

B r i e f

Step-up Licenses

January 2007

Corporate and Academic ♦ Open Value License ♦ Select License ♦ Enterprise Agreement ♦ Academic Select License

Customers with Software Assurance may migrate from Standard Edition software to Professional Edition or Enterprise Edition software while maintaining their Software Assurance coverage on a given product. The Step-up License makes it easier for customers to upgrade from a lower level edition to a higher level edition without incurring the full cost of licensing two separate editions of the software. Customers can upgrade their license as their company and needs grow.

Step-up License Availability*

Step Up From	Step Up To
Microsoft BizTalk Server Standard	Microsoft BizTalk Server Enterprise
Microsoft BizTalk Accelerator for SWIFT Standard	Microsoft BizTalk Accelerator for SWIFT
Microsoft BizTalk Accelerator for HIPAA Standard	Microsoft BizTalk Accelerator for HIPAA Enterprise
Microsoft BizTalk Accelerator for RosettaNet Standard	Microsoft BizTalk Accelerator for RosettaNet Enterprise
Microsoft BizTalk Accelerator for HL7 Standard	Microsoft BizTalk Accelerator for HL7 Enterprise
Microsoft Commerce Server Standard	Microsoft Commerce Server Enterprise
Microsoft CRM Customer Service Professional User	Microsoft CRM Customer Service Professional User
Microsoft CRM Sales Standard User	Microsoft CRM Sales Professional User
Microsoft CRM Suite Standard User	Microsoft CRM Suite Professional User
Microsoft Exchange Server Standard	Microsoft Exchange Server Enterprise
Microsoft Internet Security & Acceleration (ISA) Standard Server	Microsoft Internet Security & Acceleration (ISA) Server
Microsoft Office Live Communications Server (LCS) 2005 Standard	Microsoft Live Communications Server 2005 Enterprise
Microsoft Office Standard	Microsoft Office Professional Plus
Microsoft Office Small Business Edition (Open License Value only)	Microsoft Office Professional Plus
Microsoft Office Professional Plus	Microsoft Office Enterprise
Microsoft Project Standard	Microsoft Project Professional
Microsoft Speech Server Standard	Microsoft Speech Server Enterprise
Microsoft SQL Server™ Standard	Microsoft SQL Server Enterprise
Microsoft Visio® Standard	Microsoft Visio Professional
Microsoft Windows Server® 2003 R2 Standard	Microsoft Windows Server 2003 R2 Enterprise
Microsoft Windows Server 2003 R2 Standard	Microsoft Windows Server 2003 R2 Datacenter
Microsoft Windows Server 2003 R2 Enterprise	Microsoft Windows Server 2003 R2 Datacenter
Microsoft Windows® Small Business Server Premium MSDN® Universal	Microsoft Visual Studio Team Suite with MSDN Premium Subscription
Microsoft Visual Studio® Team Edition for Software Developers with MSDN Premium Subscription	Microsoft Visual Studio Team Suite with MSDN Premium Subscription
Microsoft Visual Studio Team Edition for Software Architects with MSDN Premium Subscription	Microsoft Visual Studio Team Suite with MSDN Premium Subscription
Microsoft Visual Studio Team Edition for Software Testers with MSDN Premium Subscription	Microsoft Visual Studio Team Suite with MSDN Premium Subscription
Microsoft Core CAL Suite	Microsoft Enterprise CAL Suite

*Please note: This list represents the available Volume Licensing Step-up licenses. This list is subject to change.

Qualification to Obtain the Step-up License

To obtain a Step-up license to a higher level edition of a product, the customers need:

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Microsoft | Volume Licensing

- A lower level edition license for the software with Software Assurance on Open License Value or Select License **OR**
- An Enterprise Agreement that includes the lower level edition license for the software.

Step-up License for Renewing Customers

Enterprise Agreement, Select License, and Open License Value customers have the option to acquire a Step-up License on or after the renewal of their previous agreements.

On renewal:

Open License Value and Select License customers need:

- Software Assurance for the license originally acquired, and
- Three years remaining Step-up License and Software Assurance (L&SA) for the higher level edition.

Enterprise Agreement customers need:

- Software Assurance for the license originally acquired, and
- Add-at-signing the Step-up L&SA part numbers.

For an existing agreement: Enterprise Agreement, Select License, and Open License Value customers need to have:

- Software Assurance for the license they currently have, and
- One-, two-, or three-years remaining Step-up L&SA for the higher level edition.

