



**Microsoft licensing
Overview – 17th September**

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September, 17th 2025

Agenda

- Microsoft Contracts & Programs
- Microsoft Agreements and Trust Relationships
- Microsoft FY25/FY26 General Updates

Break

- Windows Server Licensing
- Windows SQL Licensing

Lunch

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Modern Work Journey

<https://bit.ly/2025H2>

Microsoft 365 Story Telling
Learn the stories you can use to explain the most important security features in a Microsoft 365 offering

Microsoft Entra
Microsoft Entra is the new product family that encompasses all of Microsoft's identity and access management capabilities

Microsoft Intune
Microsoft Intune is a cloud-based service that manages and secures endpoints, applications and data across your organization

Microsoft Defender XDR
Microsoft Defender XDR is a set of security products and solutions that protect your organization from cyberattacks

Microsoft Purview Information Protection
Microsoft Purview Information Protection is a cloud-based service that helps you discover, classify, protect and govern sensitive data across your hybrid environment

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<https://bit.ly/2025H2>

Microsoft Azure Journey

Microsoft Azure Story Telling
01 Oct

Azure Lighthouse & Cost Management
04 Nov

Azure Local
20 Nov

Azure Migrate Assessment & Migration
15 Oct

Microsoft Azure Hands-On
21-22 Oct

Microsoft Azure Mission 65
13 Nov

Azure Cost Calculator
25 Nov

Azure Arc
09 Dec

Windows 365 and Azure Virtual Desktop Story Telling
18 Nov

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<https://bit.ly/2025H2>

Desktop Virtualization

Windows 365 and Azure Virtual Desktop Story Telling
18 Nov

Azure Virtual Desktop Setup a POC
02 Dec

Azure Virtual Desktop Advanced Topics
17 Dec

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Artificial Intelligence

<https://bit.ly/2025H2>

Microsoft Copilot: Story Telling
2025 14 Oct

Microsoft 365 Copilot Technical
2025 03 Dec

Develop Power Apps with Copilot Integration
2025 10 Dec

Microsoft Fabric
2025 16 Dec

Prompt-Athon 2025
2025 TBD

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Ingram Micro Cloud

<https://bit.ly/2025H2>

Quarterly Update
2025 04 Sep - 06 Nov

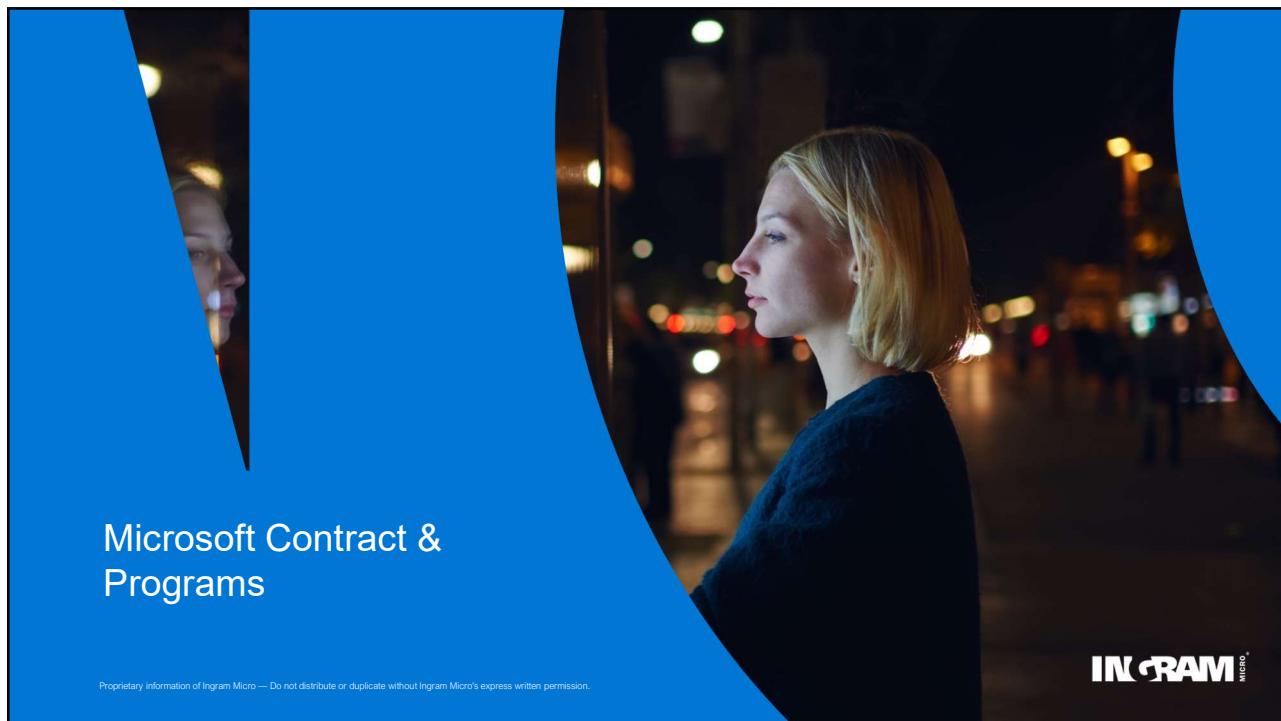
Microsoft Licensing Overview
2025 17 Sep - 19 Nov

Xvantage Ingram Micro Cloud Marketplace
2025 Stream

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Different Contracts

- Open Value (OV)
- Open Value Subscription (OVS)
- Service Provider Licensing Agreement (SPLA)
- Cloud Solution Provider (CSP)
- Original Equipment Manufacturer (OEM)
- Reseller Option Kit (ROK)

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Different Contracts / Different Contacts

- Open Value (OV)
- Open Value Subscription (OVS)
- Service Provider Licensing Agreement (SPLA)
- Cloud Solution Provider (CSP)
- Original Equipment Manufacturer (OEM)
- Reseller Option Kit (ROK)



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Different Contracts

Licensing Model	Target Audience	Purchase Model	Includes SA?	Use Case
Open Value	SMBs	Perpetual (3-Year agreement)	Yes	Business needing predictable costs and upgrade
Open Value Subscription	SMBs	Subscription Based	Yes	Companies preferring rental model with flexibility
SPLA	Hosting Providers, MSPs	Monthly Rental	No	Hosting Windows Server
CSP	SMBs	Annual or Monthly or Triennial	No (except for CSP Software Subscription)	Flexible licensing
OEM	SMBs, Enterprises	One-Time Purchase	No (But you can buy SA on top of OEM)	New Servers with pre-installed
ROK	Enterprises using branded servers	One-Time Purchase	No (But you can buy SA on top of OEM)	Brand-Specific Hardware

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Open Value en Open Value Subscription

Open Value	Open Value Subscription
<ul style="list-style-type: none"> Perpetual License Target: Small to medium-sized businesses (SMBs) Purchase Model: Volume licensing with an agreement (usually 3 years) Benefits: <ul style="list-style-type: none"> Software Assurance (SA) included by default (providing upgrade rights, training, support) Can be paid annually Ideal for businesses that want predictable costs and flexibility 	<ul style="list-style-type: none"> Subscription Based License Target: Small to medium-sized businesses Purchase Model: Subscription-based volume licensing (similar to OV but rented instead of owned) Benefits: <ul style="list-style-type: none"> Lower upfront cost compared to OV Rights to use the latest Windows Server version Flexible scaling (increase or decrease licenses annually) SA included Main Difference from OV: OVS is a subscription, while OV is a perpetual license.

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Open Value en Open Value Subscription

Program Feature	Open Value	Open Value Subscription
Minimum Order	5 Licenses ¹	5 Licenses
Software Assurance	✓	✓
Annual Payments	✓	✓
Annual Ordering	- ²	✓ ³
Standardization	✓	✓
Sublicensing ⁵	Optional ⁴	✓
Subscription-based	-	✓
License reductions	-	✓ ⁶

1. Or 1 Qualified License

2. Except for products selected through the Company-wide Option

3. For Company-wide products

4. Through Company-wide Option

5. Affiliates in the customer's Defined Region

6. Must continue to meet Company-wide commitments and program minimum

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Benefits Software Assurance

Software Assurance (SA) is an **optional** program from Microsoft that provides **extended benefits** for volume licensing customers. It includes **license flexibility, upgrades, support, and training**.

