



MPSA Transactional Chart

Feature	MPSA transactional	
License offering/ license type	<ul style="list-style-type: none"> • Standalone license or perpetual license (e.g., SQL Server and MapPoint). • Online services and non-perpetual subscription license (e.g., Office 365 and Intune). • Monthly subscriptions and non-perpetual subscription license (e.g., VDI and MDOP). 	
Agreement term	Evergreen; the MPSA never expires.	
Customer segment	Currently offered to commercial customers only. Academic and government customers will be included in a future phase.	
Business units	Designed for medium to large organizations consisting of 250 desktops or more.	
Geographies	Currently available in US, CA, UK, DE, IT, CH, FR, NL, PL, and DK.	
Software Assurance	Not currently offered. Expectation for inclusion is early fall 2014.	
Price levels	MPSA price level – commercial	Annual point minimums per pool
	A	500
	B	4,000
	C	10,000
	D	25,000
Ordering	There is no minimum initial order requirement, though an aggregated 500 points purchased per pool, or 250 cloud online service licenses per pool, per year is required to keep the pool active.	
Pricing compliance	Customers can move up a level at any time. The order that qualifies customers for the next discount threshold (price level) receives the discount. Price level and purchase point compliance is checked yearly at the agreement anniversary. Customers not meeting the minimum point purchase for their pricing level will have their price level lowered. The pricing level can only be lowered one level each year. Customers at Level A with fewer than 500 points per pool or 250 cloud online service licenses per pool purchased for the year will have the pool put on hold. The pool can be reactivated with a single purchase of 500 points or more for that pool.	
Program qualification per pool	Existing customers can set the pricing level per pool using an active qualifying agreement, such as a Select or Select Plus agreement. MPSA transactional compliance is waived as long as the qualifying agreement is active. However, the price level is determined annually based on the points acquired in the qualifying Volume Licensing agreement over the past 12 months.	
Payment options by offering	<ul style="list-style-type: none"> • Standalone license payments are due up front, at the time of order. • Online services payments are due up front, at the time of order. • Monthly subscriptions can be paid upfront or annually. 	
Annual payment options	<ul style="list-style-type: none"> • Annual by account anniversary -- billings occur on purchasing account anniversary. • Annual by order anniversary -- billings occur on order placement anniversary. 	
Online service offerings	Customers can purchase legacy online services, like Exchange Hosted Encryption, and also Microsoft cloud offerings, like Office 365, Intune, and other online plans.	
Online service purchases	Every initial acquisition of an online service is synchronized to the next anniversary date. Customers will be charged a rate equal to the monthly price multiplied by the number of coverage months until that next anniversary (one to 12 months). Upon renewal, online services are synchronized to the next anniversary, which will always be a full 12-month period.	
Media fulfillment	Customers can download licensed products for no additional charge at the Microsoft Volume Licensing Center website, located at https://licensing.microsoft.com/ .	
Channel model	Customers can make purchases and are billed through their trusted software advisor or reseller.	