A new version of the Services Provider License Agreement (SPLA) launched October 1st. There are several changes under the new version and we are highlighting the main points here including the following:

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SPLA Agreement Moving Under the MBSA

Beginning with SPLA 2008, the Service Provider License Agreement (SPLA) will be linked to a Microsoft Business and Services Agreement (MBSA/MBA). The MBSA/MBA is a perpetual agreement between the customer and Microsoft that contains high-level terms and conditions that are applicable to all agreements signed under it.

- SPLA partners who have an existing MBSA/MBA via another Volume Licensing agreement (EA, ESA, Select Plus, Select, or ISV) should work with Insight to link the MBSA/MBA to their SPLA agreement. You will simply need to provide your MBSA/MBA number the next time you sign a SPLA agreement.
- SPLA partners without an existing MBSA/MBA will be required to sign one the next time you sign a SPLA agreement. The MBSA will automatically be included in your next SPLA packet.

Benefits:
- MBSA/MBA offers evergreen terms and conditions
- Once an MBSA is in place SPLA partners will only need to sign a shorter and simplified SPLA agreement every 3 years
- Partners can use existing MBSA/MBAs - simple process to link to SPLA
- It will be easier to acquire the required support from Microsoft as the MBSA includes the ability to purchase Premier and Professional support
- The MBSA/MBA can be used for additional purchasing opportunities with Microsoft

Downloads Available to all SPLA Service Providers

Beginning October 23rd, all SPLA partners will have the ability to download products via the Microsoft Volume Licensing Services (MVLS) site as an alternative to purchasing media from the pricelist. SPLA partners will receive a welcome communication (via email) which will provide instructions on how to set up an account and access MVLS. This communication will be sent to your "notices" contact and 'electronic notices' contact identified on your SPLA agreement.

Benefits:
- No-cost option for media
- No longer have to wait for media to be delivered - download option also makes products available closer to the time of launch
- MVLS currently supports 24 languages

SPLA Partner Guidance for Using MVLS

SPLA partners are free to explore the site but should be aware that MVLS has not yet been modified for SPLA partner usage - the main functionality being delivered today is the ability to access downloaded media.
- **SPLA agreement will not be displayed on the MLS (Microsoft Licensing Statement) however, the agreement detail will be available on MVLS (please note that it has not been customized specifically for SPLA partners).**
- **Volume License Keys will not be available in MVLS. SPLA partners will continue to contact the Call Center for their Volume License keys**

Three Year Commitment Offering to Launch in Early 2009

The 3-year commitment offering will feature the addition of SKUs that will allow service providers to commit up-front to licenses for certain products and receive a 12% discount - with no minimum purchase quantity required.

- Partners can combine 3-year commitment and monthly SKUs purchases within the same SPLA agreement
- 3-year commitment offering is billed with up-front annual payments; there are no true-ups or true-downs
- This 3-year commitment offer will be available in early 2009; more information will be presented prior to the availability of this offer.

Benefits:
Great option for SPLA partners with stable infrastructures, long-term commitments with customers and/or the ability to pay up front each year.

What’s Changing In Business Productivity Online Suite (BPOS)

A business productivity suite subscriber access license (SAL) will be added to the SPLA to provide an equivalent to the Microsoft Online Services Suite offering. The new SAL will include:

- Exchange Standard
- Microsoft Office SharePoint Server (MOSS) Standard
- Office Communications Server (OCS) Standard
- Live Meeting Standard

Notes:
- A discounted SAL for Software Assurance (SA) will be added to allow purchasing of discounted SPLA SALs if end customer owns Software Assurance on server Client Access Licenses (CALs) in Volume Licensing (VL).
- Messaging Application Programming Interface (MAPI) network protocol will be included in the Exchange Standard SKU. Now Exchange Standard includes MAPI functionality, whereas before Standard Plus or Enterprise Plus were required for full MAPI functionality even if the end customer had Outlook. As a result the following restriction text will be removed from the SPUR:
"Restriction on use. Only users for whom you obtain an Exchange Server 2007 Hosted Exchange Standard plus SAL or Exchange Server 2007 Hosted Exchange Enterprise Plus SAL may use the Messaging Application Programming Interface (MAPI) network protocol to access and use the server software."