Key Benefits of Software Assurance:

Feature	Benefit
New Version Rights	Free upgrades to the latest versions of licensed software.
License Mobility	Move licenses to the cloud (Azure/AWS) without additional fees.
Disaster Recovery Rights	Use a secondary instance for backup/DR.
Failover Rights	Run a passive failover server without extra licensing.
Azure Hybrid Benefit	Bring on-prem Windows Server & SQL licenses to Azure, reducing cloud costs.
Virtual Desktop Access (VDA)	Required for VDI deployments (Windows 10/11 in virtual environments).
Training & Support	Microsoft training, support, and deployment services included.
Home Use Program	Employees can use Office at home.

Who Should Get Software Assurance?

- If you **regularly upgrade software** (e.g., Windows Server, SQL Server).
- If you need **license flexibility** (move between on-prem & cloud).
- If you require **high availability & disaster recovery rights**.

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Service Provider License Agreement (SPLA)

- **Target:** Hosting providers, MSPs,(Managed Service Providers), and datacenters offering services to third parties, ISVs
- **Purchase Model:** Pay-as-you-go monthly licensing
- **Benefits:**
 - No upfront cost; pay for what you use
 - Can be used to provide hosting or managed services
 - Covers Windows Server in a **multi-tenant environment**
- **Key Restriction:** End customers cannot "own" the license; it's a rental model.
- **Remark:** Microsoft recommend to move SPLA to Azure.
There is a price increase in SPLA last January.

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OEM en ROK

Original Equipment Manufacturer	Reseller Option Kit
<ul style="list-style-type: none"> • Target: Businesses that purchase new servers with pre-installed Windows Server • Purchase Model: One-time purchase tied to the hardware • Benefits: <ul style="list-style-type: none"> • Lower cost upfront compared to volume licensing • Comes pre-installed with the hardware • Ideal for businesses purchasing physical servers • Key Limitation: License cannot be transferred to another server (it is hardware-bound). • SA is possible on top of that. Purchase must be done within 90 days of server. 3Yr default. 	<ul style="list-style-type: none"> • Target: Businesses buying branded servers (e.g., Dell, HPE, Lenovo) • Purchase Model: OEM license sold through server manufacturers • Benefits: <ul style="list-style-type: none"> • Pre-configured and optimized for the specific hardware • Typically comes with vendor support • Often cheaper than regular OEM licenses • Key Limitation: License is tied to the specific server brand and model • SA is possible on top of that. Purchase must be done within 90 days of server. 3Yr default.

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Cloud Solutions Provider (CSP)

- **Target:** Businesses that want flexible monthly or annual licensing through a Microsoft partner
- **Purchase Model:** Subscription-based, billed monthly or annually
- **Benefits:**
 - Flexibility billing options
 - Licenses are managed via a Microsoft CSP partner/provider
 - Ideal for cloud and hybrid deployments
 - Direct customer use
 - Best Benefits and Incentives

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Benefits of Cloud Subscriptions

Microsoft's Cloud Solution Provider (CSP) program offers businesses a **flexible, scalable, and cost-effective way** to purchase and manage Microsoft cloud services such as **Microsoft 365, Azure, Dynamics 365, and more.**

Key Benefits of CSP:

Benefit	Description
Flexible Monthly or Annual Billing	Pay monthly or annually , avoiding large upfront costs.
Scalability	Increase or decrease licenses as needed (monthly terms allow adjustments).
Simplified License Management	Manage all Microsoft subscriptions in one place via Ingram Micro Xvantage.
Direct Partner Support	CSP partners offer personalized support and guidance , unlike direct Microsoft purchases.
Automatic Updates	Always access the latest Microsoft 365 & Azure features without manual upgrades.
Azure Consumption-Based Pricing	Pay only for what you use with pay-as-you-go Azure billing .
Custom Bundles & Add-ons	CSP partners can bundle services, security solutions, or training with Microsoft licenses.
No Long-Term Commitment (on Monthly Plans)	Businesses can cancel or adjust licenses every month (if on a monthly or annual term).

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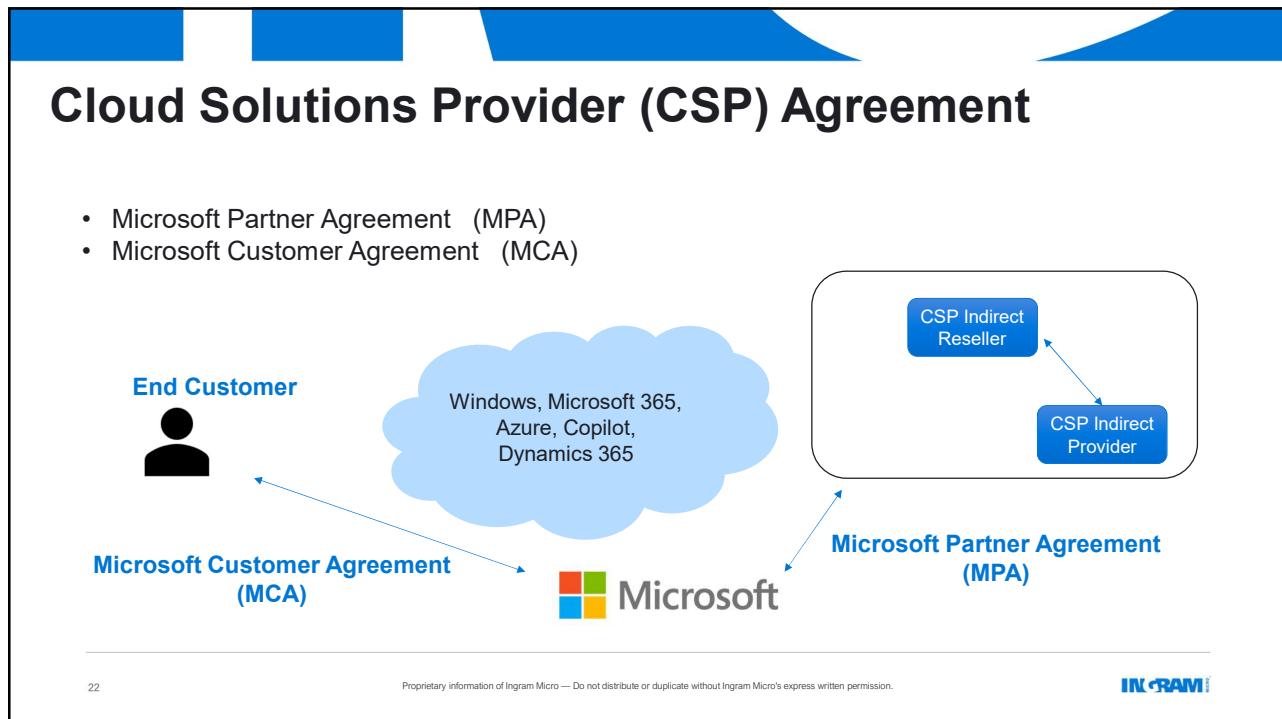
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Microsoft Partner Agreement

Microsoft Partner Center

Home > Account settings

Overview
My learning profile
My access
User management
Programs
Agreements
Activity log
Organization profile
Legal info
Identifiers
Tenants
Microsoft Entra ID profile
Billing profile
Account merge
Company profile
Payout and tax
Payout and tax profiles
Payout and tax profile assignment
Security center

Edit the user management

Check and view your current Microsoft agreements such as MPA

Manage your payment profile. Important for incentives

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Microsoft Customer Agreement

Microsoft Partner Center

Home > Customers > Create a relationship request

Customer List
Administrator
Indirect providers
Expiring granular relationships

Customer list | Request a reseller relationship

Invite the customer to authorize you as their local reseller of record. When the customer follows the link in your email, they are linked to your reseller account. [Learn more](#)

Select a reseller provider. [What's this?](#)

Ingram Micro BVBA

You can edit the email, but be sure to use the link provided.

