



Server & Cloud Enrollment

The Server and Cloud Enrollment (SCE) is a new enrollment under the Microsoft Enterprise Agreement. The SCE provides a new option for highly committed customers that enables them to standardize broadly on one or more key Server and Cloud technologies from Microsoft.

| Cloud Enabled  | Standardized & Simplified  | Cost Savings & Benefits  |
|---|--|---|
| Gain the flexibility to move to the cloud as needed and grow organically without losing the value built in existing deployments | Ensure adoption of the latest technologies while simplifying deployment and license management | Get the best pricing, discounts and added benefits designed to support Server and Cloud technologies |

How the SCE Benefits Customers

To enroll in an SCE, customers make an installed-base wide commitment to one or more components. This means committing to full Software Assurance coverage across the installed base of an SCE component and in the case of System Center, committing to full System Center coverage on their Windows Server installed base through the Core Infrastructure Suites (CIS).

In return for making this commitment, the SCE provides customers a range of benefits, including new cloud-optimized licensing options, simplified license management and the best pricing and terms.

Cloud-Enabled

SCE offers our lowest Windows Azure pricing, application License Mobility to the cloud, and new benefits for using System Center to manage Azure resources. Customers also

get a new, subscription-based option, offering more flexibility when retiring workloads, consolidating, or migrating to the cloud.

Standardized & Simplified

With access to the latest technologies and benefits for all deployments, SCE customers can take advantage of simplified licensing through a standardized set of SKUs. In addition, when committing to CIS in SCE, customers gain a standardized management platform across on-premise and Azure.

Cost Savings & Benefits

The SCE provides Microsoft's best pricing and benefits for Server & Cloud products, including discounts on new licenses, Software Assurance and Azure. Eligible customers may also qualify for premium benefits like Unlimited Support.

Key Benefits Include:

- 15% discount for new license and Software Assurance purchases
- 5% discount on Software Assurance renewals
- Management of Windows Azure resources with System Center is included for CIS commitments*
- Best terms, conditions and predictability for SCE products
- New subscription option available
- Full Software Assurance benefits for all deployed licenses including new version rights
- Unlimited Problem Resolution Support for qualifying customers

How it Works

The Server and Cloud Enrollment offers four components: Core Infrastructure, Application Platform, Developer Platform, and Windows Azure. Customers can choose any of these components individually or group them as needed. When choosing any of the first three components, customers will also have access to Windows Azure at the best pricing available.

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|---|---|--|---|
| Core Infrastructure  Products CIS SKUs (Windows Server + System Center) Requirements CIS coverage for all Windows Servers | Application Platform  Products SQL Server BizTalk Server SharePoint Server Requirements Full SA coverage | Developer Platform  Products Visual Studio Ultimate and Premium Requirements Full SA coverage | Windows Azure  Products All Windows Azure Cloud Services Available automatically or can be licensed standalone |
| + Access to Windows Azure | | | |

How to get started

The Server and Cloud Enrollment is a 3-year commitment made under a Microsoft Enterprise Agreement (EA). Customers gain not only SCE-specific benefits, but unique EA benefits including volume discounts and the most flexible and predictable terms available with any Microsoft Volume Licensing program.

An SCE can be purchased at any time, although the expiration of an existing EA or SA commitment is a great time to evaluate whether SCE is the right vehicle for your server and cloud needs.

Contact your Microsoft Account Manager or Reseller to get started today.

Resources

SCE Resources

Learn more about the Server and Cloud Enrollment (SCE) here:

- <http://aka.ms/sce>

Windows Server 2012 R2 and System Center 2012 R2

Learn more about licensing the R2 releases of these products

- <http://aka.ms/r2licensing>

Frequently Asked Licensing Questions (FAQ)



Q: What is SCE?

A: The Server and Cloud Enrollment (SCE) is a new licensing vehicle under the Microsoft Enterprise Agreement that enables customers to standardize on one or more Microsoft Server and Cloud technologies.

To enroll in an SCE, customers make an installed base-wide commitment to one or more components. This means committing to full Software Assurance coverage across the installed base of an SCE component and in the case of System Center, committing to full System Center coverage on their Windows Server installed base through Core Infrastructure Suites (CIS).

