



# NEW LICENSING PROGRAMS. FLEXIBLE SOFTWARE OPTIONS.

On July 1, 2016, Microsoft is introducing changes to its software licensing programs that affect all enterprise agreements with fewer than 500 seats. The new options are designed to be simpler and more flexible, so they can fit your organization's evolving needs. We're here to help you plan, evaluate and deploy the best possible solution from the updates below.

## Enterprise Agreement (EA) 500+ Users or Devices

Offers those with 500 seats or more the best price based on volume licensing.

- On July 1, 2016, EA customers who do not meet the current 500-seat minimum requirement may extend their existing EA for one 36-month period
- Get a rate lock-in at signing for all products and services with a minimum commitment of three years
- You'll always have the latest software, automatically updated with Software Assurance
- Use one agreement for the entire organization, including cloud

## Microsoft Products and Services Agreement (MPSA) 250+ Users or Devices

The right fit for on-premises and cloud software, multiple partners and online service needs.

- Software needs are streamlined into one simplified agreement without an expiration date
- Customer-defined purchasing structure, centralized or decentralized as needed, but always combining purchases to optimize price
- Plan your budget with flexible cloud subscription durations of 1, 2 or 3 years or short-term durations (1-11 months) for seasonal workers
- Use as needed with no minimum requirements for buying all the cloud services and software you need

## Open Licensing 5-250 Users or Devices

With a customizable platform and price advantages for volume purchasing, Microsoft Open programs make it easy for customers with fewer than 250 users or devices to acquire the latest Microsoft technology.

- Designed to fit corporate, academic, charitable or government organizations that prefer to pay as they go
- Take advantage of a minimum initial purchase of five software licenses for an Open License agreement
- Get additional licensed products through Open License in any quantity at any time during the two-year agreement

## WE CAN HELP



CDW's experts are here to support and guide you through the process of selecting the license program that best fits your organization. Our experienced professionals will also apply their deep expertise in Microsoft licenses to help you get the right solution and the greatest value.

### Software License Specialists

We're available to make the full benefits of your existing and future agreements clear. Our specialists will also help you understand, document and execute strategies for fulfilling your future entitlements.

### Partner and Technical Specialists

We'll share firsthand knowledge on leading software products and maintain close relationships with vendors to provide you and, ultimately, your users with the latest information on and support for their ever-evolving software applications.

### Software Manufacturer Representatives

We work alongside license specialists to ensure your future solution meets your organization's needs and goals. We also provide in-depth technical knowledge on specific software products. Our manufacturer training and certifications give us the proficiency to recommend the right approach for your organization.

### License Account Executives

Request an onsite meeting and technology briefing. We'll evaluate your environment, put plans together for software needs and provide a cost analysis. We can help you evaluate your current software usage for solutions that help you increase your ROI.

To learn more, call your CDW account manager at 800.800.4239.