Dear valued customer,
My company, [Ingram](#) Consultancy BVBA offers Ingram Micro BVBA's cloud solutions. I'm writing to invite you to subscribe Ingram Micro BVBA's solutions through [Ingram](#) Consultancy BVBA.

Follow the link below to accept this offer and to authorize [Ingram](#) Consultancy BVBA as your official local reseller.

<https://admin.microsoft.com/Adminportal/Home?invType=IndirectResellerRelationship&partnerId=78ac634b-0548-4830-b725-1ab239a2ac8&mspid=34996708&indirectCSPId=ab71061-286d-497f-bb59-9f07d2e5c8a7#BillingAccounts/partner-invitation>

Note: User with Global Admin permission is required to accept relationship. Customer address must be completed first (<https://admin.microsoft.com/Adminportal/Home#/BillingAccounts/billing-accounts>) before using the acceptance link above.

Open in email Copy to clipboard

Done

Send an invite to sign the customer's Agreement

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Customer Signs Microsoft Customer Agreement

<https://admin.microsoft.com/AdminPortal/Home?ref=/BillingAccounts/agreement>

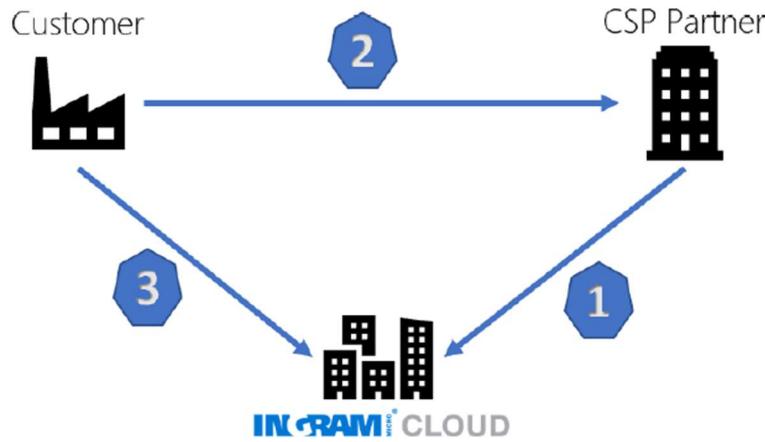
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Microsoft Customer Agreement Update

<https://partner.microsoft.com/AccountSettings/Profile/Details>

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Trust Relationships



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Trust Relationships seen by Customer

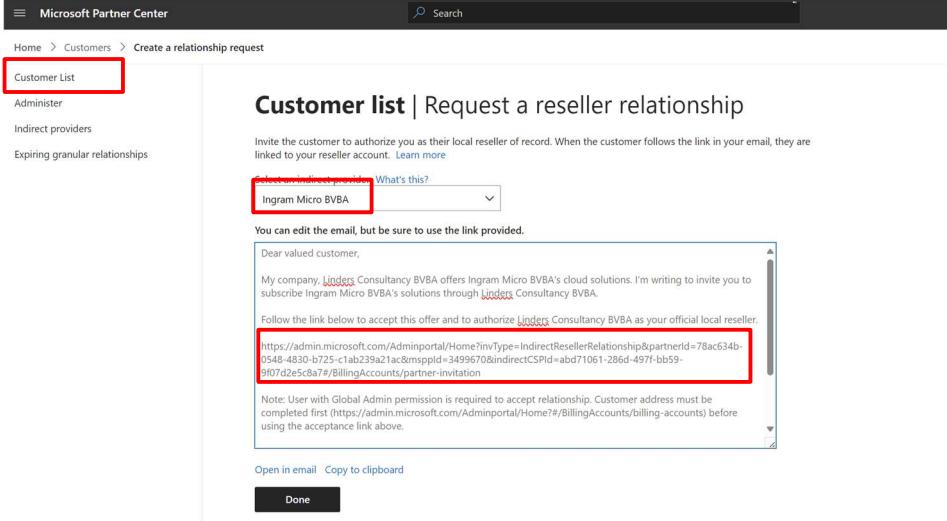
The screenshot shows the Microsoft Admin Portal interface. The left sidebar is a navigation menu with 'Partner relationships' highlighted. The main content area shows 'Approved requests' for 'Granular delegated administrative privileges (GDAP)'. The 'Other partner relationships' section is highlighted with a red box. Two entries are listed: 'Ingram Micro Belgium (1)' and 'Linders Consultancy BVBA (1)'. Red arrows point from these entries to the corresponding hexagons (3 and 2) in the trust relationship diagram above.

<https://admin.microsoft.com/AdminPortal/Home?ref=/BillingAccounts/agreement>

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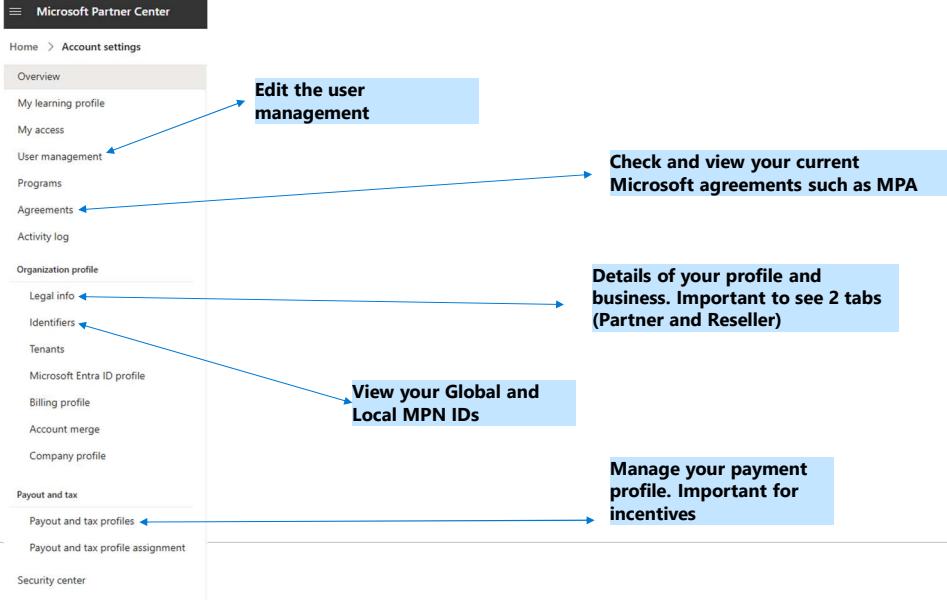
Build the Trust Relationships for Both IM + Indirect Reseller



The screenshot shows the Microsoft Partner Center interface. The top navigation bar includes 'Microsoft Partner Center', a search bar, and a 'Create a relationship request' button. The main navigation on the left shows 'Customer List' (highlighted with a red box), 'Administrator', 'Indirect providers', and 'Expiring granular relationships'. The central content area is titled 'Customer list | Request a reseller relationship'. It includes a note about inviting the customer to authorize the user as their local reseller of record. A dropdown menu shows 'Indirect providers' (highlighted with a red box) and 'Ingram Micro BVBA' (also highlighted with a red box). Below this is an email template with a red box highlighting the acceptance link:

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Account Settings



The screenshot shows the Microsoft Partner Center 'Account settings' page. The left sidebar lists various sections: Overview, My learning profile, My access, User management (highlighted with a blue box and an arrow pointing to a callout 'Edit the user management'), Programs, Agreements (highlighted with a blue box and an arrow pointing to a callout 'Check and view your current Microsoft agreements such as MPA'), Activity log, Organization profile, Legal info (highlighted with a blue box and an arrow pointing to a callout 'Details of your profile and business. Important to see 2 tabs (Partner and Reseller)'), Identifiers, Tenants, Microsoft Entra ID profile, Billing profile, Account merge, Company profile, Payout and tax, Payout and tax profiles (highlighted with a blue box and an arrow pointing to a callout 'Manage your payment profile. Important for incentives'), Payout and tax profile assignment, and Security center. The right side of the page has three callouts with arrows pointing to specific sections: 'Edit the user management', 'Check and view your current Microsoft agreements such as MPA', and 'Details of your profile and business. Important to see 2 tabs (Partner and Reseller)'. The bottom right corner features the Ingram Micro logo.

