# A Cost-Effective way to Provide Citizen Services

## Microsoft Enterprise Subscription Agreement for Government

For a large government organization looking for a cost-conscious option for licensing Microsoft® software products across the organization, the Microsoft Enterprise Subscription Agreement (EAS) for Government program is offered with lower up-front costs and at a lower annual payment[[1]](#footnote-1) than the Enterprise Agreement for Government. The EAS also includes additional components that can help stretch your IT budget.

Enterprise Subscription Agreement for Government is a Volume Licensing program for eligible government organizations[[2]](#footnote-2) with 250 or more desktop PCs. With Enterprise Subscription Agreement for Government, your organization can subscribe to—rather than purchase—Microsoft software licenses.

The Enterprise Agreement for Government includes the advantages of Microsoft Software Assurance, Microsoft’s comprehensive maintenance program that helps you get the most out of your licensed products. With its broad range of benefits, Software Assurance can help you save time and money while increasing productivity. These benefits support your organization as you plan, set up, use, maintain, and transition your software solutions.

For organizations that want to purchase perpetual rights to software licenses, the Enterprise Agreement for Government has the same benefits as Enterprise Subscription Agreement. The program is a great choice for your organization if you have 250 or more desktop PCs and want a simple, flexible, and affordable way to standardize your organization on the latest Microsoft technology. See the *Enterprise Agreement for Government Program Guide* at [www.microsoft.com/licensing](http://www.microsoft.com/licensing)/ for more information.

Qualified government organizations are eligible for special government pricing. Government eligibility definitions vary by region, and eligibility requirements are available at <http://www.microsoftvolumelicensing.com/userights/DocumentSearch.aspx?Mode=3&DocumentTypeId=6>.

# PRogram Benefits

Enterprise Subscription Agreement for Government benefits include the following:

* A subscription-based agreement.
* Special government pricing off full retail prices for eligible government customers.
* Lower annual payments than required for a new Enterprise Agreement for Government.
* The number of eligible desktop PCs for your organization can fluctuate annually—to accommodate acquisitions and divestitures. This also includes reducing the number of licenses if your desktop PC count declines.
* Lower total cost of ownership (TCO) and improved workplace productivity by standardizing on Microsoft licensed products for all desktop PCs across the organization.
* Microsoft Software Assurance benefits, including new version upgrades, Home Use Program (HUP), 24 hours a day, seven days a week phone support and Web support, Desktop Deployment Planning Services (DDPS), technical training, the Windows Vista® Enterprise operating system, and Extended Hotfix Support.

Enterprise Subscription Agreement for Government is a practical option to consider if you have a fluctuating workforce and/or desktop PC assets, want flexibility in how you acquire software assets, or are interested in reducing expenses.

# Agreement Term and Renewal

The initial term of an Enterprise Subscription Agreement for Government enrollment is three years. Before your agreement expires, you can either renew your Enterprise Subscription Agreement for Government to obtain perpetual licenses through the buy-out option or allow your agreement to expire.

## Renewal Option

If you decide to renew your Enterprise Subscription Agreement for Government enrollment, you can choose a renewal term of one or three years.

## Buy-Out Option

You can choose to buy out your Enterprise Subscription Agreement for Government. You must place the buy-out order no more than 60 days before the end of your initial Enterprise Subscription Agreement enrollment or renewal term.

The buy-out price for each product license is 1.75 times the current annual price (or reference price) paid to your reseller for that product as of the buy-out order date. The price level for the buy-out order is the price level that you qualified for as of the anniversary of your Enterprise Subscription Agreement for Government effective date immediately preceding the applicable expiration date. To buy out your Enterprise Subscription Agreement for Government, you need to place an order for the following:

* The number of desktop PCs and additional product copies added during the first year.
* The number of qualified desktop PCs as of the date of the buy-out order for each Enterprise product.
* The additional product copies you want to obtain.

## Expiration Option

If you choose not to renew your Enterprise Subscription Agreement for Government enrollment or to buy out your agreement when your enrollment expires, you need to delete all products from the enrolled desktop PCs and destroy the associated media.

# Enhance Your Licenses with Software Assurance

Microsoft Software Assurance is a comprehensive maintenance offering. It provides a broad range of benefits that help you get the most out of your software license purchases. These benefits are available throughout the software management life cycle, so you can access them when you need them. Software Assurance benefits contribute to the return on your technology investment by helping you with budget predictability, minimized downtime, and improved productivity. And Software Assurance can help you lower the operating expenses for employee development, deployment, and support costs. This program also offers other advantages, depending on how you activate and use the benefits.

Having Software Assurance in place across your organization can reduce the time it takes to track multiple versions of licensed products. For more information on Software Assurance, go to <http://www.microsoft.com/licensing/software-assurance/default.aspx>.

# Managing Licenses Made Easy

# You can use the Microsoft Volume Licensing Service Center (VLSC) to download licensed products, access product Volume License Keys (VLKs), and manage your Microsoft Volume Licensing agreements and license purchasing—all in one convenient online location. VLSC offers online, multilingual, and personalized access to details about your licenses, including VLKs, agreement status, purchase order information, and Software Assurance entitlements. For details, visit <https://www.microsoft.com/licensing/servicecenter/>.

# How To LIcense

Contact Microsoft to find a Microsoft Authorized Large Account Reseller (LAR) to assist you with acquiring the licenses under Enterprise Subscription Agreement. Find a licensing program reseller near you at https://solutionfinder.microsoft.com/.

To locate Volume Licensing contacts outside the United States and Canada, find the Microsoft Volume Licensing Web site for your country or region at <http://www.microsoft.com/licensing/index/worldwide.mspx>.

# Additional Resources

**Microsoft Volume Licensing**

<http://www.microsoft.com/licensing>/

**Government Eligibility Definitions**

<http://www.microsoftvolumelicensing.com/userights/DocumentSearch.aspx?Mode=3&DocumentTypeId=6>

**Microsoft Volume Licensing Service Center**

<https://www.microsoft.com/licensing/servicecenter/>

**Microsoft Software Assurance**

<http://www.microsoft.com/licensing/software-assurance/>

**Microsoft Volume Licensing Case Studies**

<http://www.microsoft.com/licensing/about-licensing/value-of-volume-licensing.aspx>

**Microsoft Solutions for Government**

<http://www.microsoft.com/industry/publicsector/government/default.mspx>

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The contents of this document are subject to change. Please contact your Microsoft reseller for the most current version of this document.

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1. Extended Payment Terms is not available for Enterprise Subscription Agreement for Government. [↑](#footnote-ref-1)
2. Qualified government organizations are eligible for special government pricing. Government eligibility definitions vary by region. Government eligibility requirements are available at <http://www.microsoft.com/licensing/licensing-options/for-industries.aspx>. [↑](#footnote-ref-2)