

## Microsoft Sales Specialist Program



### *Licensing Overview*

- **Section 1.6 - Back Office 4.0 Server Licensing**
  - **Two ways to reduce Back Office Licensing cost & complexity**  
BackOffice Server 4.0 includes two different but complementary licenses: single server and client access license. With a single license, you have the right to use all seven BackOffice Server 4.0 server components, and you can deploy them at your own pace. You can use the BackOffice Server 4.0 Server License either with the BackOffice Client Access License, with individual BackOffice Family component client access licenses, or both. The BackOffice Server 4.0 Server License often provides the best value when you plan to use three or more BackOffice Family server components on a single server. Example: For slightly more than the price of Windows NT Server plus Microsoft SQL Server, customers can license the entire Microsoft BackOffice suite.
  - **Other licensing options**  
BackOffice Server 4.0 is also available through programs such as Microsoft Open Licensing and Microsoft Select. When you combine BackOffice Server with Microsoft Upgrade Advantage, you have the right to use the latest version of every BackOffice Server suite component for two years.
- **Section 3.all - Licensing Programs**
  - **Open** - The Open License offers tiered pricing, based on your initial order quantity. Open License products are divided into three product pools: Application, System, and Server. The Open License price level is based on the total number of units within the pool in your initial order, and will apply for any reorders you place through the Open License throughout the two-year agreement.

For instance, if you initially order 200 units from the Application Pool, any reorders you place for Applications over the next two years of your license agreement will receive level B pricing, even if these reorders contain fewer than 200 units. You are not required to place any additional orders, but reorders must be for a minimum of 10 units from the same product pool as your initial order.

Open License pricing is based on the "unit value" of the licenses you order, not the number of licenses.

| Application Pool               |       | System Pool                        |       | Server Pool                                  |       |
|--------------------------------|-------|------------------------------------|-------|--|-------|
| Product                        | Units | Product                            | Units | Product                                      | Units |
| Microsoft® Access              | 1     | Microsoft MS-DOS® Upgrade          | 1     | Microsoft® SNA Server™ for Windows NT Server | 15    |
| Microsoft® Excel               | 1     | Microsoft® Windows® 95 Upgrade     | 2     | Microsoft® SQL Server Client Access License  | 1     |
| Microsoft® Office Standard     | 2     | Microsoft® Plus! for Windows® 95   | 1     | Microsoft® Systems Management Server         | 15    |
| Microsoft® Office Professional | 2     | Microsoft® Windows NT® Workstation | 2     | Microsoft® Windows NT® Server                | 15    |

**MS-PCA 2016538  
HIGHLY CONFIDENTIAL**

Microsoft® Project 1  
 Microsoft® Word 1  
 Microsoft® Works 1

Microsoft® Windows NT®  
 Client Access License

**Open License Discount Levels**

*Minimum Points per Pool and Discount Level*

20 - A: 18% Approximate Discount off Estimated Retail Price  
 200 - B: 22% Approximate Discount off Estimated Retail Price  
 1,000 - C: 28% Approximate Discount off Estimated Retail Price

- **Select** - Microsoft Select agreement allows you to forecast the number of units you expect to acquire over the two-year term of your agreement. This forecast is used to determine which of the four price levels you qualify for. As with the Open License program, each pool pricing level is determined separately on a per-product-pool basis.

| <b>Price Level</b> | <b>Microsoft Select License<br/>(Minimum 2-year forecast in units per product pool)</b> |
|--------------------|---|
| <b>A</b>           | 2,000   |
| <b>B</b>           | 8,000   |
| <b>C</b>           | 20,000  |
| <b>D</b>           | 50,000  |

Your price level is specific to the product pool. For example, suppose you're planning to acquire 5,000 Licenses for Microsoft Office and 2,250 Licenses for Microsoft Windows NT® Workstation. You would make two forecasts: one for the Application pool and one for the System pool.

Example:

| <b>Product</b>                    | <b>Product Pool</b> | <b>Unit Value</b> | <b>License Forecast</b> | <b>Total Units</b> | <b>Price Level</b> |
|-----------------------------------|---------------------|-------------------|-------------------------|--------------------|--------------------|
| Microsoft Office Professional     | Application         | 2                 | 5,000                   | 10,000             | B                  |
| Microsoft Windows NT® Workstation | System              | 2                 | 2,250                   | 4,500              | A                  |

The price level assigned to the product pool will apply to all licenses acquired under the Select program by your entire organization for that product pool. However, when your forecast is analyzed based on your actual consumption rate, or the rate at which you are actually ordering licenses, the price level(s) attributed to your Select agreement may be raised to reflect actual consumption (the number of licenses you actually ordered). It is imperative, therefore, that the initial forecast be your best estimate of projected consumption.

- **Upgrade Advantage**

The Open License and Select programs have a variety of license types available, whether you want to obtain new product licenses, upgrade your existing licenses, or enhance your existing license usage rights. The both Open License & Select Upgrade Advantage goes beyond version upgrades, allowing you to not only upgrade to the current version of a product, but if Microsoft releases any upgrades, major or minor, to the product you have enrolled in Upgrade Advantage during the term of your agreement, you are entitled to that current version. Upgrade Advantage is a great solution to help you protect your investment in information technology, and is only available through Microsoft's volume licensing programs.

- **How to quickly determine which program is best**

Select is designed for customers with more than 1,000 desktops or a forecast of 2,000+ points. Also, for those who tend to have decentralized purchasing and decision making. The Microsoft Open License was developed for those organizations with 10 to 1,000 desktops and more centralized purchasing.

- **Introducing eMOLP**

Microsoft is previewing the new *electronic Microsoft Open License Program (eMOLP)*. eMOLP is a Microsoft proprietary web-based solution that captures and displays the "official" license status of all Open license customers. On February 1, 1998, Microsoft Open License certificates will no longer be printed. Printed certificates will be replaced by a secured on-line license web site. The eMOLP site will provide customers with an online view of their "Official" Open License status, licensee data, purchase and return details, Open License Agreements and other Open License information.

eMOLP offers the following benefits for your customers:

- Shorter turnaround time, allowing more immediate legal proof of software ownership for customers and earlier invoicing for you.
- Reduced administrative costs compared to physically handling Open License certificates.

- **Licensing Resources**

- **Back Office Licensing Wizard:**

[http://206.63.60.160/msadvise.asp?logic=goto+01\\_0000.htm+](http://206.63.60.160/msadvise.asp?logic=goto+01_0000.htm+;)

- **Back Office Upgrade Matrix:**

<http://www.microsoft.com/backofficeserver/guide/upgrade.asp?A=2&B=5>

- **Microsoft Direct Access Licensing Center:**

<http://www.microsoft.com/partnering/directaccess/licensing/default.htm>

- **Back Office Licensing FAQ's:**

<http://microsoft.com/backofficeserver/guide/licensingqa.asp?A=2&B=5>

- **eMOLP customer site & info:**

<http://www.microsoft.com/partnering/directaccess/licensing/emolp/index.html>