In return for making this commitment, SCE provides customers significant incremental value and benefits that include:

- 15% off L+SA products and 5% off SA products, as well as 5% off Azure when another component is included.
- New subscription-based licensing options are available alongside perpetual licenses. This gives customers access to more flexibility when they need to retire workloads, consolidate, or migrate to the cloud.
- Core Infrastructure Suite (CIS) committed customers receive incremental rights to use System Center to manage Azure virtual machines and resources at no additional cost.
- Microsoft Premier Service's customers may also qualify for unlimited problem resolution support for SQL Server, Windows Server and System Center, BizTalk Server and SharePoint Server.
- All the benefits of Software Assurance (SA). This includes access to License Mobility for many of our applications, which enables even more seamless migrations to the cloud.

As part of the launch of the SCE, the Enrollment for Application Platform (EAP) and Enrollment for Core Infrastructure (ECI) will be retired. Those customers currently enrolled in an EAP or ECI that have made (or are willing to make) an installed base-wide commitment can renew into SCE to continue gaining access to our best available prices and benefits, now with a standardized set of discounts, terms, and new subscription options.

Q: Why is Microsoft making these changes?

A: The SCE is designed to build a standardized and high-value licensing foundation for customers adopting our server and cloud technologies. It does so across three key benefits:

- The SCE is a Cloud Enabled enrollment. The SCE provides new, more flexible Azure terms, better Azure pricing, application license mobility to the cloud through SA, new System Center benefits for managing Azure resources, and new subscription options. Packaging these benefits in a single enrollment provides more options than ever to customers operating in dynamic and hybrid environments.
- The SCE better enables customers to standardize on Microsoft Server & Cloud technologies. Customers in SCE have the opportunity to have access to all our latest technologies and benefits through Software Assurance across all their deployments.
- The SCE simplifies licensing management through standardization, making it easier for customers to plan, administer, and adapt as organizations evolve.

Q: What does this mean for ECI customers?

A: These changes do not impact an ECI customer during the term of their ECI Enrollment. With an installed base-wide commitment to the Core Infrastructure Suites (CIS) through SCE, ECI customers will retain access to our best pricing, new subscription options, new Azure benefits, and access to the latest technologies. Also included are new benefits like System Center Azure management rights and the ability to qualify for unlimited support. The discounts SCE provides for CIS Standard and Datacenter (SE and DC) include 15% off L+SA and 5% off SA. These discounts are in addition to the discounts already provided for CIS SKUs in non-SCE programs.

Customers that only want to partially cover their environments with CIS can very easily do so through other volume licensing programs, with no dedicated contracts or unit minimums. Existing ECIs can be renewed into the CIS SKU in other programs, such as Select Plus or Additional Products in the EA Enterprise Enrollment. The CIS SKU outside of SCE receives a 5% discount off L+SA when compared to the standalone products of Windows Server

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and System Center. With the launch of Window Server 2012 R2, a new 5% discount on CIS SA is also being provided in these programs.

Q: What does this mean for EAP customers?

A: EAP customers can continue their installed base-wide commitment to SQL Server, Visual Studio, BizTalk Server and SharePoint Server in the SCE. Customers will see some small pricing changes as we standardize and simplify discounts. Among these changes are a new 5% discount on Software Assurance, a slightly higher discount vs. EAP standard products, and a slightly lower discount vs. EAP premium products. Unlike EAP, which provided discounts on only the license portion of L+SA SKUs, SCE provides a full 15% discount on the complete L+SA SKUs for key components.

New subscription options replace the concept of “deferred licenses,” meaning old units can now be covered with subscription or added as new L+SA at signing. Subscription allows customers to flexibly retire those deployments annually as they consolidate workloads or move them to the cloud. Subscription licensing is also available for new units.

Q: When is Microsoft making these changes?

A: This new offering will be available Q4 CY13.

Q: How can I learn more?

A: You should reach out to your local reseller or Microsoft account team to learn more.

**Some limitations apply.*