

## Comparison of Microsoft Volume Licensing Programs

	<i>OPEN BUSINESS</i>	<i>OPEN VOLUME</i>	<i>OPEN VALUE</i>
<b>Customer Profile</b>	Organizations needing five or more licenses.	Compelling value proposition for customers based on a volume commitment.	Organizations with as few as five desktops that want the advantages of SA, and the ability to spread payments annually.
<b>Entry Minimum</b>	Minimum initial order of five licenses.	500 point minimum within a specific product pool on initial order. Pools include applications, systems, and servers. Each license carries a point value.	Minimum of five Licenses and Software Assurance (L&SA).
<b>Software License Offerings</b>	<ul style="list-style-type: none"> <li>• License</li> <li>• Licenses with Software Assurance</li> <li>• SA renewal</li> </ul>		<ul style="list-style-type: none"> <li>• Licenses with Software Assurance</li> <li>• SA renewal</li> </ul>
<b>Additional Savings Opportunities</b>	No	No	Yes, for Company-wide Option.
<b>Payment Options</b>	Full two-year payment due upon order.		Payments spread annually or up-front.
<b>Term</b>	Two years.		Three years
<b>Product Media</b>	May order media at time of initial order or acquire media separately for a charge.		Microsoft provides media, such as CDs, for your initial product order. Additional media can be ordered for a charge.
<b>Order Tracking</b>	Microsoft assigns an authorization number and posts order confirmations on the eOpen Web site (where available), or sends an authorization number and physical order confirmations directly to the customer where eOpen is not available.		Microsoft assigns an agreement number and posts order confirmations on the MVLS Web site (*in most countries).

\* Microsoft sends an agreement number and physical order confirmations directly to the customer where MVLS is not available.