



TABLE OF CONTENTS:

Get Ready for Select Plus Customer Launch - October 1, 2008

Software Assurance Benefits Updates

Get Genuine Windows Agreement (GGWA) November 2008 Update

SPLA 2008 Program Changes

Application Server License Mobility - New Volume License Rights

System Center Virtual Machine Manager 2008 - November 2008 Launch

Microsoft Windows XP Notifications

Microsoft® Windows HPC Server® 2008 Licensing



Get Ready for Select Plus Customer Launch - October 1, 2008

- **Geography** : Worldwide

Summary

Select Plus will launch worldwide customers in October 2008.

Microsoft is developing a new licensing platform that allows us to provide more flexibility and manageability to our Volume Licensing customers, while giving us the business agility we need to react quickly to changes in the marketplace and onboard new offerings to enable revenue growth. In October, 2008, we will launch Select Plus, the first program to roll out on this new worldwide platform.

Select Plus is designed to support large organisations with multiple affiliates and brings a new set of features and benefits to existing Select customers that were not available before.

Select Plus offers customers:

- ❖ Fewer contracts to manage with a single, company-wide volume purchasing agreement that never expires.
- ❖ Automatic tiered discounting based on company-wide volume, including participating affiliates, with no need for forecasting.
- ❖ 36 months of Software Assurance benefits on every purchase.
- ❖ Ability to purchase software licenses and services when needed through a continuous purchasing relationship.
- ❖ Easier software asset management, whether they're procured centrally or through an affiliate across the globe.

Customers said that these new features will generate improvement in the way they manage their software assets, increase flexibility to purchase whenever they need new software, and the value they get from their investment in Software Assurance.



Software Assurance Benefits Updates

- **Geography** : Worldwide

Summary

As part of Microsoft's efforts to extend and evolve the value Microsoft Software Assurance for Volume Licensing brings to customers, we are pleased to announce updates to Software Assurance benefits and eligibility. These updates offer better management of Training Vouchers for partners, extended benefits eligibility and enhanced features for customers.

Improved management of the Training Vouchers using the Voucher Validation and Redemption tool:

We have implemented a number of changes that improve the tracking and management of Training Vouchers for Microsoft Certified Partners for Learning Solutions (CPLS). Several of these changes are based on feedback received from the Microsoft field and partners. Changes, effective September 2008, include:

- ❖ Microsoft CPLS may use the Voucher Validation and Redemption System (VVR) to request approval to use Training Vouchers for the delivery of custom courses. When approved, Microsoft will notify the partner and the voucher will automatically move to reserved status.
- ❖ Microsoft CPLS will be able to retroactively reserve a voucher by up to five days from the course start date. This will help those partners who receive notice from a customer that they would like to use a Training Voucher for their course after the class has started.
- ❖ Microsoft CPLS will be able to enter a Microsoft Official Curriculum (MOC) invoice number when redeeming a voucher.
- ❖ Microsoft CPLS will be required to enter a unique email address for each attendee per course for the same dates when redeeming the associated voucher.
- ❖ Microsoft CPLS will only be able to redeem a voucher upon the course end date.
- ❖ The Voucher Validation and Redemption system will now accept Office 2007 file type from Packaged Services partners redeeming a voucher.

Extended benefits eligibility

As of October 1, 2008, customers with Select Plus/Select Plus SAM agreements and Software Assurance coverage will be able to access a broad range of SA benefits to help with the planning, deployment and management of their software. Customers will receive 36 months of Software Assurance coverage for their licenses purchased, without proration or regard to purchase timing.

Select Plus customers will be entitled to the same benefits as Select customers. Select Plus SAM customers will be entitled to the same benefits as Select with SAM.

Enhanced benefits features

The following changes help improve the customer experience by providing extended Training Vouchers entitlement, the opportunity to provide feedback on courses taken using Training Vouchers, and new access methods for software.

- ❖ Open Value and Open Value Company-Wide customers with 250+ licenses will receive the same Training Vouchers entitlement as Enterprise Agreement customers with 250 licenses.
- ❖ Customers who meet the eligibility requirements for Windows Vista Enterprise and Windows Vista Ultimate will receive the software in DVD format. The CD option will no longer be available.
- ❖ SA customers eligible for the Volume Licensing Kit (VL Kit) already receive the Office Multi Language Pack as part of that distribution. Beginning in October 2008, customers with SA in the Application Pool will be able to download or order physical media for the Office Multi Language Pack via the SA Benefit Administration page in MVLS. Physical media will be available in DVD format only.

Get Genuine Windows Agreement (GGWA) November 2008 Update

- **Geography** : Worldwide

Summary

Windows Vista Business will be released under Get Genuine Windows Agreement (GGWA), Get Genuine Solution (GGS) and Get Genuine Kit (GGK) on November 1st. New Windows Vista Business Legalization SKUs are also being created and will be available from November 1st (more details to follow in the October issue). Simultaneously, we will eliminate the pre-signed agreement from GGWA for Small and Medium Organization (GGWA-SMO) in Non US\$ priced countries. Verbiage is also being added to the GGWA-SMO (both US\$ and Non-US\$ countries) to define government customer eligibility. Eligible government entities will be permitted to acquire the legalization solution via GGWA-SMO. The price of the products will be made available on explorer.ms.

The Microsoft Get Genuine Windows Agreement (GGWA) offerings (GGWA for Small and Medium Organizations, and GGWA for Large Organizations) currently provide a Microsoft Windows XP Professional operating system legalization solution for Volume License commercial customers who want to legalize their PCs.