- Microsoft Office SharePoint Server (MOSS) Standard, Office Communication Server Standard, and Office Communication Server Enterprise SAL will be discounted.

Please contact spprograms@insight.com for additional details or questions.

Product News and Changes

Product Changes:

1. Windows Server Datacenter use rights were updated to clarify that authenticated use for up to 5 users for each instance in a physical environment and 2 users for each instance in a virtual environment is allowed for testing, maintenance, management and administration.
2. SALs for SA were added. This change was made to bring service providers in line as Microsoft launches its own online service offering called BPOS. These SALs for SA can be acquired for users that have a qualifying CAL with Software Assurance under a Microsoft VL program.
3. Use rights for Business Productivity Standard Suite SAL was added in appropriate places throughout the SPUR. This SAL was added to SPLA to bring service providers in line with Microsoft’s offer under BPOS – there will be a suite SAL available via BPOS.
4. Management SALs use rights was clarified to specify no SAL is needed for out of band management.
5. Exchange Standard and Enterprise use rights were changed to remove the following:

Restriction on use. Only users for whom you obtain an Exchange Server 2007 Hosted Exchange Standard plus SAL or Exchange Server 2007 Hosted Exchange Enterprise Plus SAL may use the Messaging Application Programming Interface (MAPI) network protocol to access and use the server software.

This change means that for any service provider that is providing a hosted MAPI Exchange service, they can acquire the Exchange Standard SAL provided the end customer has their own license for Outlook/Entourage. Service providers that want to offer Outlook/Entourage still need to acquire the Standard Plus or Enterprise Plus SKUs. (Page 45)

Product Additions:

1. HPC Pack (HPC Pack replaces Compute Cluster Pack)
2. Microsoft Application Virtualization 4.5 for Terminal Services (Replaces Softgrid for TS – product name change)
3. Microsoft Application Virtualization Hosting for Desktops (New product offering in SPLA. This is Softgrid for Desktops. This is Microsoft’s streaming technology. Note: streaming Msft products is not allowed in SPLA!)
4. Microsoft Hyper-V Server 2008 (This is a standalone product and is the same Hyper-V technology that is included in the Windows with Hyper-V products)
5. Office Accounting Professional 2009 (Newer version)
8. System Center Configuration Manager 2007 R2 (R2 replacement for Config Manager 2007)
9. System Center Configuration Manager 2007 R2 with SQL Server 2005 Technology (*R2 replacement for Config Manager 2007 w/ SQL*)
10. System Center Virtual Machine Manager 2008 (*New version*)
11. Web Anti-malware Subscription for Forefront Threat Management Gateway Medium Business Edition (*Added as separate component because this product is offered with Essential Business Server which will be added to SPLA in the future.*)
12. Windows HPC Server (*Replaces Compute Cluster Server*)
13. Windows Live OneCare for Server (*Added as separate component because this service is offered with Small Business*)

**Product deletions:**

1. Compute Cluster Pack (*Replaced by HPC Pack*)
2. Expression Studio 2 (*Product was not originally intended for SPLA so was removed*)
3. Office Accounting Professional 2008 (*Replaced by newer version*)
4. SoftGrid for Terminal Services (*Replaced by Microsoft Application Virtualization for TS*)
5. System Center Configuration Manager 2007 (*Replaced by newer version*)
6. System Center Configuration Manager 2007 with SQL Server 2005 Technology (*Replaced by newer version*)
7. System Center Virtual Machine Manager (*Replaced by newer version*)

**CONTACT THE INSIGHT SPLA TEAM**

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