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What are Microsoft Enterprise Agreements?

- Microsoft Enterprise Agreements
- Features and customer Benefits

The enterprise agreement is a simple licensing solution for customers who have made the technology decision to use Microsoft's platform of products. Microsoft Select customers, who have more than 500 desktops and are able to commit to a specific number of desktop licenses for a three-year period, can enroll in a Microsoft Enterprise Agreement.

What an Enterprise Agreement offers

An Enterprise Agreement offers simple administration, business value, and an enterprise-level relationship, including:


- Rights to the most current versions of the Microsoft enterprise platform of products, including Microsoft® Office Standard Edition or Office Professional Edition, the Windows® 98 or Windows NT® Workstation operating system, and a Client Access License (CAL) for Microsoft BackOffice®. (Your users have a choice of Windows 98 or Windows NT Workstation and Microsoft Office Standard or Office Professional.)
- A fixed, predetermined annual price per desktop or employee. Plus, additional PCs can be added at a predetermined price. (Note - final pricing is available through your designated Large Account Reseller.)
- Equal annual payments for a three-year term, with an option for a one-year extension.
- A comprehensive enterprise solution that includes licenses and services and support, where available.

Based on Microsoft Select
 A Microsoft Enterprise Agreement provides the volume pricing benefits of Microsoft Select along with an even simpler licensing arrangement based on a three-year commitment. The price is based on your count of current and new computer users in your enterprise and is divided into three equal annual payments. During the term of an Enterprise Agreement, you are


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term of an Enterprise Agreement, you are permitted to run the Enterprise platform of products on all of your desktops, including those you add after you sign the agreement, subject to the requirement that you true-up annually. The annual "True-up" feature allows you to license additional desktops on the anniversary date of your agreement, at the predetermined price per desktop.

Simplifies Administration and Maintenance
 An Enterprise Agreement helps you ensure that you are in compliance and that all desktop users have immediate access at all times to the same, most current versions of Microsoft Windows or Windows NT Workstation, Office Standard or Office Professional, and BackOffice CAL. This offers the flexibility to use either version of Office and either 32-bit operating system without requiring special tracking for each, which can significantly reduce license administration and maintenance costs.

For more information on how Enterprise Agreements can help you manage the total cost of software ownership, see the Enterprise Agreements  white paper (163K). ⁴

Features and Customer Benefits

 Scan the table below to see how features of the Enterprise Agreement program benefit enterprise organizations.

Covers platform products: Office/Office Pro, Windows 98/Windows NT Workstation, and BackOffice CAL's	Entire organization has access to the most recent versions of the Microsoft Platform products which: <ul style="list-style-type: none"> • Helps reduce overall costs by 10-15% by standardizing on these products across the enterprise. • Improves information sharing and communication across the organization. • Provides a consistent platform to build and deploy custom applications. Microsoft products continue to improve and lower your total cost of ownership.
Immediate rights to the most current versions of all components	<ul style="list-style-type: none"> • Simplifies license tracking - there is no need to track license usage or software versions during the agreement term which reduces overhead associated with ongoing license tracking and administration. • Customers have the flexibility to use either Office or Office Pro and Windows 95 or Windows NT Workstation. • Customers provide best estimate of desktops/employees so defining the enterprise is easy • Substantially reduces license

	<p>compliance risk and potential costs associated with internal software audits.</p>
<p>Fixed, annual price per desktop</p>	<ul style="list-style-type: none"> • Customer pays once annually for comprehensive coverage • Simplifies long-term budgeting for 3-4 years through: <ul style="list-style-type: none"> • Fixed price for the initial commitment • Annual "True-up" that provides predictable per-desktop price for growth • Significantly reduces, or eliminates, administrative requirements for processing ongoing transactions which reduces costs associated with generating purchase orders per license order. • Allows the customer to focus on software deployment and use of technology rather than license administration • Microsoft shares risk: <ul style="list-style-type: none"> • Customer is protected from price increases throughout the agreement term • Customer's enterprise count is based on their best estimate of existing and new desktops.
<p>3 year term with 1 year extension option</p>	<ul style="list-style-type: none"> • Facilitates longer term relationship with Microsoft allowing the customer to better plan and implement their technology needs without managing new contracts every two years. • One year extension option allows a customer the flexibility to maintain their commitment or discuss new options • Dramatically reduces the need and costs for ongoing internal purchase justification
<p>Pricing based on volume and previous commitment</p>	<ul style="list-style-type: none"> • Customer's price leverages their previous Microsoft investment in products and Maintenance/Upgrade Advantage • Based on the simplicity of Select providing discount based on volume • Achieve volume discounts for all Microsoft products across all product pools

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