|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | General comparison | | | |
| CSP | Open | Open Value | Open Value Subscription |
| Governing customer agreement | Microsoft Customer Agreement | Open License Agreement | Open Value Agreement | Open Value Subscription  Agreement |
| Term of agreement | Evergreen, tied to customer | 2 years, tied to customer purchase | 3 years, tied to customer purchase | 3 years, tied to customer purchase |
| Requirements to start agreement | None – just acceptance of terms | Purchase of 5 qualifying software licenses | Purchase of 5 qualifying software licenses (non-organization-wide option), or  Purchase an Enterprise Product for all Qualified Devices with a minimum of 5 devices (organization-wide option) | Subscribe to an Enterprise Product for all Qualified Devices with a minimum of 5 devices |
| Channel | Sold by CSP Indirect Resellers purchasing from qualified CSP  Indirect Providers | Sold by Resellers purchasing from Distributors | Sold by Resellers purchasing from Distributors | Sold by Resellers purchasing from Distributors |
| Eligible customer types | Commercial. Government,  Education, Nonprofit | Commercial. Government,  Education, Nonprofit | Commercial. Government,  Education, Nonprofit | Commercial. Government,  Education, Nonprofit |
| Special pricing for eligible customers | Commercial\* | Commercial. Government,  Education, Nonprofit | Commercial. Government. | Commercial. Government, Education. |
| Programmatic volume discounts | None | None | None | None |
| Access to keys to install software | Microsoft 365 Admin Center | Volume Licensing Service Center  (VLSC) | VLSC | VLSC |

*\*Education and nonprofit pricing are available for some Online Services offerings*

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| --- | --- | --- | --- | --- |
|  | Licenses without Software Assurance | | | |
| CSP | Open | Open Value | Open Value Subscription |
| Availability | Yes | Yes | No | No |
| Types of licenses | Perpetual | Perpetual | -- | -- |
| Payment terms | Upfront | Upfront | -- | -- |
| Cancellation terms | Within 60 days for full refund | Within 60 days for full refund | -- | -- |
| On-going commitment | None | None | -- | -- |
| Products available | Most products, but excluding all Dynamics 365 on-premises products, System Center products, and Azure DevOps  Server | Most products but excluding  Dynamics 365 Operations Server,  System Center products, and  Azure DevOps Server | -- | -- |
| On-premises use rights | Rights to install software in an on-premises physical or virtual operating system environment | Rights to install software in an on-premises physical or virtual operating system environment | -- | -- |
| Customer deployment requirements | Simple | Simple | -- | -- |
| Rights to use licenses in  Azure | None | None | -- | -- |
| Rights to use licenses in other public clouds | None | None | -- | -- |
| Upgrade rights | **None** | **None** | **--** | **--** |
| Downgrade rights | **Yes** | **Yes** | **--** | **--** |

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| --- | --- | --- | --- | --- | --- |
|  |  | Licenses with Software Assurance | | | |
|  | CSP | Open | Open Value | Open Value Subscription |
| Availability | No | | Yes | Yes | Yes |
| Types of licenses | -- | | Perpetual | Perpetual | Subscription |
| Payment terms | -- | | Upfront | Upfront or spread payments annually | Annual payments |
| Cancellation terms | -- | | Within 60 days for full refund | No cancellation or refunds | No cancellation or refunds |
| On-going commitment at end of agreement term | -- | | Renewal of Software Assurance | Renewal of Software Assurance | Renewal of agreement, or buyout licenses |
| Products available | -- | | All products | All products | All products |
| On-premises use rights | -- | | Rights to install software in an on-premises physical or virtual operating system environment | Rights to install software in an on-premises physical or virtual operating system environment | Rights to install software in an on-premises physical or virtual operating system environment |
| Customer deployment options | -- | | More sophisticated deployment requirements: fail-over rights, disaster recovery rights, unlimited virtualization etc.  allowed by SA benefits | More sophisticated deployment requirements: fail-over rights, disaster recovery rights, unlimited virtualization etc.  allowed by SA benefits | More sophisticated deployment requirements: fail-over rights, disaster recovery rights, unlimited virtualization etc.  allowed by SA benefits |
| Rights to use licenses in  Azure | -- | | Rights to assign licenses to virtual machines via the Azure Hybrid Benefit or License Mobility through SA rights (not available for all products) | Rights to assign licenses to virtual machines via the Azure Hybrid Benefit or License Mobility through SA rights (not available for all products) | Rights to assign licenses to virtual machines via the Azure Hybrid Benefit or License Mobility through SA rights (not available for all products) |
| Rights to use licenses in other public clouds | -- | | Rights to assign licenses to virtual machines via License Mobility through SA rights (not available for all products) | Rights to assign licenses to virtual machines via License Mobility through SA rights (not available for all products) | Rights to assign licenses to virtual machines via License Mobility through SA rights (not available for all products) |
| Upgrade rights | -- | | Yes | Yes | Yes |
| Downgrade rights | -- |  | Yes | Yes | Yes |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | | Software Subscriptions | |  |
| CSP |  | Open | Open Value | Open Value Subscription |
| Availability | Yes | No |  | No | No |
| Types of licenses | Subscription | -- |  | -- | -- |
| Payment terms | Upfront for a one or three-year term | -- |  | -- | -- |
| Cancellation terms | Within 60 days for a full refund | -- |  | -- | -- |
| On-going commitment | Renewal of Software  Subscription at end of one or three-year term | -- |  | -- | -- |
| Products available | Windows Server Core licenses and CALs, SQL Server Core licenses | -- |  | -- | -- |
| On-premises use rights | Rights to install software in an on-premises physical or virtual operating system environment | -- |  | -- | -- |
| Customer deployment options | More sophisticated deployment requirements: fail-over rights, disaster recovery rights, unlimited virtualization etc.  allowed by benefits included in  Software Subscriptions | -- |  | -- | -- |
| Rights to use licenses in  Azure | Rights to assign licenses to virtual machines via the Azure  Hybrid Benefit | -- |  | -- | -- |
| Rights to use licenses in other public clouds | None | **--** |  | **--** | **--** |
| Upgrade rights | Yes | -- |  | -- | -- |
| Downgrade rights | Yes | -- |  | -- | -- |