoft and receive best pricing, cloud-optimized licensing options, and simplified license management.

The enrollment agreement structure allows for the easy addition of new products and services when they are needed.

Get the best out of your investment with Software Assurance

Software Assurance is included in the Enterprise Agreement and provides a comprehensive range of benefits to help organizations plan, deploy, and use the latest Microsoft software and services. Benefits that help customers extend the value of their Microsoft investments include:

- Rights to new software releases during the term of the agreement at no additional cost.
- Access to unique technologies.
- Planning Services to enable efficient deployments.
- In-person and online training for IT pros and end users.
- 24x7 problem resolution support.

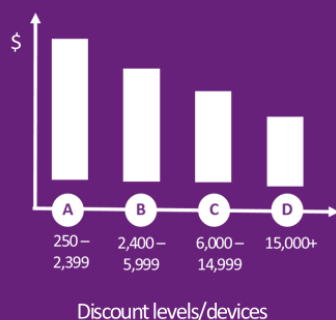
Flexible payment options

More and more Enterprise Agreement customers are choosing Microsoft Payment Solutions to help create a flexible payment structure for their complete range of technology needs, including software, services, partner products, and hardware. Flexible payment options include Deferred Payments, Ramped Payments, and Equal Monthly or Quarterly Payments.

Next steps

1. Learn more:
<http://www.uibs.net/licensing>
2. Participate in an evaluation to understand your current licensing position and future needs. Find your preferred Microsoft Authorized Enterprise Software Advisor (ESA) or Microsoft Licensing Solution Provider (LSP), or contact your Microsoft Account Representative.
3. Work with us to customize an Enterprise Agreement for your organization.

Discount levels for all Enterprise Products and Enterprise Online Services purchases made with the Enterprise Agreement



The Enterprise Agreement offers savings ranging from 15% to 45% off Select Plus pricing

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Microsoft Partner

With Partnerships Serving

Europe

- ▶ Switzerland – Mühlebachstrasse
- ▶ Italy – Roma
- ▶ Netherlands – Amsterdam
- ▶ Austria - Wien
- ▶ Norway - Fornebu
- ▶ Belgium - Diegem
- ▶ Poland - Warszawa
- ▶ Czech Republic - Prague
- ▶ Romania - Bucuresti
- ▶ Denmark - Hellerup
- ▶ Russia - Moscow
- ▶ Finland - Espoo
- ▶ Serbia - Beograd
- ▶ France - Lyon
- ▶ Slovakia - Bratislava
- ▶ South Africa - Johannesburg
- ▶ Germany – Heilbronn - München
- ▶ Spain - Madrid
- ▶ Sweden - Kista
- ▶ Hungary – Budapest
- ▶ UK - London
- ▶ Ireland - Cork

America

- ▶ Argentina- Buenos Aires
- ▶ El Salvador -San Salvador
- ▶ Brazil - São Paulo
- ▶ Guatemala
- ▶ Belo Horizonte - Sion
- ▶ Honduras – Tegucigalpa
- ▶ Rio de Janeiro
- ▶ Jamaica
- ▶ Curitiba - Batel
- ▶ Mexico - Ciudad de México
- ▶ Bolivia - La Paz-Bolivia
- ▶ Monterrey - Torre XI
- ▶ Canada- Mississauga,
- ▶ Nicaragua - Managua
- ▶ Chile - Santiago
- ▶ Panama - Ciudad de Panamá
- ▶ Colombia - Bogota
- ▶ Peru - Magdalena del Mar
- ▶ Lima - Barranquilla
- ▶ Colombia Edificio Centro Ejecutivo
- ▶ Puerto Rico - Guaynabo
- ▶ Colombia - Cali
- ▶ Dominican Republic SRL - Santo Domingo
- ▶ Republica Dominicana- Medellín
- ▶ Trinidad and Tobago, Eastern & Southern Caribbean
- ▶ Costa Rica - San Pablo de Heredia
- ▶ Uruguay - Montevideo
- ▶ Ecuador - Quito
- ▶ United States of America SA - Waukesha
- ▶ Ecuador - Guayaquil
- ▶ West Indies Bermuda, Cayman, Bahamas
- ▶ Belize, Turks and Caicos, and Jamaica

Asia

- ▶ Australia - Sydney
- ▶ China - Shanghai
- ▶ Malaysia - Kuala Lumpur
- ▶ China - Beijing
- ▶ Philippines - Makati City
- ▶ China - Guangzhou
- ▶ Singapore - Singapore
- ▶ Chengdu - Chengdu
- ▶ South Korea - Seoul
- ▶ Hong Kong - Kowloon
- ▶ Taiwan - Taipei City
- ▶ India - Gurgaon
- ▶ Thailand - Bangkok
- ▶ Indonesia - Jakarta
- ▶ Vietnam - Hanoi
- ▶ Japan - Tokyo
- ▶ Israel
- ▶ United Arab Emirates

Microsoft Partner

Silver Hosting
Gold Hosting
Silver Cloud Platform
Silver Cloud Productivity