Microsoft

Enterprise Agreement

Enterprise Cloud Suite

Thriving in a cloud-first, mobile-first world

In the modern workplace, employees are always connected and always moving. They have more devices with more data and they expect tools to support ubiquitous collaboration.

To support this workplace, IT needs a solution to protect your data, manage the growing number of mobile devices, unify environments that span operating systems, and enable seamless collaboration for your workers across all of their devices.

The Enterprise Cloud Suite (ECS), now available as part of the Enterprise Enrollment, brings together Office 365 E3, Enterprise Mobility Suite, and Windows Software Assurance per User. The combined power of these three offerings empowers users with best-in-class productivity across devices while providing IT security and control.

Enterprise Platform Per device/hybrid	Enterprise Cloud Suite Per user
Office Professional Plus Enterprise CAL Suites Windows Enterprise	Office 365 Enterprise Mobility Suite Windows Software Assurance per User

Best value

Compelling offer when buying cloud services

Buying ECS as a suite gets you access to discounts not available when buying each piece separately. Your Software Assurance gives you additional discounts that can be used for online services.

Flexible

Put users at the center with true per user licensing

Users get a consistent productivity experience on any device and on any OS. A range of ECS licensing options are available through Add-on licenses or User Subscription Licenses (USLs), and cloud services can be added at any time then reconciled at anniversary.

Manageable

Simplifying cloud licensing in the Enterprise Enrollment

With a pure, per user licensing model, you don't have to count devices for the Platform Enterprise Agreement and cloud services. ECS lets you move to the cloud without modifying your Enterprise Agreement and gets rid of bridge Client Access Licenses (CALs) and complex True-up requirements.

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How it works

ECS is for organizations with 500 or more users or devices, and is available via the Enterprise Agreement or Enterprise Subscription Enrollment*. It's simple for existing Enterprise Platform customers to move to ECS.

The following licensing options are available:

ECS USL: For users who are not covered by an existing Enterprise Platform or would like to transition to full user based licensing at renewal

- Includes Enterprise Products and Enterprise Online Services
- For users who have no existing fully paid licences with active Software Assurance and who need online services
- No Software Assurance benefits

The USL lowers initial licensing costs because you subscribe to the rights to use Microsoft products and services instead of purchasing a perpetual license.

ECS Add-on: For users who are covered by an existing Enterprise Platform.

- Includes Enterprise Products and Enterprise Online Services
- You retain existing licences
- Software Assurance benefits are earned through underlying on-premises Software Assurance

The Add-on is a subscription that supplements your existing Enterprise Platform license position.

*500 minimum user/device requirement is for commercial customers effective July 1, 2016. Does not apply to Server and Cloud Enrollment (SCE). The minimum requirement for public sector customers is 250 users/devices. For more information, please see the Enterprise Agreement program guide.

Licensing per user

ECS allows you to move to a pure per-user licensing model for your entire platform Enterprise Agreement and cloud services.

You save by licensing users rather than devices, which is valuable in a world where employees often carry more than one device. User based licensing further simplifies licensing management by removing the need to count devices.

Windows Software Assurance per User

Windows Software Assurance per User is an entirely new way to license Windows, putting users at the center of their devices.

All of the user's devices are covered through Windows Software Assurance per User—including those running iOS and Android operation systems. Only the user's primary work PC needs to be running a qualified OS (such as Windows Pro). With Windows Software Assurance per User, Windows Enterprise Edition can be delivered across the user's devices. This provides simpler license management by allowing you to count just users with primary PCs, instead of every single device.

Next steps

1. Learn more: www.microsoft.com/ecs
2. Participate in an evaluation to understand your current licensing position and future needs. Find your preferred Microsoft Authorized Enterprise Software Advisor (ESA) or Microsoft Licensing Solution Provider (LSP) or contact your Microsoft Account Representative.
3. Work with us to customize an ECS for your organization.

ECS empowers users with best-in-class productivity across devices while providing IT security and control

Office 365

Enterprise Mobility Suite

Windows Enterprise

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