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Partner Identifiers

Home > Account settings

Overview
My learning profile
My access
User management
Programs
Agreements
Activity log
Integration sandbox
Organization profile
Legal info
Identifiers
Tenants
Microsoft Entra ID profile

Account settings | Identifiers
All your identification information is here.

Microsoft AI Cloud Partner Program **CSP** Publisher

You can't use Partner ID with Type "Global" for CSP transactions or incentives calculations. Never share Global Partner ID with anyone except when contacting Microsoft support. Click here to view, create or update your Partner IDs for new Microsoft AI Cloud Partner Program location or company subsidiary.

Partner ID ↑	Type	Location company name	Location	Contact
3499669	PartnerGlobal	[REDACTED]	VAN, BE	[REDACTED]
3499670	PartnerLocation	[REDACTED]	VAN, BE	[REDACTED]

Global Id
Location Id

Account settings | Identifiers
All your identification information is here.

Microsoft AI Cloud Partner Program **CSP** Publisher

Use associated (Member Partner Network) Partner ID for CSP transactions. Share this with your CSP indirect provider. Global admins can update the associated Partner IDs.

Associated Partner ID ↑	Company Name	Location	Contact
3499670	[REDACTED]	VAN, BE	[REDACTED]

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Microsoft General Updates

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3-year subscription terms for M365

On June 1, 2025, we launch three-year subscription terms for E3 and E5, with or without Teams, and Teams Enterprise in CSP. The plans are only available for purchase with three-year upfront or triennial/annual billing options. Also, starting July 1, 2025, a three-year subscription for Microsoft 365 E5 Security and E5 Compliance mini suites is available.

June 1: GA Microsoft 365 three-year SKUs

- Microsoft 365 E3 without Teams
- Microsoft 365 E5 without Teams
- Teams Enterprise standalone
- Options for triennial terms paid upfront or annually only; minimum purchase requirement of 100 licenses (enforced at the SKU level)
- Publishing on the price list preview May 1, 2025*
- SKUs available on CSP price list on June 1, 2025

June 1: End of sale (EOS) Microsoft 365 three-year SKUs

- Microsoft 365 E3 with Teams
- Microsoft 365 E5 with Teams
- Options for triennial terms paid upfront or annually only; minimum purchase requirement of 100 licenses (enforced at the SKU level)
- There's no F price list preview
- SKUs available on EOS price list on June 1, 2025

July 1: E5 Security and E5 Compliance mini suite three-year SKUs

- Microsoft 365 E5 Security mini suite
- Microsoft 365 E5 Compliance mini suite

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Promotions on 3-year subscriptions

To help you transition customers from on-premises solutions or upgrade from Microsoft Office 365, we're launching new 10% discount promotions for new-to-E3 or E5 customers on the new CSP three-year subscription terms.

Live on June 9: Microsoft 365 E3 and E5 promotions

- Offers: E3 and E5 with and without Teams
- Three-year term
- Upfront and annual billing options
- For new-to-offer customers only
- Minimum 100 licenses, maximum 2,400 licenses
- Available to all markets
- Promotions run June 9, 2025–December 31, 2025

Live on July 1: E5 Security and E5 Compliance mini suite promotion

- Offers: E5 Security and E5 Compliance
- Three-year term
- Upfront and annual billing options
- For new-to-offer customers only
- Minimum 100 licenses, maximum 1 million licenses
- Available to all markets
- Promotions run July 1, 2025–December 31, 2025

**Big opportunity to convince EA-customers to switch to CSP!!
The 10% discount is for all 3 years and this is not for customers staying in EA!!**

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FY26 Indirect Reseller Requirements

FY26 Indirect Resellers must:

- Complete [business vetting](#). (verification of account)
- **Have a minimum of 1,000 USD TTM billed revenue at the reseller tenant level.**
- Complete the mandatory requirements of the [Partner Center security score](#).
- Accept the Indirect Reseller [Microsoft Partner Agreement \(MPA\)](#).

Indirect reseller

Requirements	FY25	FY26	FY27
1. Complete business verification/vetting (details)	✓	✓	
2. Signed MPA for indirect reseller	✓	✓	
3. \$1,000 TTM billed revenue at PLA (enforced annually, not required for initial onboarding)	Not enforced	✓ Enforcement starts Oct 2025	No changes from FY26
4. Security requirement >80 (details)	-	✓	

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Partner Center Security Score

- Enable Multi-Factor Authentication (MFA) for all administrative users in the CSP tenant.
- Designate a security contact within Partner Center.
- Respond to security alerts within 24 hours or less. (doesn't apply to indirect reseller partners).

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Microsoft Incentive FY26 Reseller Requirements

FY26 Indirect Resellers must:

- Have Solutions Partner designation for solution areas **OR 25 partner capability points** in a solution area.
- Have 25,000 USD TTM revenue for all solution area incentives at PLA.
- More details on FY26 Incentive guide as of August 2025

Solution area for incentives eligibility defined as:

- Modern Work incentives: Solutions Partner designation for Modern Work or Security
- Business Applications incentives: Solutions Partner designation for Business Applications
- Azure incentives: Solutions Partner designation for Data & AI (Azure), Digital & App Innovation (Azure), or Infrastructure (Azure)

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FY26 incentives eligibility changes

New incentive requirements, effective October 2025.

Requirements

Partner Authorization	FY25 *		FY26
	Direct bill	Indirect reseller	
	<ul style="list-style-type: none"> • CSP authorization • Business Applications or Modern Work incentives: any Solutions Partner designation or gold/silver competency • Azure incentives: Azure Solutions Partner designation or gold/silver competency 	<ul style="list-style-type: none"> • CSP authorization • Business Applications or Modern Work incentives: any Solutions Partner designation or gold/silver competency • Azure incentives: one of the three Solutions Partner designations for Azure or gold/silver competency • \$25,000 all-up trailing 12 months revenue (<i>Required only to earn Business Applications, Modern Work, and Security incentives. No revenue requirement for Azure.</i>) 	<ul style="list-style-type: none"> • CSP authorization • Solutions Partner designation specific to the solution area* incentive and • \$1 million trailing TTM revenue at the Partner Global Account (PGA) ID level
			<ul style="list-style-type: none"> • CSP authorization • Solutions Partner designation <i>or a minimum of 25 partner capability score points, specific to the solution area* incentive and</i> • \$25,000 TTM revenue at the Partner Location, required to earn for all SAs

*Solution area for incentives eligibility defined as:

Modern Work incentives: Solutions Partner designation for Modern Work or Security

Business Applications incentives: Solutions Partner designation for Business Applications

Azure incentives: Solutions Partner designation for Data & AI (Azure), Digital & App Innovation (Azure), or Infrastructure (Azure)

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Microsoft Promotions



Promotion Highlights

- **Extended Deadline:** The promotion is now available until the end of Microsoft Q4, through June 30, 2025.
- **Fifteen percent Discount:** Benefit from a 15% discount off net partner price on new Copilot subscriptions for 10 to 2,400 licenses for 12 months.
- **Flexible Additions:** Add up to 2,400 licenses at the discounted price anytime during the subscription term.
- **Flexible Billing Options:** Customers can enjoy better cash flow by opting for an annual commitment with monthly payments, available with a five percent price increase compared to the annual upfront payment option.

Next steps

- Review the [Global Promo Readiness Guide](#) for more details.
- Use the [Offer Landing Kit](#) and [Copilot Partner Services Blueprint](#).

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Microsoft 365 E5 Promotion

We are excited to share a new promotion to help partners get customers AI ready with Microsoft 365 E5—offering productivity apps with advanced security, compliance and analytics capabilities.

Beginning January 1, 2025, partners can receive 15% off the net price of Microsoft 365 E5 annual commitment subscriptions for eligible customers. This promotion will be available worldwide for new-to-offer customers, for subscriptions between 1–2,400 licenses.

The offer will be available through June 30, 2025, and more information will be available in the [Global Promo Readiness Guide](#) on January 1.

