

# Office 365 available for organization-wide licensing in the Open Value programs



## Frequently Asked Questions

### Summary

Microsoft is announcing that the Office 365 Enterprise online services plans (Office 365 ProPlus, E1, E3, and E4, as well as E1+EOA for Government customers only) will be available as a qualifying product for organization-wide licensing in the Open Value Subscription (OVS) and Open Value (OV Org-wide option) volume licensing programs as of November 1, 2014. With this change, customers will be able to select Office 365-only OVS and OV Org-wide agreements.

This update to the Microsoft Open Value licensing programs enables additional Office 365 licensing options for small and mid-sized organizations and simplifies the process of moving existing Office on-premises customers to Office 365.

### Frequently Asked Questions

#### **When will these changes be available for customers and partners?**

Office 365 will be available for organization-wide licensing for Commercial and Government agreements starting on November 1, 2014. Academic customers will be able to take advantage of this offer starting on February 1, 2015.

#### **Why is Microsoft making this change? How is this beneficial for our Open partners?**

This update will help our Open partners migrate customers from traditional on-premises Office deployments to Office 365 while keeping their existing sales motions and licensing agreements.

#### **What customer scenarios are supported with this change?**

Office 365 Enterprise Plans (E1, E3, E4, E1+EOA, and Office 365 ProPlus) will be available for organization-wide licensing for new and renewal OVS and OV Org-wide agreements.

#### **Will this change allow existing Office on-premises SA customers to transition to Office 365 during their current agreement?**

Microsoft is working on enabling additional transition flexibility for existing OVS and OV Org-wide Office SA customers at agreement anniversaries, and will make an announcement with additional details when this is available.

#### **Are there any changes to the way Office 365 is purchased?**

No. Office 365 SKUs in OV and OVS, including these organization-wide licensing offers, will continue to be sold as a 1-year annual subscription. Anniversary orders are required to continue using Office 365 in subsequent years of OVS & OV org-wide agreements.

#### **What is an Enterprise Online Service?**

An Enterprise Online Service is an online service that satisfies organization-wide licensing requirements and is designated as such on the Product List. With this change, Office 365 Enterprise Plans (E1, E3, E4, E1+EOA, and Office 365 ProPlus) will become Enterprise Online Services.

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# Office 365 Enterprise Online Services

## Will these Office 365 plans still be available as Additional Products?

Yes. Additional Product SKUs will continue to be available, enabling a customer to license as many users as needed. However, OVS and OV Org-wide customers must elect an Enterprise Product or Enterprise Online Service to satisfy program requirements, and cannot sign an agreement with only Additional Product SKUs.

## How does a customer sign an org-wide OVS or OV agreement?

In order to sign an OVS & OV org-wide agreement, a customer must elect to license their entire organization with an Enterprise Product or Enterprise Online Service from at least one of the three product categories below. The customer must continue to purchase the same Enterprise Product or Enterprise Online Services on subsequent anniversary orders. For example, a customer who elects Enterprise E1 on their initial OVS or OV order must order Enterprise E1 on anniversary orders.

| Product Categories | Enterprise Products                     | New: Enterprise Online Services              |
|--------------------|---|--|
| Office             | Office Professional Plus 2013           | Office 365 ProPlus                           |
| CALs               | Core CAL Suite and Enterprise CAL Suite | Office 365 Enterprise E1, E3, E4, and E1+EOA |
| Operating Systems  | Windows Enterprise Upgrade              |  |

Note: Office 365 Enterprise E3 and E4 plans include Office 365 ProPlus. Office 365 plans do not include Windows Server CAL.

## Can a customer satisfy the organization-wide licensing requirement with a combination of Office 365 USLs and Office Professional Plus licenses?

No, customers may elect either an Office 365 product or Office Professional Plus, but cannot use a combination to meet the organization-wide requirement. At least one of the products chosen under a Product Category must cover all Qualified Users in the organization.

## What if I need to add an additional Office 365 license during the middle of an OVS or OV Org-wide agreement year?

Customers will need to order and pay for additional Office 365 USLs as they are needed. The purchase of additional USLs may extend the Office 365 subscription end date past the OVS or OV Org-wide agreement anniversary date, but anniversary orders are required and USLs must be renewed on the anniversary order.

## Can an OVS customer decrease the number of Office 365 USLs on their anniversary order?

Yes, a customer may order as many USLs as necessary at anniversary, but the quantity ordered cannot fall below the program minimum of 5 USLs.

## Will my Office 365 subscription end when my OVS or OV Org-wide agreement expires?

Not necessarily. The Office 365 subscription end date may not exactly match the OVS or OV Org-wide expiration date due to the potential purchase of additional USLs over the duration of the agreement. In these cases, the Office 365 subscription end date could be later than the OVS or OV Org-wide agreement end date.

## Will Office 365 USLs licensed organization-wide qualify for the Enterprise and/or Platform discount?

No, Office 365 USLs will not qualify for these additional discounts. However, Office 365 USLs will satisfy the Platform Discount requirements for Windows Enterprise Upgrade and CAL Suites if a customer licenses one product from each of the three Product Categories listed above.

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# Office 365 Enterprise Online Services

## **Office 365 is licensed per-user, while OVS & OV Org-wide require coverage for Qualified Desktops. Will Office 365 user subscription licenses (USLs) satisfy the requirements for organization-wide licensing coverage?**

Yes. Organization-wide coverage of Qualified Users will satisfy organization-wide licensing requirements for Qualified Desktops.

## **Can an OVS customer buy out an Office 365 USL?**

No, Office 365 is licensed as a subscription product only and a perpetual license for Office 365 cannot be bought out at the end of an OVS agreement.

## **Do renewing OVS customers with on-premises Office need to uninstall their client software when their OVS agreement expires?**

Not immediately. OVS customers with on-premises Office who are renewing with a qualifying Office 365 plan have 180 days to deploy Office 365 clients. The Office 365 subscription must be activated before the OVS Office subscription ends. Please refer to the Product List for additional details.

For more information on the Open Value Volume Licensing programs, please refer to the Microsoft Volume Licensing site [here](#). For more information on the Office 365 plans, visit [Office.com](#).