



# Microsoft SPLA

## What is SPLA

The Services Provider License Agreement allows an organization to license Microsoft products and use them to provide software services to its customers. Types of partners that typically enter into SPLA are: web hosters, application service providers, ISVs w/hosted apps, messaging or collaboration service providers (hosted email), outsourcers or platform infrastructure providers.

Specifically, you are a service provider if you provide the following software services to your customers:

- Your organization provides your customers with direct or indirect access to products such as hosted websites or LOB applications through Microsoft server products
- Your organization offers your customers software services that interact with Microsoft Products. In this scenario, you, not your customer, are the licensee.
- Your organization facilitates your customers business, including business transactions with third parties, through software services that interact with Microsoft Products.
- Your organization provides your customers with access to and use of any application as a software service, Microsoft or otherwise, and the application is running on a server and interacts with a Microsoft product on that server.
- Your organization offers other service providers platform infrastructure services to use and run any Microsoft or third-party application. This, in turn, allows these other service providers to offer Microsoft applications as a software service to their end customers through their own SPLA.

## How does pricing work for SPLA?

Prices for Services Provider License Agreement are monthly reoccurring costs. Microsoft can only increase license prices once a year in January, or at any time to offset exchange rate fluctuations for prices other than US dollars, but can decrease pricing at any time.

## Difference between SPLA and other Microsoft Volume Licensing programs

Microsoft Volume Licensing programs offer several licensing options for customers to acquire Microsoft software licenses for internal use. Hosting providers who want to offer software services to their customers and who will include software licenses as part of their service offering should use SPLA. Microsoft SPLA is the only Microsoft Volume Licensing program that allows Microsoft products to be used for commercial hosting.

## SPLA Pricing Conditions

Microsoft is entitled to increase the price for a given service or product once per calendar year on January 1. If it increases the price of a particular version of a product after an agreement is signed, the agreement, SPLA partners are invoiced at the price in effect at that particular time. Microsoft says it can decrease the price at any time, and can increase the price to offset exchange rate fluctuations as well. Pricing is available through the various SPLA resellers. There are no upfront fees.

## **BENEFITS of this licensing option**

The SPLA Program is an excellent opportunity for service providers to offer customers a single point through which to acquire software services and the associated Microsoft Products so that the customers do not have to acquire and deploy their own licensed products. In addition, customers can leverage the flexibility, cost, and management efficiencies of a shared infrastructure. The SPLA Program provides a more streamlined way for services providers to give their end customers access to fully licensed Microsoft Products as software services. Because the services provider is not the end customer is the licensee, the SPLA Program reduces the complexity of offering software services.

- **Deliver a customized service.** Flexibility to deliver tailored IT services to your customers through a dedicated or shared hosting environment. Increase the value of your services by managing software use rights for your customers.
- **Pay as you go with no up-front costs.** Pay only for licenses based on what you make available to provide software services for each month. There are no start-up costs or long-term commitments.
- **Access the most current product versions.** Give your customers the most current and capable Microsoft platform. Download your products at no charge through the Microsoft Volume Licensing Service Center (VLSC) instead of ordering physical media
- **Offer software services worldwide.** Use Microsoft Products to deliver software services to end customers in and from any part of the world where distribution is legally allowed
- **Expand distribution capabilities through Software Services Resellers.** Expand business reach to small and midsize businesses providing software services through additional resellers.
- **Leverage Data Center Providers for infrastructure capabilities.** Have the option to focus on hosting your application solutions and acquire infrastructure as a service (IaaS) from a Data Center Provider, including Microsoft Azure. (Microsoft Azure is also considered a Data Center Provider)
- **Leverage Data Center Outsourcing.** Install Microsoft Products on servers under the day-to-day management and control of an outsourcing company to deliver your software services based on your capacity and server management capabilities. The outsourcer can then perform data center administration, testing, and maintenance support services on the end customers behalf.
- **Try before you buy.** Test and evaluate products internally before offering them to your customers as a service.
- **Install at customer facilities.** Install Microsoft Products on servers that are located on an end customers premises under your management and control.
- **Expand your reach to academic institutions.** Expand your business with specific price offerings available to your academic customers through the SPLA.
- **Offer demonstrations and evaluations.** You can give up to 50 user product demos on Microsoft software and provide your customers with a free 60-day trial period.
- **Include your affiliates under a single agreement.**
- **Simplified licensing with the Microsoft Business and Services Agreement (MBSA).** After an MBSA is in place, you only need to sign a shorter and more simplified SPLA every three years. It also makes it easier to purchase Premier and Professional support.

## **SPLA Essentials**

- Accelerate time to market. Just click to accept the simple terms and conditions and sign the agreement
- Use just a single online resource. Direct partners can enroll, place monthly orders, and manage their account all in one place.
- Choose how you partner. You have the option to partner with Microsoft directly or through a SPLA reseller.

## **SPLA**

- Outsource data center services. Install Microsoft products on servers under the day-to-day management and control of an outsourcing company. That company can then perform data center administration, testing, and maintenance support services on your behalf.
- Install at customer facilities. Install Microsoft products on devices you own or lease and that are located on your customers premises.
- Offer demonstrations and evaluations. You can give up to 50 users product demos on Microsoft software, and provide your customers a free 60-day trial period.
- Receive great price savings. With the Extended Term License, you can license select products for up to three years at a 12 percent savings with no minimum purchase.
- Include your affiliates. Include affiliates under a single agreement.
- Expand your reach to academic institutions. Expand your business with specific price offerings available to your academic customers through SPLA.
- Simplified licensing with MBSA. Once an MBSA is in place, you only need to sign a shorter and more simplified SPLA every three years. It also makes it easier to purchase Premier and Professional support.

## **Who is eligible to use License Mobility through Software Assurance?**

The Microsoft SPLA program is a worldwide software licensing program for services providers. Business models and scenarios for which the SPLA may be appropriate include:

- Application services providers
- Business process outsourcers (BPO)
- Franchisees and franchises
- IT outsourcers that provide software licenses
- Messaging or collaboration services providers
- Platform infrastructure providers
- PC Rental companies
- Streaming media providers
- Web hosting providers
- Web or Internet services providers
- Independent software vendors that provide hosted applications

You are interested in SPLA but require further information? Call or send us an e-mail. We would be happy to advise you personally.

## **Who is eligible to use License Mobility through Software Assurance?**

Any Microsoft Volume License customer who has eligible application server licenses covered with active Software Assurance may elect to leverage License Mobility through Software Assurance. These include Enterprise Agreement and Open Value, where Software Assurance is included, and other Volume Licensing programs where Software Assurance is an option such as Select Plus. More information is available on the Microsoft Partner Network Software Assurance page. Customers can find information on the Microsoft Volume Licensing Software Assurance page.

## **What is the value of License Mobility through Software Assurance for SPLA Partners?**

For service providers, it enhances business opportunities by granting deployment flexibility to the large installed base of Microsoft Volume Licensing customers with Software Assurance. Additionally, Service Providers can use a single infrastructure to support their business using a variety of service offerings on one infrastructure.

## **How does the customer get access to Windows Server as part of License Mobility through Software Assurance?**

Windows Server is provided as a part of the infrastructure software tier by the service provider; it is not covered by License Mobility through Software Assurance.