

From: Samantha Mudd  
To: Craig Gilchrist  
Date: 6/18/98 10:46AM  
Subject: Re: Help - Microsoft Global Enterprise Program..?



CONFIDENTIAL

Craig

Spoke to ISC about this today and it is something that corporates can buy into by committing to all MS technologies such as Exchange, NT server, NT workstation etc..but obviously they can run these alongside other vendor technologies.

It is still sold via the channel LAR's but MS get much more involved in the negotiation of the deal. Normal discount structures apply.

They pay in three annual lump sums, no reporting or audits. They have to count all workstations and if this increases at end of each year, they are just counted for next years financial installment.

Advantages are the customers / channel have minimal admin..one PO one invoice each year. The customer feels secure in knowledge he has paid it all up and is legal to run his business on the MS licences. MS get much closer to these accounts as the LAR'S's must pass on these Global enterprise leads to a MS representative.

Hope this helps  
PS ISC Ltd have to date not passed on one such lead yet!  
>>> Craig Gilchrist 06/16/98 07:01pm >>>  
Hi all

I heard today of a new program being offered by Microsoft to key customers called the "Global Enterprise Program". ("Global Enterprise Program" is a translation so it may be something slightly different in the UK.) I understand that the program is "MLA-like" (a sincere form of flattery?) and is being offered only to existing "top-tier" Select accounts. Obviously, any moves made by Microsoft to broaden their licensing offerings is of great interest to us and I would appreciate your help in gathering any information possible about this new program. If you hear anything or are able to "pick up" anything in written format on your travels, please let me know in order that we can fully investigate and then counter as appropriate.

Many thanks for your support.

Regards,

Craig

CC: Murray Treece, Roy Fox, Sam Lawrence, Sandra Woodley