Microsoft Open Value Program

A Solution for Small and Midsize Organizations

Microsoft® Open Value is for eligible small to midsize commercial and government organizations[1] with five or more desktop PCs a flexible and affordable way to use and manage Microsoft licensed products under a single agreement. Open Value provides flexibility to acquire and add product licenses as needed. Additional cost savings are available when standardizing desktop PCs on licensed Microsoft products across your organization.

Microsoft Software Assurance for Volume Licensing is also included with Open Value so you have access to a broad range of value-added benefits to help you manage costs, get the most out of new technologies, and improve employee and organizational productivity.

Better Management of Your Software Costs

Open Value helps you to plan and manage your licensed product budget with even more certainty.

- The Software Assurance Spread Payments benefit enables you to spread payments in order to reduce up-front costs and to help forecast annual budget requirements with predictable annual payments.

- Software Assurance also includes access to new product versions, which means you have rights to new software version releases to help you lower the costs associated with software acquisition while simplifying procurement and forecasting. The Organization-Wide option helps provide additional savings.

- Open Value Subscription offers significant discounts when standardizing across the organization.

- In most countries, an additional price level is available for organizations with the Open Value Organization-Wide option that order licenses for at least 250 qualified desktop PCs through their initial purchase order.

Simplified License Management

Open Value helps make it easier and less time-consuming to track your licenses. You can be confident that you are not over-or under-licensed.

- One agreement for all Microsoft licensed product in your organization, including qualified affiliates in other regions.

- Upgrade any time—no need to track versions or open new agreements. The Microsoft Volume Licensing Service Center (VLSC) helps make it easy for you to download licensed products and quickly track and manage your licenses online.

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[1] Microsoft Open Value for Government is not available in all regions. Please check with your reseller regarding availability in your country.

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Ability to Take Control of Your Investment

Immediate access to upgrades and new versions means you can keep your IT infrastructure current, helping to make it more secure and easier to support.

- The single platform option offers the flexibility to choose components from the Windows operating system, Microsoft Office, and Client Access Licenses (CAL) product pools, to ensure you have the technology you need to meet your business requirements.
- With the Software Assurance new product version benefit, new versions of licensed products are available to deploy at your convenience.
- Plus, Software Assurance offers benefits such as Planning Services, IT Training, and 24x7 Problem Resolution Support so you can take advantage of consulting services, training, and support to help with the deployment of new software.
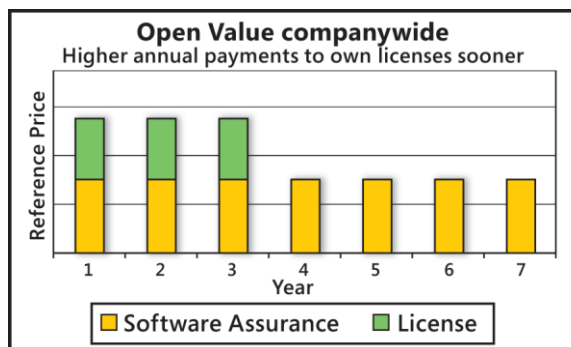- Upgrade licensed product across your organization while staying within budget.

Open Value Licensing Options At-A-Glance

The Open Value program offers three options to choose from: Organization-Wide, Non-Organization-Wide, and Subscription.

Organization-Wide Option

Open Value Organization-Wide option offers predictable annual payments, low long-term costs, and a simple way to manage licenses. Features include:

- Additional savings on Organization-Wide licenses.
- Desktop PC count at the beginning of your agreement determines your annual cost.
- An additional price level for organizations that order licenses for at least 250 qualified desktop PCs through their initial purchase order.
- Add software products at any time and pay for it in the month of installation. Spread out the costs over the remaining years of your agreement.
- Original equipment manufacturer (OEM) licenses can be transitioned onto your Open Value agreement by purchasing Software Assurance.

At the end of the three-year agreement, you have two options: **1)** Renew for another three years, paying only for Software Assurance, with continued rights to the latest licensed product versions and other benefits. **2)** End your agreement and own the licenses for the most current product versions.

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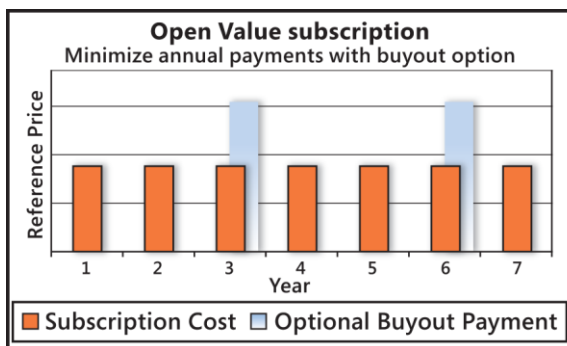
Non Organization-Wide Option

Open Value Non–Organization-Wide option is available for any licensed product purchases. If you need licenses for servers, or for just some of your desktop PCs, you can open a Non Organization-Wide agreement. You cannot track all of your licenses under one agreement; however, you can open an Organization-Wide or Subscription agreement, and then add Non Organization-Wide licenses to that agreement.

