

	SELECT LICENSE	ENTERPRISE LICENSING	ENTERPRISE SUBSCRIPTION LICENSING
Number of Desktop PCs	Organisations with fewer than 300 desktop PCs are unlikely to purchase enough software to meet minimum purchase requirements.	250 or more	250 or more
Organisation Benefits	Select license recognises the customer upgrade cycle and allows for the potential of a greater point forecast. Volume price levels are established for each pool of products (applications, systems, or servers) based on a three-year software forecast that makes it easier to adapt your technology strategy and evolving business needs.	The Enterprise Agreement offers substantial cost savings over standard license pricing, as well as simplified license and budget tracking through a single agreement. With the Enterprise Agreement, you can easily deploy the latest Microsoft technology across your enterprise to help enable IT standardisation.	The Enterprise Subscription Agreement offers substantial cost savings over standard license pricing on a subscription basis, allowing you to acquire only what you need when you need it, as well as simplified license and budget tracking through a single agreement. With the Enterprise Subscription Agreement, you can easily deploy the latest Microsoft technology across your enterprise to help enable IT standardisation.
Products Included	All commercially available Microsoft license and Software Assurance products on the product list.	Microsoft Enterprise Desktop Platform Products: 2007 Microsoft Office Enterprise, Windows Vista Enterprise, and Microsoft Enterprise Client Access License Suite or Microsoft Professional Desktop Platform Products: 2007 Microsoft Professional Plus, Windows Vista Enterprise, and Microsoft Core Client Access License Suite. Additional software products are available as needed.	Microsoft Enterprise Desktop Platform Products: 2007 Microsoft Office Enterprise, Windows Vista Enterprise and Microsoft Enterprise Client Access License Suite or Microsoft Professional Desktop Platform Products: 2007 Microsoft Professional Plus, Windows Vista Enterprise and Microsoft Core Client Access License Suite. Additional software products are available as needed.
Licensing Offerings	License, License and Software Assurance and Software Assurance for renewals or eligible original equipment manufacturer (OEM) and full packaged product (FPP) purchases.	License and Software Assurance and Software Assurance renewals.	License and Software Assurance and Software Assurance renewals.
Software Maintenance Options	Ability to acquire Software Assurance throughout the three-year agreement term and renewals, but only at the time of license acquisition (License and Software Assurance) or renewal of Software Assurance. Coverage runs to the end of the agreement term.	Software Assurance is included as part of the Enterprise License. Software Assurance coverage runs to the end of the agreement term.	Software Assurance is included as part of the Enterprise License. Software Assurance coverage runs to the end of the agreement term.
Pricing	Each product offering (License, Software Assurance, and License and Software Assurance) is assigned specific point values to determine price levels. Points are calculated based on three product pools, with a minimum three-year forecast of points to be acquired for each price level: Level A: 1,500–11,999 points Level B: 12,000–29,999 points Level C: 30,000–74,999 points Level D: 75,000 plus points ¹	Price levels based on the number of qualified computers in the enterprise: Level A: 250–2,399 computers Level B: 2,400–5,999 computers Level C: 6,000–14,999 computers Level D: 15,000 plus computers ¹	Level A: 250–2,399 computers Level B: 2,400–5,999 computers Level C: 6,000–14,999 computers Level D: 15,000 plus computers ¹
Agreement Term	Three years, renewable.	Three years, renewable.	Three years, renewable.
Payment Options	Annual payments for License and Software Assurance and Software Assurance only.	Annual payments for License and Software Assurance and Software Assurance only.	Annual payments for License and Software Assurance and Software Assurance only.
Product Fulfillment	Each enrollment receives one introductory Product Fulfillment Kit that contains an initial set of media for the product pools and language groups selected. Updates are provided throughout the agreement term.	Each enrollment receives one introductory Product Fulfillment Kit that contains an initial set of media for the software products and language groups selected. Updates are provided throughout the agreement term.	Each enrollment receives one introductory Product Fulfillment Kit that contains an initial set of media for the software products and language groups selected. Updates are provided throughout the agreement term.
Software Assurance	Option to add Software Assurance at the time of acquiring the license.	Software Assurance is included at the time of acquiring the software license and can be used immediately throughout the term of the licensing agreement.	Software Assurance is included at the time of acquiring the software license and can be used immediately throughout the term of the licensing agreement.
Online Services²	Offered	Offered	Offered

¹Level D pricing is available to entities that meet the threshold for the discount.

²Online Services refer to applications hosted at Microsoft Data Centres whose client bits may or may not be installed locally. They are priced monthly and billed annually for the term of the agreement. For e.g.: Office Live Meeting, MS Exchange Hosted Services, Antigen (to be rebranded under ForeFront) etc.