

hp's Microsoft Volume Licensing programs

	Open License 6.0	Select License 6.0	Enterprise License 6.0
customer size	All customers regardless of size.	250+ Desktops (Agreement minimum of 1,500 points over 3 years.)	250+ Desktops
customer profile	Business/Volume: Customers who desire easy one-time transactions. Value: Customers who desire the ease of spreading payments over a 3-year term.	Medium, large and multinational corporations with mixed Microsoft licensing requirements, decentralized purchasing, ability to forecast purchases.	Medium, large, and multinational companies willing to standardize their entire enterprise on Microsoft technology with centralized purchasing, desire to build or maintain a standard platform of Microsoft products.
products included	Business/Volume: Extensive software license product list available for any order. See current Open License price list for complete listing of software licenses available. Value: Extensive software license & Software Assurance list available for any order. See current Open Value price list for complete listing of software licenses & Software Assurance available.	Extensive product list available. Reference most current version of the Select price list.	Licenses to run: • Microsoft Office Professional • Microsoft Windows® Professional upgrade • Core CAL Additional products available for desktops.
agreement term	Business/Volume: 24 full calendar months. Value: 3 years (36 calendar months) with the option to extend for 3 additional years.	3 years (36 calendar months) with the option to extend for 1 or 3 additional years.	3 years (36 calendar months) with the option to extend for 1 or 3 additional years.
sales channel	HP Software Licensing & Management Solutions	HP Software Licensing & Management Solutions	HP Software Licensing & Management Solutions
initiating agreement and receiving licenses	Business/Volume: Place an initial Open License order through HP SLMS for a minimum of 5 licenses for Open Business or 500 pts. for Open Volume, in order to establish agreement term and price level. Microsoft assigns authorization number and posts license confirmations on secured eOpen Web site (where available). A hard copy of the License Confirmation is faxed to the end user. Value: Sign with Microsoft through HP: • Microsoft Open Value Agreement—Customers will have access to a secured online MVLS* license tracking site for all license orders.	Sign with Microsoft through HP: • Microsoft Business Agreement (MBA) • Select Agreement • Select Enrollment (Licenses available on Microsoft secured customer Web site.)	Sign with Microsoft through HP: • Microsoft Business Agreement (MBA) • Enterprise Agreement • Enterprise Enrollment Receive license confirmations at the end of the enrollment for all licenses acquired during the term of the enrollment.
pools/price levels	Business: Each software product assigned value of one license. Volume: Each software license assigned to a product pool; a specific point value that when combined determines price level. Value: Standard Option—One single price level. Company-Wide Option—One annual price covers all desktops within the organization on the Desktop Professional Platform.	Applications, Systems and Servers pool minimum forecast per price level: A= 1,500 B= 12,000 C= 30,000 D= 75,000	Pricing levels based on the number of qualified desktops in the enterprise. Minimum desktops per price level: A= 250 B= 2,400 C= 6,000 D= 15,000 (All pricing is determined by Microsoft)
reorder minimums	No minimum requirement	No minimum requirement	No minimum requirement
product fulfillment	Business/Volume: Media must be acquired separately. Value: Starter CD set available based on initial purchase. All other media must be purchased separately.	Each enrollment receives one introductory Product Fulfillment Kit containing an initial set of CD-ROMs for the pools and language groups selected with updates throughout the term of the agreement.	Each enrollment receives one introductory Product Fulfillment Kit containing an initial set of CD-ROMs for the pools and language groups selected with updates throughout the term of the agreement.
customer locations covered	Business/Volume: In certain situations, multinational customers can share Open License authorization number with affiliates or subsidiaries, allowing customers to place orders under the same authorization number. Value: U.S. customers only	Customer can choose global locations to which they would like to license or add through separate enrollments under the agreement.	Includes all global locations defined (enterprise-wide commitment) under the enrollment.
customer types	Business/Volume: Corporate, Academic, Charity, State & Local Government Value: Corporate	Corporate, Academic and Federal Government	Corporate Only

