



Microsoft Open Value Agreements in Russia

Licensing options for small and midsize organizations

Microsoft Volume Licensing makes it easier and more affordable to run software on multiple devices within your organization and in the cloud. Purchasing in volume often reduces overall cost and improves software management

Microsoft Volume Licensing's Open agreements - Open Value and Open Value Subscription, offer a convenient and simple way to acquire the latest Microsoft technology and cloud services. Choose from Open Value, or Open Value Subscription options, to help track your licenses, reduce compliance risk, and have more time to focus on your organization.

Take advantage of the benefits that Open agreements offer:

Licensing simplicity

Upon initiating an Open Value or Open Value Subscription agreement you can start using licensed products and online services immediately. The flexibility of either pay as you go (for software licenses without Software Assurance), or annualized payment models within these agreements can help eliminate the need for forecasting.

Licensing flexibility

Open Value gives you a single platform option that allows you to choose components from the Windows client, Microsoft Office, and Client Access Licenses (CALs) under a single platform.

If your organization requires Microsoft's Enterprise Solutions, Microsoft Office Pro Plus, Enterprise CAL, Office 365 E Plans and Windows E3 are now available for Open Value and Open Value Subscription.

Licensing manageability

Online tracking tools make managing licenses easy and convenient. With the Microsoft Volume Licensing Service Center (VLSC), you can electronically manage your license orders, review purchase history, find the appropriate product keys for software product installation, track compliance, and receive order confirmations.

Open Value & Open Value Subscription licensing options at a glance

Comparing the Open Value and Open Value Subscription Agreements.

Open Value	Open Value Subscription
<p>A flexible and affordable way to use and manage Microsoft licensed products and cloud services under a single agreement. It's great for organizations that want to either standardize their IT infrastructure, customize their platform, and maximize their investment with Microsoft Software Assurance.</p> <p>Open Value includes the option to buy licenses without Software Assurance on a pay-as-you-go basis. Open Value has a three-year commitment term.</p>	<p>Offers the same benefits as Open Value, but with lower up-front costs. With Open Value Subscription you have the ability to increase or decrease your license count on an annual basis to accommodate changes in your overall desktop PC quantity. This agreement provides access to Microsoft software licenses and cloud services for the term of the agreement through subscription-based licensing and offers new customers a potential savings of up to 50 percent on their first year's payment through credit for qualified existing software. Open Value Subscription does not include the pay-as-you-go option to purchase licenses without Software Assurance.</p>

Eligibility

With an initial purchase of five or more licenses or five qualified desktops, you can acquire licenses and cloud services as you need them over the term of your agreement.

Eligibility	Open Value	Open Value Subscription
Commercial organizations		
Government organizations		
Academic organizations		

Note: Industry specific offer availability varies depending on the program and geography. Please contact your authorized reseller for more detail.

How to buy

To buy or renew Microsoft software licenses and cloud services at a significant cost savings through Microsoft Volume Licensing, contact an authorized Microsoft reseller within Russia.

To get started with Microsoft Volume Licensing, we recommend following these steps:

1. Audit your current technology, and forecast your future technology needs

Assess how you are currently using Microsoft software and online services in all aspects of your business. Look ahead 2-3 years and develop a rough projection of what you think your technology needs might be. Take into account your network, connectivity, mobility and overall functionality.

2. Contact an Authorized Microsoft reseller

A Microsoft reseller will review your current technology and your two- to three-year technology projection and recommend the Microsoft Volume Licensing option and product and cloud services mix that best fits your organization's needs. To find a Microsoft reseller near you.

3. Submit your order

Once your technology needs have been established and you and your partner have selected the Microsoft Volume Licensing agreement for your organization, your authorized reseller will submit an order for the Microsoft software and cloud services you have identified.

Note: Open Value and Open Value Subscription customers will be asked to sign the agreement prior to the order being submitted to Microsoft.

4. Receive your order confirmation

Microsoft will confirm the receipt of your order and Open Value customers receive an agreement number. Agreement numbers are assigned to new orders and can be used on additional orders to receive the same price level as the original order. This number is also used to activate and manage your licenses.

5. Activate licensed software and manage your licenses

The activation process is different depending on which licensing program was purchased. All customers will receive an email invitation to log onto the Volume Licensing Service Center (VLSC) website, to access their agreement and purchase history information, download purchased products, and access product keys to activate licensed software.

Predictable and affordable financing from Microsoft

Reducing costs is on the mind of every business leader, but it is also important to maintain growth and sustain your business. Now your organization can do both. Microsoft Financing offers credit approved customers competitive interest rates that are fixed and terms that range from two to five years. Payments are customized to meet your needs with options such as monthly, quarterly, semi-annual structures, as well as deferral, ramped or skipped payments available.

Find out more about [Microsoft Financing](#).

Online tools make managing software licenses easy

Volume Licensing Service Center

The [Volume Licensing Service Center](#) is an online tool that makes it easy for you to view your Licensing information, download Microsoft software, and manage your subscriptions and Software Assurance benefits. With the Microsoft Volume Licensing Service Center, you can:

- Quickly access your licensing information in one location
- Learn what's new with easy updates from the information center
- View all agreements or purchases by your organization
- Receive a licensing summary that illustrates all entitlements by product and version
- View all assigned product keys and download products faster
- View Software Assurance Entitlements

Additional resources

Microsoft Volume Licensing:

www.microsoft.com/licensing/

Microsoft Software Assurance for Volume Licensing:

www.microsoft.com/softwareassurance

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