

# Enterprise Agreement

## Unlock the value of your Microsoft investments

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The rapid pace of technological change creates both opportunities and challenges for today's organizations. This change is driving organizations around the world to make decisions about whether they embrace the cloud as a reality, empower the flexible workstyles employees are demanding, or strategize to harness the rapidly growing volume of data that's available to help drive business decisions.

Microsoft understands that technology licensing can help or hinder organizations that need the agility to respond to these technological opportunities. That's why the Microsoft Enterprise Agreement offers the best value to organizations that want a manageable Commercial Licensing program that gives them the flexibility to purchase cloud services and software licenses under one agreement.

Best value	Flexible	Manageable
Maximize your investment in Microsoft technologies with best pricing and benefits.	Respond to the changing technological landscape by accessing the latest versions of cloud and on premises software.	Streamline license management with a single organization wide agreement.

### Best value

New economic realities are forcing organizations to do more with the same. The Enterprise Agreement offers the best savings to customers who want to realize the benefits of deploying a common IT platform across the organization.

At the same time, many organizations are finding that they don't have the resources they need to plan, deploy, and use the technology that they have invested in.

And by locking in pricing up front and spreading payments over three years, you can minimize the size of your up-front investment and budget more effectively.

### Flexible

The Enterprise Agreement is flexible enough to meet the unique requirements of your organization based on its size and technology needs.

With Software Assurance, you have access to the latest versions of software— along with the ability to choose from Microsoft cloud services, on-premises software, or a mix of both – gives you the agility you need to be competitive.

### Manageable

Simplify purchasing with a single, organization-wide agreement for cloud services and/or on-premises software. Easily track purchases centrally and manage licenses by using online tools. In addition, a Microsoft Certified Partner or a Microsoft representative helps manage licensing throughout the life of the agreement.

### How it works

The Enterprise Agreement is designed for organizations that have at least 500 devices and want to license software and cloud services for a minimum three-year period. You have the ability to add and adjust products and services over time and account for changes through the annual True-up process.

The Enterprise Agreement includes a subscription option, which lowers initial licensing costs because you subscribe to the rights to use Microsoft products and services instead of owning them.

The subscription option also makes it possible for you to increase or decrease subscription counts on an annual basis.

The program offers savings ranging from 15% to 45% as well as comprehensive Software Assurance benefits. You get additional savings and benefits when you purchase the following enrollments:

**Enterprise Enrollment:** Get the best value when you buy Microsoft productivity technologies like Office, Windows, and CAL Suites on a per user, per device, or hybrid basis. You also get simplified license management and per-user licensing when you add Microsoft 365. Microsoft 365 offers the best value when you're buying Office 365, Enterprise Mobility Suite and Windows Enterprise together.

**Server and Cloud Enrollment (SCE):** Commit to one or more server and cloud technologies from Microsoft and get best pricing, cloud-optimized licensing options, and simplified licensing.

## Get the best out of your investment with Software Assurance

Software Assurance supports your ongoing success by helping you take full advantage of your investments in IT. Software Assurance is a comprehensive program that includes a unique set of technologies, services, and rights to help you deploy, manage, and use Microsoft products efficiently. It also keeps you up to date and ready to respond quickly to every new change, challenge, and opportunity.

- Unlock the full potential of your investments in Microsoft technologies.
- Get a broad range of benefits that help improve business agility.

## Flexible payment options

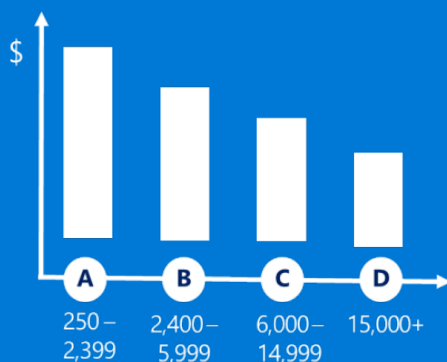
More and more Enterprise Agreement customers are choosing Microsoft Payment Solutions to help create a flexible payment structure for their complete range of technology needs, including software, services, partner products, and hardware. Extended Payment Terms (XPT) provides customers with flexibility to pay over time rather than at the beginning of a purchase.

## Next steps

1. Learn more: <https://www.microsoft.com/licensing/docs/view/Enterprise-Agreement-EA-EAS-SCE>.
2. Participate in an evaluation to understand your current licensing position and future needs. Find your preferred Microsoft Licensing Solution Provider (LSP) or contact your Microsoft Account Representative.
3. Work with us to customize an Enterprise Agreement for your organization.

Discount levels for all Enterprise Products and Enterprise Online Services purchases made with the Enterprise Agreement

Discount levels    Devices/users



The Enterprise Agreement offers savings ranging from 15% to 45% off Select Plus pricing

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Publication date: March 2025