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Microsoft 365 E5 Security Promotion – 50%

Microsoft is offering a 50% discount on Microsoft E5 Compliance for all customers with Microsoft 365 Copilot licenses.

This promotion will be available from February 1, 2025, to February 1, 2026, for both new and existing customers who have previously purchased Microsoft 365 Copilot without the Microsoft E5 Compliance SKU.

To learn more about this offer, see the [E5 Compliance for Microsoft 365 Copilot Promo FAQ](#).

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E5 Security and E5 compliance add-ons

Customers now have additional options beyond the existing ME3 attach motion to access necessary services irrespective of their current license. Those with **Business Premium** or **O365 E3 + EMS E3** can acquire **Microsoft 365 E5 Security** as an add-on to enhance their security measures. Additionally, **O365 E3 + EMS E3** users have the option to purchase **Microsoft 365 E5 Compliance** as an add-on to be more secure and ready for AI.

Expansion scenarios:

- Business Premium + Microsoft E5 Security
- O365 E3 + EMS E3 + Microsoft E5 Security
- O365 E3 + EMS E3 + Microsoft E5 Compliance

Get familiar with the expansion—for additional partner readiness materials and information on Security incentives/offers for CSP partners, please visit: [aka.ms/CSP_SCIpromo](#).

Leverage the [Threat Protection Engagement](#) and [Data Security Engagement](#) with customers to showcase the value of E5 Security and E5 Compliance.

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SMB Path for Azure Designations now ACTIVE

- **SMB path alignment criteria:** Driving less than USD 1,000,000 Azure consumed revenue (ACR) and 20% or fewer of customers in the Enterprise segment
- **Enterprise path alignment criteria:** Driving more than USD 1,000,000 ACR • Driving less than USD 1,000,000 ACR and more than 20% of customer in the Enterprise segment
- Once a partner is aligned to a path, they will need to meet the qualifications for that path in order to enroll in each Solutions Partner designation for Azure. The qualifications for the Enterprise path are the same as the qualifications for the single path currently available today.
- Qualifications for the SMB path will differ from the Enterprise path. Partners can find all of the qualification details for both paths in the walking decks (attached) for each Azure solution area.

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SMB Path for Security Designations now ACTIVE

Performance Category

Azure: This value is the number of unique customer tenants contributing at least \$600 ACR (Azure Consumed Revenue) in the last TTM from eligible Azure services associated with eligible Offers for specific Partner association types.

Microsoft 365: This value is number of unique customer Tenants having at least one workload with paid licenses between 5-300 paid licenses in a given month from eligible Microsoft 365 workloads for specific Partner association types.

Customer Success Category

Azure: The number of unique customer Tenants contributing a total ACR (Azure Consumed Revenue) between \$750 and \$12,000 in trailing 12 months from eligible Azure services associated with eligible Offers for specific Partner association types.

Microsoft 365: The number of unique Eligible Customer Tenants having at least 15% of these paid licenses should be active from eligible Microsoft 365 workloads for specific Partner association types. Each customer tenant having at least 1 workload with paid licenses between 5 to 300 is counted to be an eligible Tenant for SMB track.

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Teams Phone & Power BI Pricing Update

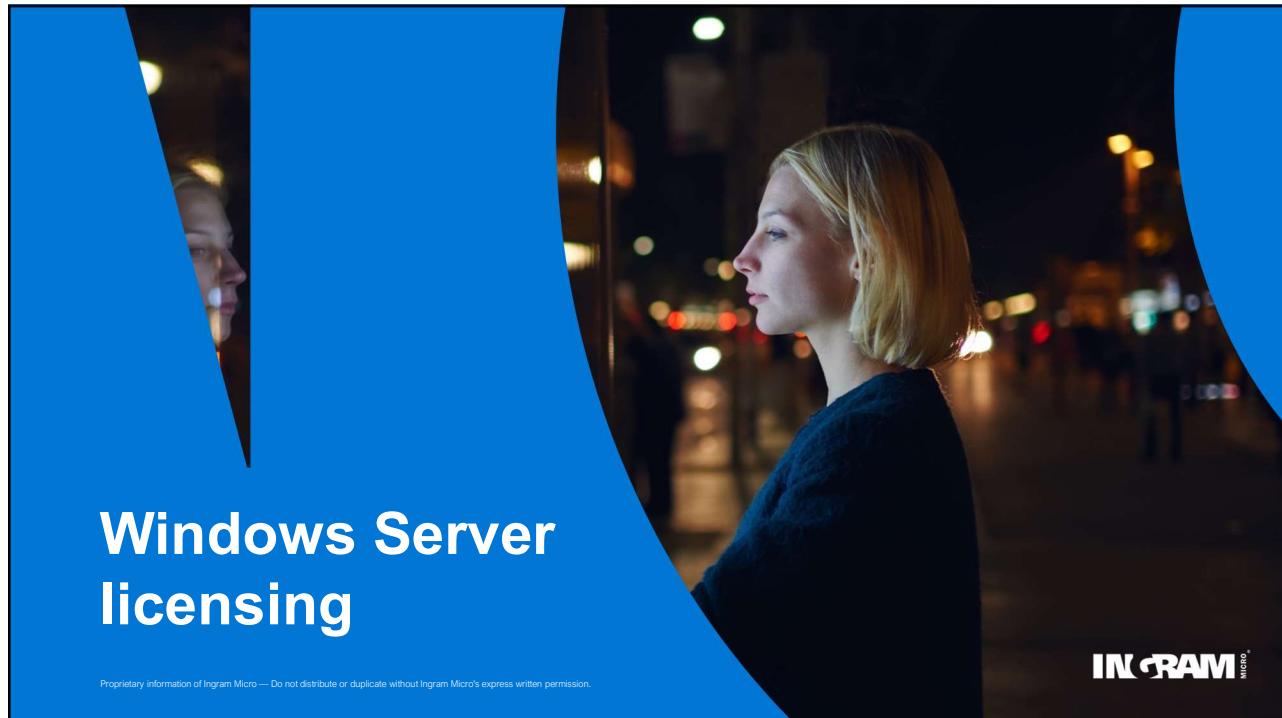
As of April 1, 2025, there will be a **price increase for Teams Phone and Power BI**. Annual/monthly subscriptions will be priced 5% higher.

- Teams Phone Standard: **11,28 EUR per user**, per month (112,80 EUR per user/year)* instead of 9 EUR
- Power BI Pro licenses: **15,27 EUR per user**, per month instead of 11,28 EUR
- Power BI Premium Per User licenses: **27 EUR per user**, per month instead of 22,44 EUR

The monthly billing plan for annual subscription will be priced 5% higher. There may be slight variations in price due to exchange rate fluctuations, local pricing policies and rounding rules.

Ordering Subscriptions

Monthly Subscription	Annual Subscription	Annual Subscription	36 Month Subscription
<ul style="list-style-type: none"> ▪ Enables a customer to change the number of licenses month to month (up and down) ▪ Customer can cancel in any month with no further payment obligation ▪ 20% higher price then their annual subscription ▪ Price locked for 1 month ▪ Cancellation after 7 days will be billed for the full month 	<ul style="list-style-type: none"> ▪ Regular commitment ▪ Ability to increase user count any time with the ability to decrease annually ▪ Price locked for 12 months ▪ 5% higher price than annual subscriptions ▪ Pay monthly or annually ▪ Cancellation after 168 hours (7 calendar days) will be billed for the full 12-month term 	<ul style="list-style-type: none"> ▪ Regular commitment ▪ Ability to increase user count any time with the ability to decrease annually ▪ Price locked for 12 months ▪ Cheapest subscription ▪ Pay monthly or annually ▪ Cancellation after 168 hours (7 calendar days) will be billed for the full 12-month term 	<ul style="list-style-type: none"> ▪ Enables a customer to lock pricing for a full 36 months ▪ Ability to increase user count any time with no ability to decrease during term ▪ Billing options include annual or upfront ▪ Same as annual offer ▪ Cancellation after 168 hours (7 calendar days) will be billed for the full 36 month term <p>JUNE 1st for Microsoft 365 E3 and E5 (Only Annual or Triennial Payment)</p>
Monthly Payment	Monthly Payment	Annual Payment	Monthly/Annual or Triennial Payment



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Windows Server licensing

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Overview Windows Server Editions

- **Windows Server Standard Edition**

- **Virtualization Rights:** Allows for up to two virtual machines (VMs) per license.
- **Storage and Networking:** Supports features like Storage Spaces and Software-Defined Networking (SDN).
- **Security:** Includes advanced security features like Windows Defender Advanced Threat Protection

- **Windows Server Datacenter Edition**

- **Unlimited Virtualization:** Allows for an unlimited number of VMs per license.
- **Advanced Storage and Networking:** Includes features like Storage Spaces Direct and Network Controller.
- **Enhanced Security:** Provides additional security layers, such as Shielded VMs and Host Guardian Service

- **Windows Server Datacenter-Azure Edition**

- The edition includes hotpatch and is available on Azure only.

