

# Enterprise Agreement



## Renewing your Enterprise Agreement in alignment with your organizational priorities

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 renewing an Enterprise Agreement gives you the best value from your existing investments and the flexibility you need to respond to changing organizational priorities while continuing to streamline license management under one agreement with help from Microsoft.

### Best value

Get the best value from existing licenses bought under your previous Enterprise Agreement.

### Flexible

Respond to changing organizational priorities by getting the latest technologies from Microsoft.

### Manageable

Continue to streamline license management under one agreement with help with Microsoft.

### Best value

If you have already invested in Microsoft technologies, you get the best value by renewing your Enterprise Agreement because you only need to buy Software Assurance to get new product versions. If you buy outside of your Enterprise Agreement, you will have to rebuy the full license plus Software Assurance.

In addition, when you renew, you get a three-year price guarantee and can take advantage of savings ranging from 15% to 45% off Select Plus\* pricing, as well as pre-negotiated terms and conditions.

The renewal process also gives you the opportunity to ensure that your licensing position is well aligned with your business priorities and take advantage of new licensing programs like the Enterprise Cloud Suite (ECS).

### Flexible

The Enterprise Agreement empowers you to migrate to the latest product versions when they are ready while maintaining the same level of Software Assurance coverage. This gives you the flexibility you need to respond to changing organizational priorities.

In addition, access to training, planning services, and support through Software Assurance helps you quickly deploy, manage, and support your latest Microsoft investments.

The ability to access unique technologies and capabilities only available through Software Assurance—like MDOP, licensing mobility, Office Multi-Language Pack, and passive backup—helps you create a competitive advantage.

## Manageable

Another key benefit of renewing an Enterprise Agreement is that you can continue to leverage your Certified Partner or Microsoft account team to help you manage and get the most out of your Microsoft investments.

Furthermore, you can avoid swings in IT budgeting and spending through one three-year agreement for software and services.

Finally, with your new Enterprise Agreement, you can support BYOD and multi-device environments by licensing productivity technologies on a per user basis.

## How it works

Work with your Microsoft partner or account team to create a renewal plan that meets your current and future needs. Get additional savings and benefits by adding the following Enrollments:

- **Enterprise Enrollment:** Get the best value when you buy Microsoft productivity technologies like Office, Windows, and CAL Suites on a per user, per device, or hybrid basis. You also get simplified license management and true per user licensing when you add the Enterprise Cloud Suite (ECS). ECS offers the best value when you are buying Office 365, Enterprise Mobility Suite, and Windows Enterprise together.
- **Server and Cloud Enrollment (SCE):** Commit to one or more server and cloud technologies from Microsoft and get best pricing, cloud-optimized licensing options, and simplified licensing.

## Get the best out of your investment with Software Assurance

Software Assurance supports your ongoing success by helping you take full advantage of your investments in IT. Software Assurance is a comprehensive program that includes a unique set of technologies, services, and rights to help you deploy, manage, and use Microsoft products efficiently. It also keeps you up to date and ready to respond quickly to every new change, challenge, and opportunity.

- Unlock the full potential of your investments in Microsoft technologies.
- Get a broad range of benefits that help improve business agility.

## 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: [www.microsoft.com/licensing/licensing-options/enterprise.aspx](http://www.microsoft.com/licensing/licensing-options/enterprise.aspx)
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 create an Enterprise Agreement renewal plan customized for your organization.

\*Effective July 1, 2016, in markets where the MPSA is available, Microsoft will stop accepting new orders and Software Assurance renewals through existing commercial Select Plus agreements at your next agreement anniversary date. This retirement does not apply to government and academic Select Plus agreements. More information is at [www.microsoft.com/selectfaq](http://www.microsoft.com/selectfaq).

## Server and Cloud Enrollment



- 15% additional savings for new purchases
- 5% savings for existing Software Assurance

## Enterprise Enrollment



- 5% to 15% additional Platform Discount
- Additional savings with Enterprise Cloud Suite