

The Microsoft Enterprise Agreement

The Microsoft Enterprise Agreement (EA) provides you with the best overall pricing based on your organization's size, the benefits of Software Assurance, as well as simplified licensing management via your organization-wide volume licensing agreement.

Flexibility for cloud services

As more companies implement cloud services, the EA provides a seamless way to license both on-premises software and cloud services all in the same agreement. With a single agreement, you gain the flexibility to choose software and cloud services for different user types and deployment scenarios, optimize your technology spend to fit your IT and user needs, and streamline software asset management across all of your Microsoft purchases.

Volume pricing with flexible payment options

The Enterprise Agreement is appropriate for your organization if you have more than 250 PCs, devices and/or users and want to license software and cloud services for your organization for a minimum, three-year period. At the onset of your agreement, pricing is based on a tiered volume discount structure, meaning the greater the size of your organization, the less you'll pay for individual licenses. In addition, the cost of your EA may be spread across three annual payments, helping you predict future budget requirements. Finally, Microsoft Payment Solutions offers even greater payment flexibility by providing custom payment options that let you combine software, services and equipment in a single investment.

Enrollments for cost-effective licensing

With the Enterprise Agreement you can take advantage of various Enrollments. Enrollments are designed to help your organization license Microsoft solutions, delivered via on-premises licenses and/or cloud services. They can be a very cost-effective way to purchase software and solutions to address key organizational objectives such as standardizing on PC and device technologies, building secure and well managed datacenters or helping your IT staff build, manage and maintain up-to-date application platform structures.

Enterprise Enrollment

The Enterprise Enrollment enhances manageability and cost savings when equipping your entire organization with the latest versions of the Windows operating system, premium Office suite and/or Client Access License (CAL) Suites to connect users/devices to Microsoft Server products.

Moreover, the Enterprise Enrollment lets you choose whether to run PC and device software and/or cloud services across your organization, with the ability to license both on-premises software and online services such as Office 365 and Windows Intune. You also have the flexibility to maintain a mix of on-premises and online services to suit user needs, and can transition from on-premises licensing to equivalent Online Services as business priorities change. Such organization-wide implementations help you reduce device and user management and support costs, and provide additional pricing advantages above the EA's standard volume pricing levels.

Enrollment for Application Platform

The Enrollment for Application Platform (EAP) is a flexible and cost-effective option for updating and deploying Microsoft Application Platform products across your organizations. You can license any one or more of the following products under the EAP: SQL Server, BizTalk Server, SharePoint Server, and Visual Studio, and receive attractive upgrade provisions and product savings when you do so.

Enrollment for Core Infrastructure

Enrollment for Core Infrastructure (ECI) allows you acquire and manage Microsoft's core infrastructure products under a single agreement. Based on your virtualization needs, you choose whether to license the Core Infrastructure Suite (CIS) Datacenter or Standard Edition, or a mix of both. These core infrastructure suites offer a cost-efficient way to license the Windows Server operating system, and Microsoft System Center server management together with a single processor-based license.

Enterprise Agreement At-a-glance

Enrollment for Windows Azure

Enrollment for Windows Azure (EWA) lets you subscribe to and manage your Windows Azure services under a single agreement. You choose how you use Windows Azure services, which are sold under consumption-based, per-unit billing models. Volume pricing discounts are available and are based on your annual monetary commitment level.

Enterprise Subscription Program Options

For the Enterprise Enrollment, Enrollment for Core Infrastructure and Enrollment for Windows Azure, the EA provides a subscription program option. This option offers a lower initial cost based on a three-year subscription, and the ability to increase or decrease subscription counts on an annual basis. This ability to grow or downsize subscription counts can be attractive, especially if you expect significant fluctuations in workforce size and IT requirements. However, unlike a standard Enterprise Agreement Enrollment where you retain perpetual use rights for the licenses you purchase, with these subscription programs you gain access to Microsoft software only for as long as you maintain your subscription.

Order Annually via True-up

Over the life of your EA, you can equip additional hardware, devices, or users with software and online services you've already licensed, and then account for these changes through an annual reconciliation process known as True-Up. Because you need to place only one order per year, your EA can also streamline the procurement process and reduce the time spent managing your Microsoft licenses.

Software Assurance and optional Strategy and Support Services

All Enterprise Agreements include Software Assurance for on-premises software to help you optimize your IT spending with greater choice for how you deploy and use your Microsoft purchases. You can capitalize on lower-cost virtual desktop infrastructure (VDI) and cloud-based computing models, while giving workers more secure access to applications and data from devices they or the company owns. Essential benefits that offer the latest technologies, compelling use rights, supporting services and management tools are inclusive with SA, which means you can use them to deliver the right Microsoft solution, when needed, to help advance business priorities as IT landscapes change. Finally, to your Enterprise Agreement you may add a variety of Microsoft Enterprise Strategy and Premier Support offerings to provide the optimum level of strategic, pro-active and reactive support for your Microsoft software environment.

Learn more

Contact your preferred Microsoft Authorized Enterprise Software Advisor (ESA) or Microsoft Authorized Large Account Reseller (LAR).

- ▶ In the United States, call (800) 426-9400, or find an authorized reseller.
- ▶ In Canada, call the Microsoft Resource Centre at (877) 568-2495.

Worldwide

For information about Volume Licensing offerings available in your area, find the [Microsoft Volume Licensing website for your country/region](#).

Academic, Government and Charitable Organizations

If you are affiliated with an academic, government or charitable organization there are additional Volume Licensing programs available to you, which may include additional partner and pricing advantages. Visit the [Microsoft Volume Licensing website](#) for more information.

More Resources

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