# One Solution for your IT Platform requirements

Organizations are challenged with implementing and managing the right IT solution to help them achieve strong business results. Customers have told us they are struggling with:

* **Maintaining silo solutions.** Multiple projects are being designed and implemented as stand-alone projects, potentially with different platforms and standards, so interoperability may be compromised.
* **Meeting new and current business needs.** Organizations increasingly need better access to information for mobile employees, compatibility with new data types, and more robust business intelligence (BI).
* **Managing assets and costs.** Organizations often work with multiple independent software vendors and manage numerous licensing contracts, making it difficult for purchasing decision makers to predict budgets. It is also difficult for them to ensure that their licensed products are installed and up-to-date.

## Solution: Microsoft Application Platform

The Microsoft® Application Platform is an integrated set of mission-critical platform technologies and development tools encompassing the user experience, portal, service orchestration, business management, business intelligence, and data platform. The Microsoft Application Platform brings together the core technologies you need to develop applications that integrate with your existing systems and help you achieve your IT goals. The following products are part of the Microsoft Application Platform:

* Microsoft SQL Server® database software
* Microsoft BizTalk® Server
* Microsoft Office SharePoint® Server (no Client Access Licenses [CALs])
* Microsoft Visual Studio® Team System
* Microsoft Office PerformancePoint® Server business intelligence software
* Microsoft System Center Server Management Suite Enterprise (SMSE)

## How to Buy: Application Platform Agreement for Volume Licensing

The Microsoft Application Platform Agreement for Volume Licensing (APA) provides a simple way to license the Application Platform products for your organization. The APA helps you standardize your application platform at a fixed annual fee for a three-year term.

The APA provides:

**Flexibility**

* All of the Application Platform products you have currently deployed under your Enterprise Agreement or Enterprise Subscription Agreement master agreement are covered under the APA (servers, CALs[[1]](#footnote-2), and processors).
* You are allowed unlimited deployment rights for APA products across your entire organization for one predetermined cost, so you can deploy on your schedule and add any of the APA products that you need during the agreement term.

**Manageability:**

* With all of your devices licensed for the APA products, compliance is built in, so you don’t need to track licenses for individual APA products on every device.
* You always have rights to run the latest version of the products selected, and there is no annual license counting or true-up during the term of the agreement.
* Additional services and support, including training and deployment assistance, are available through Software Assurance to help increase productivity and return on investment (ROI).

**Predictability:**

* You have a predetermined cost—with good faith growth estimates based on expected deployment during the three-year term—that will not change with additional deployments.
* You have a fixed payment schedule over the agreement term for easy budgeting.

## Pricing

The annual fee is based on your current deployment as well as good faith growth estimates of expected deployment in subsequent years. Please work with your Microsoft Account Manager or Microsoft partner to determine the products you want to license as well as the annual fee.

## Services, Support, and Readiness

Besides the many benefits you receive with Microsoft Software Assurance, additional services are available for you to purchase to create a simplified solution that can include licensing, services, and support to accelerate your deployment. These services include Microsoft Consulting Services, additional support services options such as Premier support—including the new Premier Ultimate which offers unlimited incident support—and on-site IT Architecture and Planning (ITAP) consulting.

## How to Enroll

Contact your Microsoft Account Manager or Microsoft partner to schedule a licensing consultation and to learn more about the program.

## Additional Information

Microsoft Application Platform – <http://www.microsoft.com/applicationplatform/default.mspx>

Microsoft Enterprise Agreement – <http://www.microsoft.com/licensing/programs/ent/default.mspx>

Microsoft Software Assurance – [www.microsoft.com/licensing/sa](http://www.microsoft.com/licensing/sa)/

Microsoft Server and Tools – <http://www.microsoft.com/servers/>

Microsoft Services Premier Support – [www.microsoft.com/services/microsoftservices/default.mspx](http://www.microsoft.com/services/microsoftservices/default.mspx)

1. CAL is excluded for Microsoft Office SharePoint Server and Microsoft System Center Server Management Suite Enterprise through the APA. [↑](#footnote-ref-2)