* Microsoft Volume Licensing Services

www.hp.com/software/slms

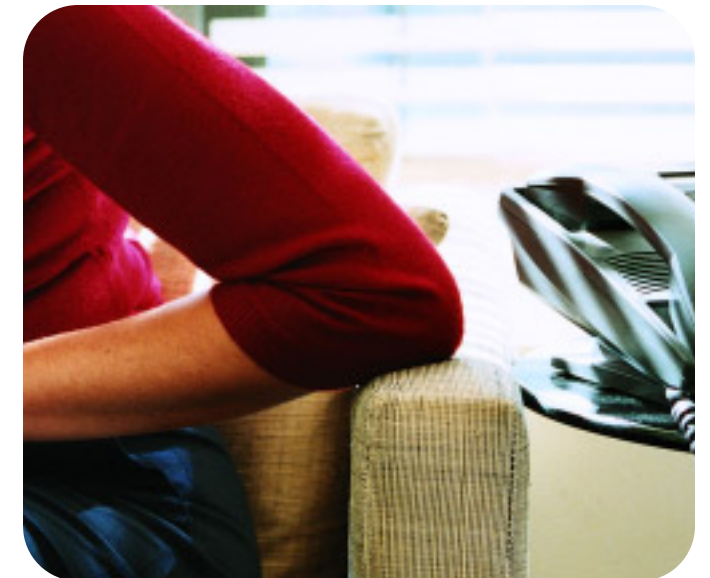
Microsoft

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we're here to help with
Microsoft Volume Licensing



global software licensing solutions

It can be challenging to choose from so many complex licensing programs, especially considering the costs involved with making the wrong decision. Or it can be quite simple—with HP Software Licensing & Management Solutions, your advocate for Microsoft® Volume Licensing.

As a Microsoft-designated global Enterprise Software Advisor and a Large Account Reseller (LAR), HP can assist you with licensing, tracking and managing your software throughout your enterprise.

HP provides a global sales channel for all Microsoft programs and services—and will work with you to help select the program that best suits your needs. We offer three comprehensive licensing programs, all of which provide the impartial and proactive support you need to achieve compliance and get the most value out of your volume licensing of Microsoft software.

Microsoft Open License

For small- to medium-size businesses looking for the most flexible way to license Microsoft software.

- **Open Business/Volume:** This program provides the advantage of volume pricing without a contract or ongoing commitment with purchase of as few as five licenses.
- **Open Value:** For companies with 5-250 desktops entering into Open Value Agreements with Microsoft. This program provides the advantage of spreading the cost for License & Software Assurance (3-year maintenance), and the right to any new version of

the product released during the term of the signed Open Value Agreement.

Microsoft Select License

For businesses with 250 desktops or more. (Agreement minimum of 1,500 points over three years.) The Select License program enables you to cut costs by aggregating your worldwide spending.

Microsoft Enterprise License

For companies with 250 or more desktops entering into enterprise agreements with Microsoft. HP can serve as your global Enterprise Software Advisor, supporting your software licensing needs worldwide.

As your customer advocate, HP provides a truly global software acquisition solution, backed by one of the world's most reputable IT leaders. To find out more, visit www.hp.com/software/slms

choose the solution that's right for you

Whether you're a large multinational enterprise or a domestic company of several hundred, managing software can be overwhelming, unless you are using HP Software Licensing & Management Solutions. Our solutions focus on the three leading challenges of managing software—cost, control and compliance. As one of the world's leaders in information technology, HP has the resources, partnerships, expertise and global synergy you need to cost-effectively achieve compliance and gain control of your software across your enterprise. Our complete solution allows you to:

- **select the program that is right for you.** HP will always recommend solutions based on your company's needs.

- **maximize your global resources.** Manage software, budgets and support quality across the globe easily using HP's services in over 160 countries.
- **receive information to enable you to be compliant.** Leverage HP's License Management Service to monitor and manage your desktop and server software assets while providing the information you need to be compliant.

why hp

HP Software Licensing & Management Solutions is your Prime Source to bring you:

- **experience**—bring our expertise and best-in-practice solutions to your enterprise without adding headcount
- **partnerships**—strong relationships with leading software providers
- **end-to-end solutions**—covering products, consultation, managed services and support
- **lower costs, greater ROI**—consolidating suppliers of hardware and software services helps you reduce costs enterprise-wide with single-point accountability

HP Software Licensing & Management Solutions—a clearly superior choice.

To discover the better way to license and manage software for your enterprise, please visit our Web site, where you will find a list of country-specific contacts, as well as an information request form:

www.hp.com/software/slms

