

DELL & MICROSOFT

ENTERPRISE AGREEMENTS

MICROSOFT ENTERPRISE AGREEMENT

Designed for enterprise organizations with a minimum of 250 desktop PCs that license 100% of their qualified desktops for a 3-year period, the Microsoft Enterprise (EA) program offers simplicity in today's complex software environment.

Tap into the latest technology at substantial savings

- Affordable volume price on the latest Microsoft Enterprise products
- Additional broad selection of Microsoft business products

Make software license acquisition & management easier

- Spread out payments over 3 years for a fixed, annual price per desktop
- Annual True Up

Get the most out of your software expenditure

- Software Assurance benefits such as training and support

Provide an IT infrastructure that can adapt and grow

- Step Up License to migrate software license

SOFTWARE ASSURANCE

Activate Software Assurance (SA) and use your benefits for the term of your EA agreement

Access to the latest software and resources to help migrate or transition

- New Version Rights
- Package Services

Support end-user productivity and contribute to employee satisfaction

- E-learning
- Employee Purchase Program
- Home User Program

Promote the capability of IT staff through training and partner service benefits

- TechNet Benefits
- Training Vouchers
- Enterprise Source Licensing Program

Support uptime and help increase productivity

- 24X7 Problem Resolution Support
- "Cold" backups for disaster recovery
- Extended Hotfix Support

DELL AS AN ENTERPRISE SOFTWARE ADVISOR

Dell is a global industry leader in Microsoft volume licensing, a strategic partner of Microsoft for over 15 years, and a dedicated Microsoft practice with sales, solutions, architecture, and delivery consultants.

Choose Dell as your Enterprise Software Advisor (ESA) to maximize the value of your Microsoft Enterprise Agreement

- Arrange set-up and tutorial of Microsoft licensing site (VLSC)
- Assist understanding, activation, and usage of SA Benefits:
 - Schedule SA benefits review and activation, based on prioritization.
 - Assist worldwide SA benefits communication
 - Monitor progress against SA benefit utilization
- Provide key updates to Microsoft licensing, products, programs, SA benefits
- Track deployment and provide breakout of usage in QBR Meetings
- Facilitate true-up process
- Resource for all licensing questions and placing orders for additional products
- Facilitate contact information changes with Microsoft License, GP

The Value of Dell Services to Software Assurance Benefits

- Engage Microsoft certified Dell consultants to provide Software Assurance Package Services guidance and analysis for planning and deployment including:
 - Desktop
 - SharePoint
 - Exchange
 - Business Value Planning Services
- Redeem Software Assurance training vouchers with Dell's Microsoft Certified Professional Learning Services for online and onsite training

DISCOVER HOW DELL'S SOFTWARE EXPERTISE CAN HELP YOU SIMPLIFY IT. FOR MORE INFORMATION CONTACT YOUR DELL ACCOUNT EXECUTIVE OR VISIT [DELL.COM/LICENSING](https://www.dell.com/licensing)