Enterprise Agreement for Government

PROGRAM BRIEF

The Enterprise Agreement for Government gives you the flexibility to choose among on-premises software and cloud services to best suit your user needs, and helps you optimize your technology spend as business priorities change.

The Microsoft Enterprise Agreement (EA) for Government provides your eligible government organization with the best overall pricing based on your eligibility as a government organization, the benefits of Software Assurance, as well as simplified licensing management via your organization-wide agreement. And as more public sector organizations implement cloud services, the EA for Government now provides a seamless way to license both on-premises software and cloud services all in the same agreement. With a single agreement, you will enjoy the flexibility of being able to choose software and cloud services for different user types, optimize your technology spend to fit your IT and user needs, and streamline software compliance and asset management across all of your Microsoft purchases.

Enterprise Agreement and Subscription Program Options

You can choose to purchase your software licenses via Enterprise Agreement Enrollments or subscribe to licenses through the Enterprise Subscription programs. Based on a three-year term, with the ability to add and adjust products and online services over time, the **Enterprise Enrollment** offers pricing advantages beyond standard license and subscription pricing. Should you add new users or devices during your Enrollment, you can equip them with software and cloud services you are already using and then account for these changes through an annual reconciliation process known as "True Up."

Enterprise Subscription programs provide similar advantages as the Enterprise Agreement Enrollments with lower annual costs based on a three-year subscription and the ability to increase or decrease licenses and subscription counts on an annual basis. This ability to grow or downsize subscription counts may be attractive, especially if you expect significant fluctuations in workforce size and IT requirements. However, unlike the Enterprise Agreement Enrollments where you retain perpetual use rights for the licenses you purchase, with subscription programs you gain access to Microsoft software and cloud services for as long as you maintain your subscription.

Improved flexibility for licensing cloud services

Keeping pace with the expanding array of Microsoft cloud services, the Enterprise Agreement for Government gives you the flexibility to choose among on-premises software and cloud services to best suit your user needs and help you optimize your technology spend. And when you choose to transition aspects of your IT to the cloud, your Enterprise Agreement for Government helps you:

- Transition to cloud services at your own pace
- Move users back and forth between on-premises software and cloud services
- Match and adjust online service plans to meet user needs
- Easily add and adjust new online service users above your EA commitment

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Enrollments for cost-effective licensing

With the Enterprise Agreement for Government you decide whether you want to take advantage of various enrollments, the most well-known perhaps being the **Enterprise Enrollment**. With the Enterprise Enrollment, you can choose to run a mix of device software and cloud services across your organization. Such organization-wide implementations help you reduce device and user management and support costs, and also provide additional pricing advantages beyond your standard government price level.

Take Advantage of other Enrollment Programs
Microsoft extends the value of the Enterprise Agreement for Government by offering enrollments that help you license solution-focused technology suites of Microsoft's most popular application and infrastructure products. They can be a very cost-effective way to license software and solutions to address key organizational objectives, like building a secure and well managed data center (ECI) or helping your IT staff build, manage and maintain applications that support your organization (EAP).

Other Enrollments include:

Enrollment for Application Platform (EAP)	Enrollment for Core Infrastructure (ECI)	Enterprise Enrollment additions
Get flexible and cost-effective licensing for standardizing on the Microsoft Application Platform (SQL Server 2012, Visual Studio 2012, BizTalk Server, SharePoint Server 2010)	Save money through volume licensing to build the foundation for a protected and well–managed datacenter (Windows Server 2012, Systems Center, Forefront Client Security)	Add Premier Support and Professional Services through the Enterprise Agreement

Boost Productivity with Software Assurance
All Enterprise Agreements for Government include Software Assurance (SA) for on-premises software to help you boost productivity across your organization with new software versions, deployment planning, 24x7 phone and web support, training and unique technologies such as Windows 8 Enterprise Edition and the Microsoft Desktop Optimization Pack.