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Windows Server Licensing

- **Core-based Licensing**
 - License all the physical cores in the server, whereby:
 - For each CPU you need to license minimum 8 cores
 - For each physical server you need to license minimum 16 cores
- **Client Access Licenses (CALs)**
 - CALs are required for each user or device that accesses the Windows Server. There are two types of CALs:
 - **User CALs:** These are assigned to individual users, allowing them to access the server from any device
 - **Device CALs:** These are assigned to individual devices, allowing multiple users to access the server from that device
 - CALs are not required on Azure !
- **External Connector Licenses**
 - **Single License:** An EC license is assigned to a server and allows any number of external users to access that server

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Virtualization Rights

- **Licensing for Virtual Machines**
 - When licensing Windows Server for virtual machines (VMs), the key considerations are the edition of Windows Server and the number of VMs you plan to run:
 - **Standard Edition:** Allows you to run up to two VMs per license. If you need to run more VMs, you must purchase additional licenses
 - **Datacenter Edition:** Provides rights to run an unlimited number of VMs on a licensed server. This makes it ideal for highly virtualized environments
- **Hyper-V Containers**
 - Hyper-V containers are a type of container that provides enhanced isolation by running each container in a lightweight virtual machine. Licensing for Hyper-V containers follows similar rules to VMs:
 - **Standard Edition:** Allows for up to two Hyper-V containers per license.
 - **Datacenter Edition:** Allows for an unlimited number of Hyper-V containers

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Windows Server – How to license by physical cores

- **Default Licensing by Physical cores**

- **Windows Server Datacenter**

- License total quantity of physical cores
 - Minimum 8 cores per CPU
 - Minimum 16 cores per physical server
 - Hereby you can have unlimited virtual machines

- **Windows Server Standard**

- License total quantity of physical cores
 - Minimum 8 cores per CPU
 - Minimum 16 cores per physical server
 - Hereby you can have 2 virtual machines

- For every 2 additional virtual machines, you need take again the total quantity of physical cores

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Windows Server – How to license by physical cores

- **Minimum requirements *for Standard and Datacenter editions***

Server licensing	1-processor server		2-processor server		4-processor server	
Windows Server Standard & Datacenter	Required # cores licenses ¹	Required # 2-pack SKUs ²	Required # cores licenses ¹	Required # 2-pack SKUs ²	Required # cores licenses ¹	Required # 2-pack SKUs ²
2 cores per processor	16	8	16	8	32	16
4 cores per processor	16	8	16	8	32	16
6 cores per processor	16	8	16	8	32	16
8 cores per processor	16	8	16	8	32	16
10 cores per processor	16	8	20	10	40	20

¹Core licenses are sold in 2-packs as well as optional 16-packs (for convenience).

²Eight 2-packs and one 16-pack are priced the same and provide equivalent use rights.

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Windows Server – How to license by physical cores

- Licensing requirements *of additional OSEs for Standard edition*

"Stacking" Standard	1-proc server with 16 cores		2-proc server with 16 cores		4-proc server with 32 cores	
OSEs or Hyper-V containers	Required # cores licenses ¹	Required # 2-pack SKUs ²	Required # cores licenses ¹	Required # 2-pack SKUs ²	Required # cores licenses ¹	Required # 2-pack SKUs ²
2 per server	16	8	16	8	32	16
4 per server	32	16	32	16	64	32
6 per server	48	24	48	24	96	48
8 per server	64	32	64	32	128	64
10 per server	80	40	80	40	160	80

¹Core licenses are sold in 2-packs as well as optional 16-packs (for convenience).

²Eight 2-packs and one 16-pack are priced the same and provide equivalent use rights. However, point counts may vary, so MPSA and Open Volume customers should assess which pack sizes work best for them.

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Windows Server – How to license by virtual cores

- Default Licensing by virtual cores

- Windows Server Datacenter or Standard

- Number of core licenses required equals the number of virtual cores in the virtual operating system environment
 - Minimum 8 cores per virtual machine
 - Minimum 16 cores per customer
 - Requires subscription licenses or licenses with active Software Assurance

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Windows Server Licensing - Per Virtual Machine

- **Licensing Requirements**

- **Minimum Core Licenses:** Each VM must be licensed with a minimum of 8 core licenses
- **Base Set of VMs:** The initial two VMs require a minimum of 16 core licenses (8 cores per VM). Additional VMs can be licensed with minimum 8 cores each.
- **Active Software Assurance (SA):** This licensing option is available to customers with active Software Assurance or subscription licenses

- **Use Cases**

- **On-Premises:** Per VM licensing can be used for on-premises deployments, providing flexibility in managing virtualized environments
- **Authorized Outsourcers:** This licensing model can also be used within an Authorized Outsourcer's shared hosting environment
- **Cloud Integration:** It supports hybrid cloud scenarios, allowing you to extend your on-premises licenses to cloud environments like Azure

- **Benefits**

- **Cost Efficiency:** By licensing only the VMs you need, you can optimize costs, especially in environments with fluctuating workloads
- **Flexibility:** This model provides the flexibility to scale your virtual environment up or down based on your requirements
- **Simplified Management:** Managing licenses per VM can simplify compliance and reduce the complexity of tracking physical core licenses

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Windows Server – Downgrade rights

Deployment options ¹			
Licensed edition	Down editions	Versions ²	Use rights ³
Windows Server 2022 Datacenter	Windows Server Datacenter	2019 or earlier	2022
	Windows Server Standard	2019 or earlier	2022
	Windows Server Essentials	2019 or earlier	2022
	Windows Web Server	2008 R2 or earlier	2022
	Windows HPC Server	2008 R2 or earlier	2022
Windows Server 2022 Standard	Windows Server Standard	2019 or earlier	2022
	Windows Server Essentials	2019 or earlier	2022
	Windows Web Server	2008 R2 or earlier	2022
	Windows HPC Server	2008 R2 or earlier	2022

¹Shows software editions and versions that may be used in place of the appropriately licensed edition in a given OSE.

²Customers may downgrade to any other version as long as they have the appropriate media and keys.

³All use rights are still governed by the licensed edition.

