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| --- | --- |
|    | 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  | --  |  | --  | --  |