

Comparing the options for licensing Microsoft's software products



	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 (Education and nonprofit pricing is available for some Online Services offerings)	Commercial, Government, Education, Nonprofit	Commercial, Government, Education, Nonprofit	Commercial, Government, Education, Nonprofit
Programmatic volume discounts	None	None	None	None
Access to keys to install software	Microsoft 365 Admin Center	Volume Licensing Service Center (VLSC)	VLSC	VLSC

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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	Possible	Possible	--	--
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	--	Possible	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 buy out 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

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	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	--	--	--
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	--	--	--