Value to LARs

- Make it easier for customers to legalize unlicensed software
- Engage partners in a revenue stream that sets them up to build business on a genuine, licensed platform
- Partners can also up-sell Software Assurance to customers as a way to strengthen their relationships with customers.
- Offer legalization via a simplified transaction
- Facilitate legalization using a licensing vehicle that is familiar to resellers and customers

Product Licensing and Licensing Programs

SPLA 2008 Program Changes

- **Geography** : Worldwide

Summary

The Services Provider License Agreement (SPLA) 2008 Program Refresh includes key program updates that will provide:

1. **Simplified partner agreement signing process with the addition of MBSA**

SPLA partners must now link their SPLA to a Microsoft Business and Services Agreement (MBSA/MBA). The MBSA/MBA is a perpetual agreement between the customer and Microsoft that contains high-level terms and conditions that are applicable to all agreements signed under it.

This change will further streamline the SPLA program signature process, will shorten and simplify the SPLA Agreement, and will make it easier for the SPLA partner to purchase Premier and Professional Support from Microsoft.

- ❖ SPLA partners with an existing MBSA/MBA via another Microsoft Volume Licensing program (commercial Enterprise Agreement, Enterprise Subscription Agreement, Select Plus or Select) should work with their Account Manager and/or reseller to link the MBSA/MBA to their SPLA agreement. You will simply need to provide your MBSA/MBA number the next time you sign a SPLA agreement.
- ❖ SPLA partners without an existing MBSA/MBA will be required to sign one the next time you sign a SPLA agreement. The MBSA will automatically be included in your next SPLA packet.



Microsoft Product News September 2008

Not sure if you have an existing MBSA/MBA?

Contact your Account Manager or SPLA Reseller

Benefits:

- ❖ MBSA/MBA offers evergreen terms and conditions -3-year negotiation no longer necessary. Once an MBSA is in place SPLA partners will only need to sign a shorter and simplified SPLA agreement every 3 years
- ❖ Partners can leverage an existing MBSA/MBA – simple process to link to SPLA
- ❖ It will be easier to acquire the required support from Microsoft as the MBSA/MBA includes the ability to purchase Premier and Professional support.
- ❖ The MBSA can be leveraged for additional purchasing opportunities with Microsoft

2. Product downloads through the Volume Licensing Service Center

Partners will now have the ability to download products via the Microsoft Volume Licensing Service Center (VLSC) as an alternative to purchasing media from the pricelist. **Note:** all SPLA partners will still need to contact the product Activation Call Center to obtain their VL keys and will need to continue to use explore.ms for all agreement details and reporting.

Benefits:

- ❖ No-cost option for media
- ❖ No longer have to wait for media to be delivered - download option also makes products available at time of launch

SPLA Partner Guidance for Using VLSC

- ❖ SPLA partners will receive a welcome letter which will provide instructions on how to set up an account and access MVLS.
- ❖ SPLA partners will not have access to agreement details, the License Statement or product keys available in VLSC
- ❖ VLSC will not calculate licenses for the SPLA partner.
- ❖ Report queries are not recommended at this time due to potential data inaccuracies for SPLA partners

3. Three-year commitment offering (Coming in early 2009)

SPLA partners will soon have the opportunity to commit to a level of usage on specific licensed products for the 3-year duration of their contract in exchange for a reduction in licensing fees.

- ❖ This 3-year commitment offer will be available in early 2009
- ❖ More information will be presented prior to the availability of this offer

Benefits:

- ❖ Response to partner requests for reduced costs for long-term usage commitment with Microsoft
- ❖ Discount from regular pricing
- ❖ Annual billing, up-front
- ❖ Great option for SPLA partners with stable infrastructures, long-term commitments with customers and/or have the ability to pay up front each year

Reminder: 90-day Grace Period for Previous Version SPLA Agreement.

A new version of the SPLA agreement will be released on October 1, 2008. The current SPLA agreement (version 2.3) will no longer be accepted after January 1, 2009.



Application Server License Mobility - New Volume License Rights

- **Geography** : Worldwide

Summary

An important new Microsoft Volume License brief, "Application Server License Mobility", was posted as of August 19, 2008 at <http://www.microsoft.com/licensing/resources/volbrief.mspx>.

This brief describes new Microsoft Volume Licensing rights that enable certain server application licenses to move more freely across servers in a server farm by waiving the 90-day license reassignment rule. These new rights are effective as of September 1, 2008.

System Center Virtual Machine Manager 2008 - November 2008 Launch

- **Geography** : Worldwide

Summary

System Center Virtual Machine Manager 2008 (VMM 2008), a robust management solution for the virtualized data center, is slated to be available on the November 2008 Volume License price lists. VMM 2008 licensing rules are described in the Management Servers section of the October 2008 Microsoft Licensing Product Use Rights (PUR).

In addition to being available on a standalone basis, VMM 2008 will also be available as a component of the System Center Server Management Suite Enterprise (SMSE). The SMSE is designed for customers who need a comprehensive solution for server application and platform management across physical and virtual server environments. It includes Enterprise Server Management Licenses for System Center Operations Manager, System Center Configuration Manager, System Center Data Protection Manager, and System Center Virtual Machine Manager.

Microsoft Windows XP Notifications

- **Geography** : Worldwide

Microsoft began distribution of an important update to the Windows Genuine Advantage notification experience in the Microsoft Windows® XP Professional operating system in late August. Users of non-genuine copies of Windows XP Professional will see a variety of notifications designed to differentiate their experience when they login such as an "interrupt notification" during login and periodic notifications from the system tray. There are no changes to how customer's programs will run on their PCs, only the desktop background and color will be affected.

Microsoft® Windows HPC Server® 2008 Licensing

- **Geography** : Worldwide

Summary

Windows HPC Server 2008 will be available on the November 1, 2008 price lists. The licensing of Windows HPC Server 2008 remains consistent with Windows Compute Cluster Server 2003, with a few enhancements.