Subscription Option

Open Value Subscription can help provide the lowest up-front costs of the Open Value options, annual payments, and the ability to track all licenses on a single agreement. Features include:

- Through the Up-to-Date credit offer, you can receive additional savings off the first-year reference price on platform software; including the Windows operating system upgrade, the Microsoft Office system, and CALs, for current versions of platform product software that you are transferring from a perpetual license to subscription.

- Your total licensing costs can decline in years when your desktop PC count declines.

- Add the Organization-Wide licensed products you have selected on new desktop PCs during the year with no additional cost that year.

- The annual payment made is based on your desktop PC count for that year.

Open Value subscription
Minimize annual payments with buyout option

At the end of your three-year agreement, you can renew for another three years or make a final buyout payment and own the licenses for the latest product version.

Standardize your desktop PCs and save money by adding the platform option

With both Open Value Subscription and Open Value Organization-Wide options, choose to standardize desktop PC licensed products across your organization on all three components on the platform and receive additional savings. The single platform model allows you to choose components from the Windows Desktop Operating System upgrade, Microsoft Office, and Client Access Licenses (CALs).

The custom platform option allows customers with the Organization-Wide option to continue Software Assurance coverage on multiple product versions rather than only on the latest version. The custom platform option also allows you to purchase additional Client Access Licenses (CALs) to cover Mobile Clients.

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See How Option Benefits Stack Up

Compare the benefits of the Open Value, Open Value Subscription option, and Open License programs.

	Open License	Open Value	Open Value Subscription
Agreement Term	• Two-year agreement term, with perpetual licenses. • May open new agreement at any time.	• Three-year agreement term. • After the initial term, the customer owns perpetual licenses and has the option to extend Software Assurance coverage.	• Three-year agreement, non-perpetual agreement term. • One-year option for government customers. • Customer may "buy out" perpetual licenses when agreement. • May make incremental license purchase at any time during the agreement term.
Initial Purchase	• Five licenses or one server processor license. • Licenses may be added at any time. • A 500-point minimum within a specific product pool (applications, systems, and servers) needed on an initial order to be eligible for an additional volume discount; each license carries a point value.	• Five licenses with Software Assurance. • Organization-Wide option: All desktop PCs must be standardized on at least one platform product.	• Five licenses with Software Assurance. • All desktop PCs must be standardized on at least one platform product. • License counts may be added or subtracted annually as needed. • Any number of additional products may be included with the desktop PC license order.
Single Agreement for Multiple Entities	Yes[1]	Yes[1]	Yes[1]
Install Before You Order	No	Yes	Yes[4]
Payment	• Customers pay for licensed products as they need them. Payment due up front when order is placed. • Open License is ordered through authorized distributors.	• Payment due either in three annual payments, or up front at the time of order. • Open Value is ordered through authorized distributors.	• Subscription payments are due in three annual payments. Does not apply to the one-year government option. • Open Value is ordered through authorized distributors.

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	Open License	Open Value	Open Value Subscription
Spread Payments	No	Yes [3] Optional	Yes
Price Protection	No	Yes[2]	Yes[2]
Software Assurance	Optional	Included	Included
Web-based License Management	Yes through VLSC website https://licensing.microsoft.com/licensing/servicecenter	Yes through VLSC website https://licensing.microsoft.com/licensing/servicecenter	Yes through VLSC website https://licensing.microsoft.com/licensing/servicecenter
Media Included	No. Default media delivery method is the online download via VLSC at no extra charge. Physical Media can be ordered separately for a small fee.	Yes. Also for new versions. Default media delivery method is the online download via VLSC at no extra charge. Physical Media can be requested at no extra charge.	Yes. Also for new versions. Default media delivery method is the online download via VLSC at no extra charge. Physical Media can be requested at no extra charge.
Reordering	Yes. Until two years after the initial agreement.	Yes. Until three years after the initial agreement	Yes. Until three years after the initial agreement. Does not apply to one-year government option.