While most Software Assurance benefits are designed for on-premises software licenses, you can utilize the SA Deployment Planning Services to develop plans to move users to cloud services, in addition to planning for on-premises deployments. The License Mobility benefit lets your organization deploy certain server application licenses purchased under your Volume Licensing agreement in an Authorized Mobility Partner's datacenter.

Maximize uptime with Premier Support Services
The Enterprise Agreement for Government allows you to add a variety of Microsoft Premier Support offerings to provide the optimum level of pro-active and reactive support for your Microsoft software environment.

How the Enterprise Agreement for Government Works

The Enterprise Agreement is appropriate for your organization if you meet the government eligibility requirements, have more than 250 PCs, devices and/or users, and want to license software and cloud services for your organization for a minimum, three-year period. During this period you may take advantage of a government price level and can adjust your Microsoft on-premises software and cloud service licenses in two ways:

- If you add new users or devices, you can equip them with software and cloud services you're already using and then account for these changes at your next agreement anniversary.

- If you want new products or cloud services, you can order these through your Microsoft Reseller at any time during your agreement.

Using the Enterprise Agreement for Government

Designated members of your organization gain access to the following online tools to use and manage aspect of your Enterprise Agreement for Government.

- Volume Licensing Service Center (www.microsoft.com/licensing/servicecenter/).Use the Volume Licensing Service Center (VLSC) to download licensed products, access product keys, and manage your Volume Licensing agreements and license acquisition activity—all in one online location.

- Software Assurance Benefits (www.microsoft.com/softwareassurance). Activating your organization's Software Assurance benefits is easy. Most benefits can be activated and accessed through the Volume Licensing Service Center (VLSC). The Software Assurance Web site provides everything you need to know.

- Managing Online Services (www.microsoft.com/online/signin.aspx). Customers who purchase Microsoft Online Services via their Volume License Program can manage many of their online services through the Microsoft Online Administration Center.

With your Enterprise Agreement for Government you can license the full breadth of Microsoft Cloud Services as they become available.

Office 365

Microsoft Office 365 offers cloud versions of Microsoft's most trusted communications and collaboration products with the latest version of the Office suite.

Windows Intune

Windows Intune helps you manage and secure PCs anywhere with cloud services, and provides the best Windows experience with upgrades to Windows 8 Enterprise.

Microsoft Dynamics CRM Online

Microsoft Dynamics CRM Online offers flexible sales, marketing and service solutions that integrate with other Microsoft products, plus customization and partner offerings.

Buying, Renewing or Adding to your Enterprise Agreement

To buy, renew, or add products and services to your Enterprise Agreement, contact your Government Reseller Partner, Microsoft Authorized Enterprise Software Advisor (ESA) or Microsoft Authorized Large Account Reseller (LAR). Flexible payment options are available and include:

- Pay the full amount at the time of order.

- Spread payments across agreement anniversaries (pay one-third at the time of order and one-third on each of the next two agreement anniversaries) for license and Software Assurance or Software Assurance only.

- Use Microsoft Financing to help finance a complete range of technology needs, including software, services, partner products, and hardware.

Contact your preferred Microsoft Reseller.

- In the United States, call (800) 426-9400, or find an authorized reseller.

- In Canada, call the Microsoft Resource Centre at (877) 568-2495.

Worldwide
For information about Volume Licensing for Government offerings available in your area, find the Microsoft Volume Licensing website for your country/region.

Academic and Charitable Organizations
If you are affiliated with an academic or charitable organization there are additional Volume Licensing programs available to you, which may include additional partner and pricing advantages. Visit the Microsoft Volume Licensing website for more information.

Learn more

Microsoft Volume Licensing www.microsoft.com/licensing

Government Eligibility Requirements www.microsoft.com/licensing/licensing-options/for-industries.aspx#tab=1

Microsoft Online Services www.microsoft.com/licensing/onlineservices

Software Assurance www.microsoft.com/softwareassurance

Microsoft Financing www.microsoft.com/licensing/how-to-buy/financing.aspx

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