

Microsoft Partner

Gold Devices and Deployment
Gold Hosting
Gold Volume Licensing
Gold Software Asset Management
Gold Datacenter
Silver Midmarket Solution Provider
Silver Messaging
Silver Identity and Access
Silver Collaboration and Content
Silver Cloud Platform



Microsoft Product & Services Agreement

Your licensing, upgraded.

One simple agreement for software and services

Microsoft is beginning the transformation for Microsoft Volume Licensing programs. The first step is the announcement that the current 'Select Plus' Agreement is being retired and replaced with the Microsoft Product & Services Agreement (MPSA).

MPSA

Microsoft has simplified how your organisation acquires and manages its Microsoft solutions with a single agreement for all your Online Services, software, and Microsoft Software Assurance purchases.

The Microsoft Products and Services Agreement (MPSA) offers more flexible purchasing options, so you have greater control in how you purchase.

In addition, the MPSA is supported by new streamlined, self-service tools, making it easier for you to manage your assets.

Developed based on customer research, the MPSA aligns with Microsoft's guiding principles of flexibility, manageability, and value.

Suited for commercial organisations with 250 or more users, the MPSA is the best option for transactional purchases of Microsoft products and Online Services.

The features

The MPSA consolidates all applicable terms and conditions that are in the current Microsoft Business and Services Agreement (MBSA), Microsoft Select Plus Agreement, and the Microsoft Online Services Agreement.

MPSA features include the following:

A single agreement with integrated purchasing for Online Services, software, and Software Assurance, offering a single way to acquire your asset portfolio.

Purchasing Accounts that empower you to define and redefine your organisation's purchasing structure and that represent the entire organisation and all entity types for easier asset management.

Best overall pricing through consolidating points across Online Services and software.

The benefits

Enhanced self-service, online tools give you better management capabilities by making it easier for you to access all the information you need about your assets through a single online portal. This portal does the following:

Provides a clear view of your portfolio of Microsoft assets, and search and product catalogues make it easy to find information quickly.

- Gives you easy access to various reports—all from a unified data source.
- Enables you to self-provision Online Services quickly for your organisation through an intuitive, easy-to-use interface.
- Makes Software Assurance benefits easy to use, manage, and understand.

Why SCC?

SCC is one of Microsoft's leading UK partners, and holds the following accreditations:

- Gold Devices and Deployment
- Gold Hosting
- Gold Volume Hosting
- Gold Software Asset Management
- Gold Data Centre
- Silver Midmarket Solution Provider
- Silver Messaging
- Silver Identity and Access
- Silver Collaboration and Content
- Silver Cloud Platform

People do business. **We make it work.**

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Feature	Current Sales Plus Agreement with MBSA	Microsoft Products and Services Agreement
Agreement Size	37 pages 23 MBSA (foundational terms) 7 Select Plus Agreement 7 Online Services Agreement (Online Services Purchases)	8 pages MPSA (foundation terms and Online Services purchases)
Transactional Online Services purchasing	Not available with Select Plus - Available with Microsoft Enterprise Agreement and Open Programs only or with separate Microsoft Online Services Agreement	Enabled through the MPSA
Multiple account types	Not supported, individual agreement required that are not associated	All account types will be supported under same MPSA (Commercial only in first launch)
Agreement Administration	Managed by Lead Affiliate	Managed by Agreement Administrator
Signature requirements	One per agreement(s)	Single signing even for all purchase types (upon availability)
Customer buying entity	Identified with each agreement, Select Plus affiliates not associated with other programs or account types	Identified once via the Purchasing Account and used for all purchase types (upon availability)
Asset management	Microsoft Volume Licensing Service Center (VLSC) Microsoft Online Services Portal (MOSP)	Managed centrally via the Microsoft Volume Licensing Center (MVLC). Single sign-on across MVLC and MOSP
Payment	For License only, upfront payment For License & Software Assurance, optional annual payments	No change. Online Services upfront payment with alignment to next anniversary.
Price level adjustment	Established per lead affiliate Automatic price level adjustments within Select Plus	Established at MPSA level for like account types Automatic price level adjustments within MPSA
Discount	Only on-premises software purchases count toward volume discount	Combine on-premises software and Online Services purchases to get the best volume discount
Product points	Pooled for all affiliated for on-premises software purchases only per product pool	Pooled across all Purchasing Accounts with a common account type for on-premises software and Online Services purchases per product pool
Software Assurance	Available for purchase. Coverage term prorated between 25 to 36 months to align with the third agreement anniversary Optional Software Assurance Membership (SAM)	Software Assurance aligns to third Account anniversary Online Services align to next Account anniversary
Professional Services purchasing	Separate services documentation required	No Change
Microsoft Financing	Available	Available

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