[1] Limited to affiliates within the same defined region. For more details, refer to http://www.microsoft.com/licensing/licensing-options/open-regional.aspx
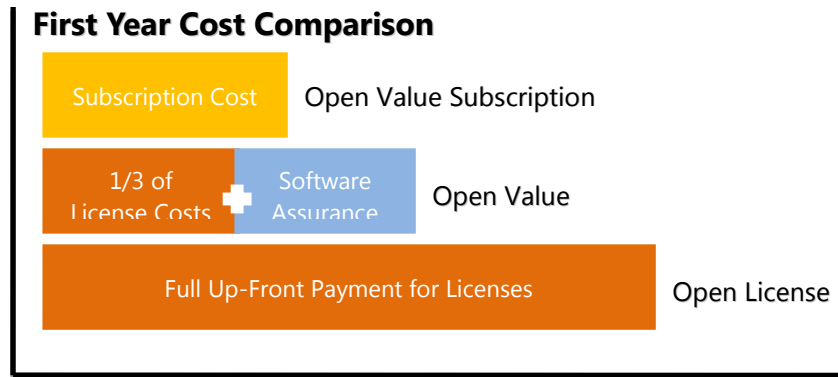
[2] Price Protection is provided for subsequent payments. Open Value Organization-Wide also provides price protection for subsequent orders for Organization-Wide products. Price protection applies to list prices and not promotional prices. Open Value Subscription provides price protection for all previously ordered products.

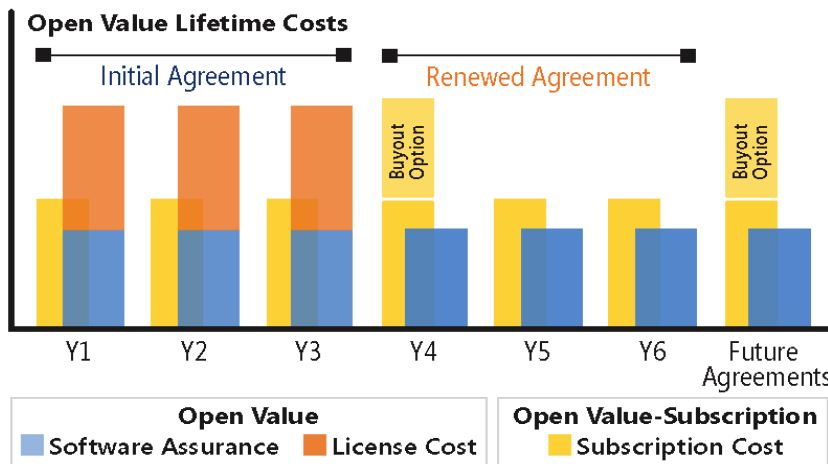[3] Open Value Subscription only offers annual spread payments.

[4] Product is available for trial, but ordering is required at the time of production use.

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Compare costs— first year and beyond

You can significantly reduce first-year costs with Open Value, as shown in the following graph.

First Year Cost Comparison

Subscription Cost	Open Value Subscription
1/3 of License Costs + Software Assurance	Open Value
Full Up-Front Payment for Licenses	Open License

You can significantly reduce first-year costs with Open Value. The following Lifetime Costs graph shows how costs compare within the Open Value program during the lifetime of the agreement. The graph assumes that the payments are spread throughout the agreement's term. During the first three years, the total license cost is split between each year and is in addition to the annual cost of Software Assurance benefits. After the first three years, you own the licenses outright for the latest versions of the product. If you renew your agreement and Software Assurance benefits, you only pay the annual cost of Software Assurance and the cost to acquire any new licensed product.

Open Value Lifetime Costs

Initial Agreement — Renewed Agreement

Y1 Y2 Y3 Y4 Y5 Y6 Future Agreements

Buyout Option

Open Value
Software Assurance   License Cost

Open Value-Subscription
Subscription Cost

** SA available annually after customer buyout at the end of OV-S term.

Maximize Value with Software Assurance

Microsoft Software Assurance for Volume Licensing helps boost productivity across your organization by enabling you to get the most out of your Microsoft software with 24x7 support, deployment planning services, end-user and technical training, and the latest software releases and unique technologies, all in one cost-effective program. Improve end-user productivity with online training and home use licenses to help enhance skills and accelerate familiarity with Microsoft software. To help IT staff efficiently manage your Microsoft

technology, Software Assurance provides new software releases as they become available, provides access to unique desktop technologies including Windows 7 Enterprise and the Microsoft® Desktop Optimization Pack, 24x7 phone and web support, technical classroom training, and deployment planning services.

Some of the many Software Assurance benefits are:

- New product version benefits
- Planning Services
- Windows 7 Professional upgrade
- IT Training
- E-Learning
- 24 X 7 Problem Resolution Support

Manage Licenses with Microsoft Volume Licensing Services
Online tracking through Microsoft Volume Licensing Service Center (VLSC) can help make managing your licenses easier. The VLSC is a password-protected Web site that lets you download licensed products and view your license agreements and status, online records, Software Assurance benefits, and other license information. You can access the VLSC at: http://licensing.microsoft.com/servicecenter. You will need a Windows Live® ID to access the site.

Additional Resources

Microsoft Volume Licensing Programs:
http://www.microsoft.com/licensing/

Microsoft Open Programs:
http://www.microsoft.com/licensing/programs/open/openvalue.mspx

Microsoft Software Assurance for Volume Licensing:
http://www.microsoft.com/softwareassurance

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