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Windows Server Licensing – Example Physical cores

Host specification	Quantity
# of hosts:	1
CPUs per host:	2
cores per CPU:	32
Total (min.) cores per host:	64

VM specifications	
vCPUs/VM	# of VMs
1	
2	
4	2
8	6
16	
32	
8	

Windows Server pricing	2-core pack
Windows Server 2025 Standard	157.00 €
Windows Server 2025 Datacenter	905.00 €

Perpetual – one time billing

Licensing method: Perpetual - 2-cores model	Datacenter Edition	Standard Edition
Required # of core licenses:	64	256
Required # of 2-core packs:	32	128
Total # of licensed VMs:	Unlimited	8
Software Assurance:	Optional	Optional
License cost (one-time):	28,960.00 €	20,096.00 €

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Windows Server Licensing – Example Physical cores

Host specification	Quantity
# of hosts:	1
CPUs per host:	2
cores per CPU:	32
Total (min.) cores per host:	64

VM specifications	
vCPUs/VM	# of VMs
1	
2	
4	2
8	6
16	
32	
8	

Windows Server pricing	2-core pack
Win Server Standard (Softw. Subscription)	6.08 €
Win Server Datacenter (Softw. Subscription)	42.67 €

Subscription – monthly billing

Licensing method: by software subs	Datacenter Edition	Standard Edition
Required # of core licenses:	64	256
Required # of 2-core packs:	32	128
Total # of licensed VMs:	Unlimited	8
License cost:	1,365.44 €	778.24 €

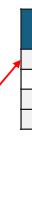
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Windows Server Licensing – Example 1 Virtual cores



Host specification		Quantity
# of hosts:		1
CPUs per host:		2
cores per CPU:		32
Total (min.) cores per host:		64

VM specifications		# Physical Cores	# Virtual Cores
vCPUs/VM	# of VMs	# Physical Cores	# Virtual Cores
1		0	0
2		0	0
4	2	8	16
8	6	48	48
16		0	0
32		0	0
8		56	64

Windows Server pricing	2-core pack
Win Server Standard (Softw. Subscription)	6.08 €
Win Server Datacenter (Softw. Subscription)	42.67 €

Attention: The above calculation is only valid if the Operating system on the host server is a non-Windows OS!

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Windows Server Licensing – Example 2 Virtual cores



Host specification		Quantity
# of hosts:		1
CPUs per host:		2
cores per CPU:		32
Total (min.) cores per host:		64

VM specifications		# Physical Cores	# Virtual Cores
vCPUs/VM	# of VMs	# Physical Cores	# Virtual Cores
1		0	0
2		0	0
4	2	8	16
8	6	48	48
16		0	0
32		0	0
8		56	64

Windows Server pricing	2-core pack
Win Server Standard (Softw. Subscription)	6.08 €
Win Server Datacenter (Softw. Subscription)	42.67 €

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Windows Server Licensing - with Azure Arc

- **Pay-as-you-go Licensing**

- Azure Arc provides a pay-as-you-go licensing model for Windows Server, which allows you to license individual servers based on usage. This model is particularly beneficial for hybrid and cloud environments. Key points include:
 - **Flexible Billing:** You only pay for the resources you use, which can help optimize costs, especially for variable workloads
 - **No Upfront Costs:** Unlike traditional perpetual licensing, there are no upfront costs. You are billed monthly based on your actual usage
 - **Automatic Activation:** Servers enrolled in the pay-as-you-go model are automatically activated for Azure management services

- **Integration with Azure Services**

- Azure Arc enables seamless integration with various Azure management and security services, enhancing the capabilities of your Windows Server instances. Some of the key services include:
 - **Azure Update Manager:** Manage and deploy updates to your servers, ensuring they are always up-to-date and secure
 - **Azure Policy:** Enforce compliance and configuration policies across your hybrid environment
 - **Azure Monitor:** Gain insights into the performance and health of your servers with advanced monitoring and analytics
 - **Azure Site Recovery:** Ensure business continuity by replicating and recovering workloads in case of a disaster

- **Benefits of Azure Arc-enabled Servers**

- By enabling Windows Server management through Azure Arc, you gain access to several benefits:
 - **Unified Management:** Manage all your servers, whether on-premises or in the cloud, from a single control plane
 - **Enhanced Security:** Leverage Azure's security features, such as Microsoft Defender for Cloud, to protect your servers
 - **Scalability:** Easily scale your infrastructure up or down based on your needs, without worrying about licensing constraints

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Windows Server Licensing – on Azure Local

- **Per-core licensing**

- With per-core licensing, costs are calculated based on the physical processor cores in your hardware.
- This option is priced at \$10 USD per month per physical processor core.
- This cost doesn't include the guest operating system (OS) licensing for any virtual machines (VM) running within the Azure Local configuration.

- **OEM licensing**

- The OEM licensing option is something that exclusively comes from your OEM partner.
- It is a pre-installed license that is activated in Azure.
- The license is valid for the lifetime of the hardware that the Azure Local is installed on.

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Windows Server Licensing – on Azure Local

- **Windows Server Licensing**
 - You can use your existing Windows Server licenses with Azure Local.
 - Here are the options:
 - **Windows Server Standard:**
 - Licensed per physical core.
 - Allows for two OSE per license of all physical cores.
 - Requires additional licenses for more VMs.
 - **Windows Server Datacenter:**
 - Licensed per physical core.
 - Allows for unlimited OSE.
 - Ideal for highly virtualized environments.
 - If SA is foreseen, you can make use of Azure Hybrid Benefit (= Cost price 10\$/month → 0\$ per month)

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What changes with the SPLA licenses?

Removal of Outsourcing Rights on Listed Providers:

As of September 30, 2025, a service provider can no longer use their own SPLA licenses to run workloads on the data centers of a "Listed Provider" (which includes Azure, AWS, GCP, and Alibaba Cloud).

Transition Period:

Microsoft provided a long transition period from the initial announcement in 2022 to the final deadline of September 30, 2025, to allow partners and customers to adjust.

Reference: Services_Provider_License_Agreement_Reference_Card.pdf
 URL: https://download.microsoft.com/download/8/9/A/89A3F8B9-94DE-4956-A56E-F6D2B215D0E6/Services_Provider_License_Agreement_Reference_Card.pdf

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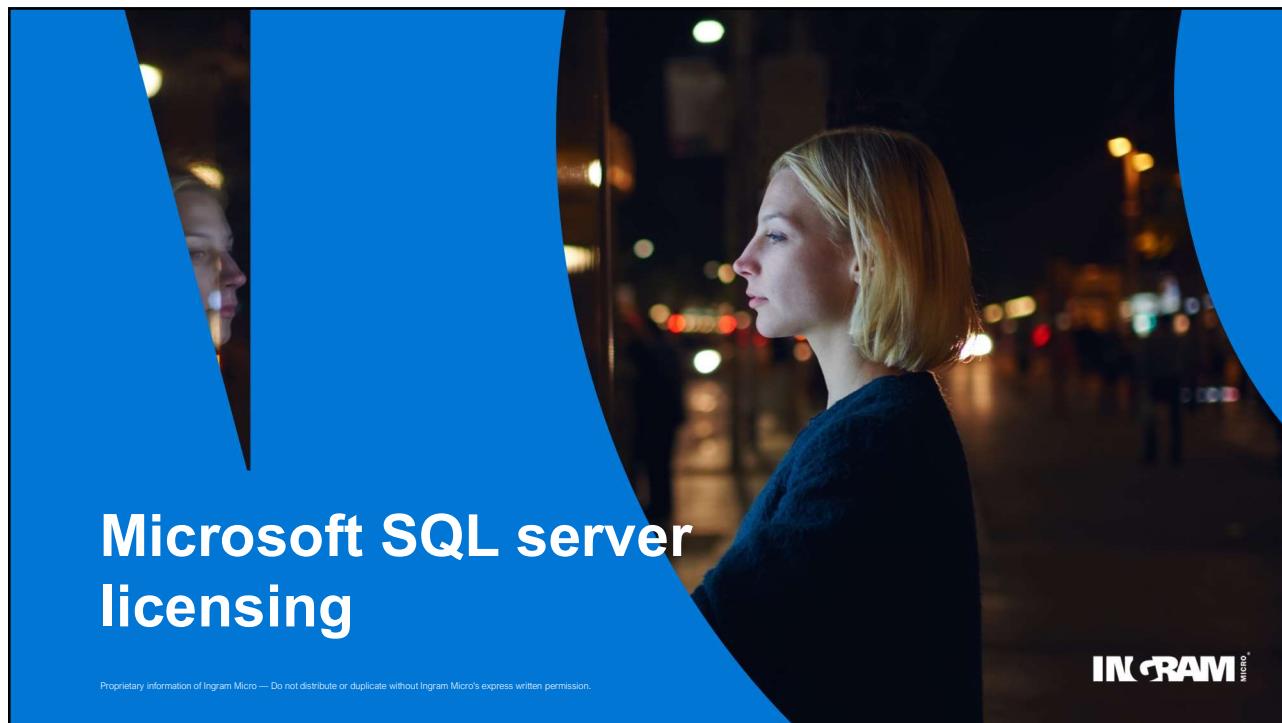
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Overview SQL Server Editions

- **SQL Server Express Edition**
 - Entry-level, free database
 - Ideal for learning and building desktop and small server data-driven applications.
- **SQL Server Developer Edition**
 - Includes all features of enterprise edition.
 - Is licensed for use as development and test system, not as production server.
- **SQL Server Web Edition**
 - Low total-cost-of-ownership option for Web hosters.
 - Only for web-based applications
- **SQL Server Standard Edition**
 - Delivers basic data-management for departments and small organizations.
 - For on-premises and cloud environments.
- **SQL Server Enterprise Edition**
 - High-end datacenter capabilities.
 - For mission-critical workloads.