Step-up License Pricing

The Step-up License price is the difference between the L&SA price of the higher level and lower level editions of the software. For Select License, Open License Value, and Enterprise Agreement with Add-at-signing customers, the Step-up License price is spread out in equal annual payments for the remainder of the customer's agreement term. For Enterprise Agreement customers who acquired a Step-up License after the renewal, the price is paid at the time of acquisition of the license as with all additional software license acquisitions.

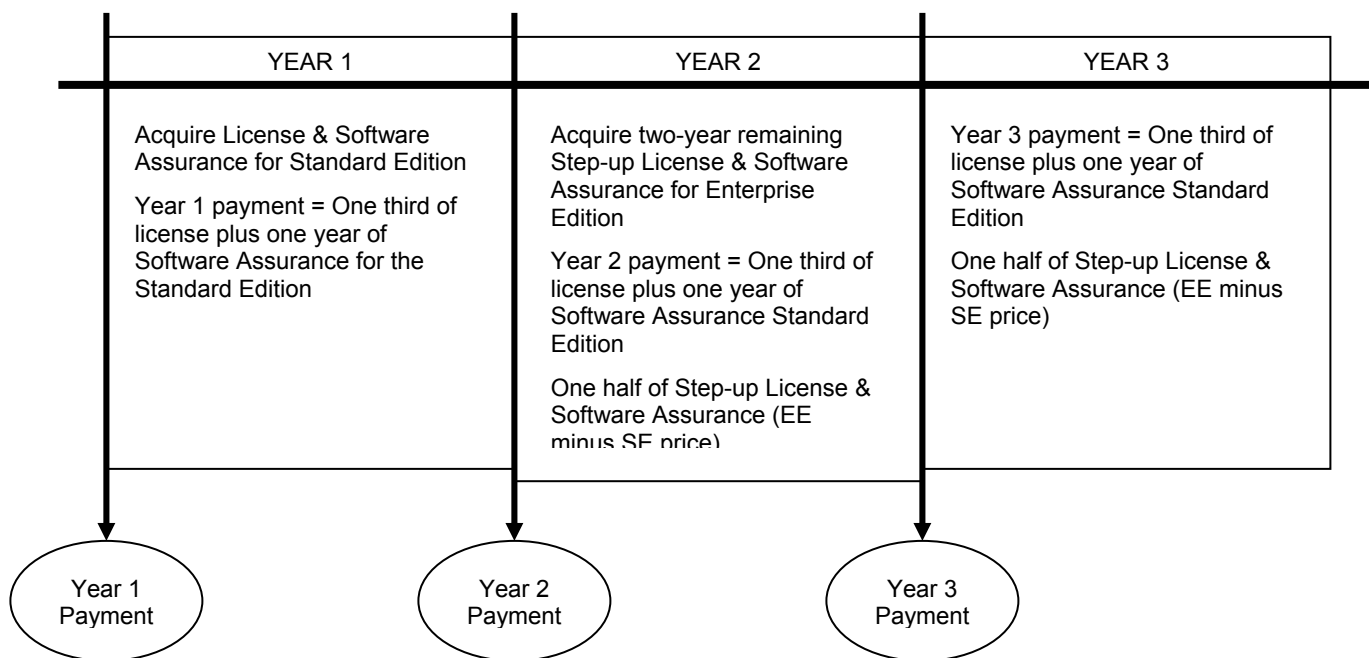
Step-up License Pricing Example

The example on the next page shows the calculation and annual payments of the Step-up License acquired in the second year of an existing Select License (or Open License Value) agreement.

SE = Standard Edition

EE = Enterprise Edition

L&SA = License and Software Assurance



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- The original Standard Edition payments continue after the acquisition of the Step-up License until the end of the agreement term (annual payment of one third of license plus one year of Software Assurance).
- The Step-up License simply adds the price difference and spreads that price throughout the remaining years of the agreement term.
- The price of the Step-up License corresponds to the remaining years left in the agreement term.

FAQs

Can a customer who licensed the Standard Edition software under a previous agreement and has renewed Software Assurance on a current agreement acquire the Step-up License?

Yes. If the customer has active Software Assurance on the Standard Edition software license, then they may acquire the Step-up License.

Can a customer renew Software Assurance on the higher level edition software license acquired through the Step-up License?

Yes. The License and Software Assurance for the higher level edition software license are both acquired under the Step-up License offering. When that Software Assurance coverage expires, the customer may renew coverage on the higher level edition they stepped up to.

How does the Step-up License work in an Enterprise Agreement during a True-up?

The same rules for True-up apply. On acquiring the Step-up License, the customer's underlying Standard Edition software license is considered replaced by the higher level edition software license. Eligible customers may then True-up on additional copies of the higher level edition software during the remaining term of their agreement.