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SQL Server Licensing

- **Server license + Client Access Licenses (CALs) – (for Standard Edition only)**
 - CALs are required for each user or device that accesses the SQL Server.
 - Only available in Perpetual or SPLA
- **Core-based Licensing**
 - License all the cores dedicated to the SQL server, with a minimum of 4 cores.
 - No CALs required
- **'Pay As You Use' Licensing (Azure ARC)**
 - License all the cores dedicated to the SQL server, with a minimum of 4 cores.
 - No CALs required
 - Only billed if the SQL server is running/active.

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SQL Server Licensing - Per core model - options

- **SQL Server in a physical OSE**
 - all physical cores on the server must be licensed.
 - minimum of four core licenses are required for each physical processor on the server.
- **SQL Server in a virtual OSE**
 - all virtual cores on the VM must be licensed
 - minimum of four core license per VM
 - for licensing purposes, a v-core maps to a hardware thread.

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SQL Server Licensing – Product & Billing period

- **Perpetual model**

- **Billing:** One time purchase
- **Use right:** unlimited in time
- Some examples

Product description	Product Period	Billing Period
SQL Server 2022 Standard Edition (NCE COM BAS PER 1TM)	unlimited	Once
SQL Server 2022 - 1 User CAL (NCE COM BAS PER 1TM)	unlimited	Once
SQL Server 2022 Standard Core - 2 Core License Pack (NCE COM BAS PER 1TM)	unlimited	Once

- **Subscription model**

- **Billing:** per month, year or 3 years (upfront)
- **Use right:** as long the subscription is active
- **Product description**

Product description	Product Period	Billing Period
SQL Server Standard 2022 - 2 Core License Pack - 1 year	1 Year	Yearly
SQL Server Standard 2022 - 2 Core License Pack - 1 year	1 Year	Monthly
SQL Server Standard 2022 - 2 Core License Pack - 3 year	3 Years	Yearly
SQL Server Standard 2022 - 2 Core License Pack - 3 year	3 Years	Once
Azure Arc-enabled SQL Server (PAYG) - hourly cost	1 Month	Monthly

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SQL Server Licensing – Example - Perpetual

- Situation 1**

- 1 SQL server with 4 virtual cores – Accessed by 30 users
- Price calculation in a **Server/CAL license model**

Price calculation for SQL Server standard with 4 cores					
Product description	Product Term	Billing Term	MSRP	Quantity	MSRP(4)
SQL Server 2022 Standard Edition (NCE COM BAS PER 1TM)	unlimited	Once	1,057.00 €	1	1,057.00 €
SQL Server 2022 - 1 User CAL (NCE COM BAS PER 1TM)	unlimited	Once	246.00 €	30	7,380.00 €

- Situation 2**

- 1 SQL server with 4 virtual cores – Accessed by 30 users
- Price calculation in a **Core license model**

Price calculation for SQL Server standard with 4 cores assigned					
Product description	Product Term	Billing Term	Reseller Price	MSRP	...
SQL Server 2022 Standard Core - 2 Core License Pack (NCE COM BAS PER 1TM)	unlimited	Once	3,741.58 €	4,223.00 €	2

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SQL Server Licensing – Example - Subscription

- Situation:**

- 1 SQL server with 4 virtual cores – Accessed by 30 users
- Price calculation in a **Core license model**

Price calculation for SQL Server standard with 4 cores					
Editor	License model	Product description	Product Term	Billing Term	MSRP
Standard Software subscription	SQL Server Standard 2022 - 2 Core License Pack - 1 year		1 Year	Yearly	1,994.00 €
Standard Software subscription	SQL Server Standard 2022 - 2 Core License Pack - 1 year		1 Year	Monthly	166.17 €
Standard Software subscription	SQL Server Standard 2022 - 2 Core License Pack - 3 year		3 Years	Yearly	1,669.67 €
Standard Software subscription	SQL Server Standard 2022 - 2 Core License Pack - 3 year		3 Years	Upfront	5,009.00 €
Standard Consumption-based	Azure Arc-enabled SQL Server (PAYG) - Standard license		1 Month	Monthly	62.96 €
Standard SPLA	SQL Server Standard Core ALng LSA 2L		1 Month	Monthly	172.41 €
Standard SPLA	SQL Server Standard ALng LSA SAL		1 Month	Monthly	18.63 €

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Fabric Capacity Estimator

URL: <https://www.microsoft.com/en-us/microsoft-fabric/capacity-estimator/>

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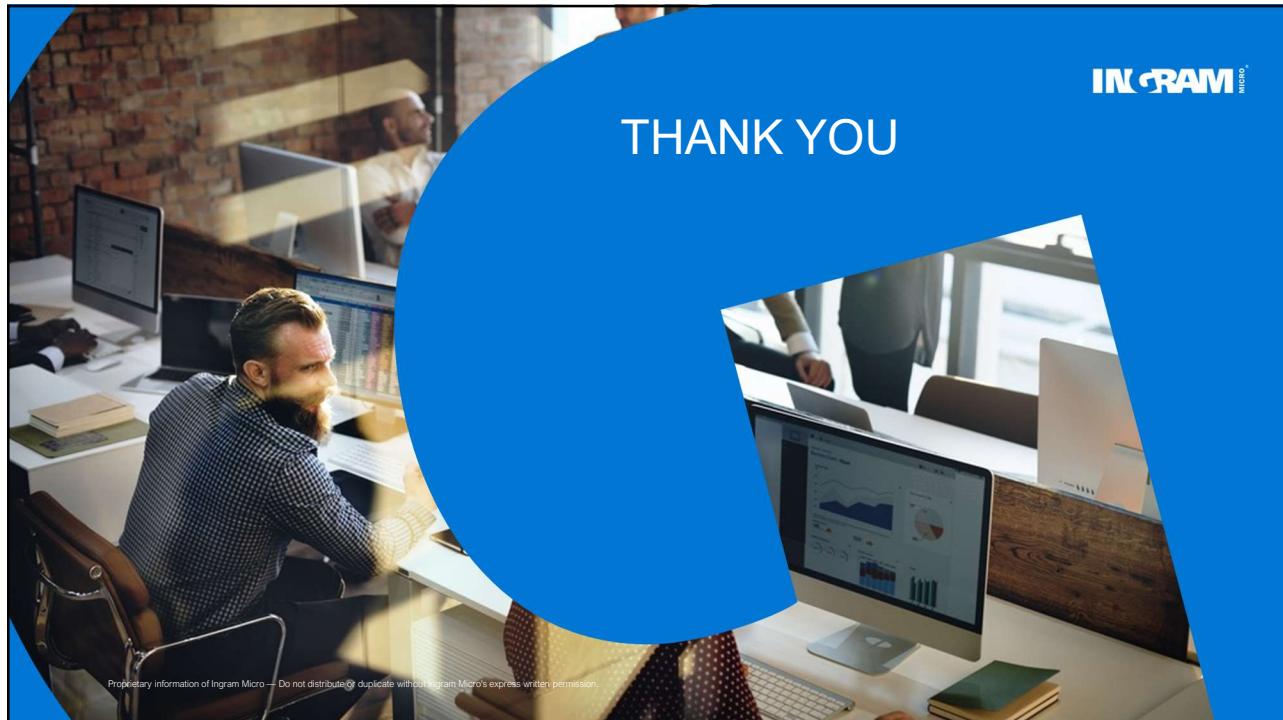
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