

MICROSOFT ENTERPRISE AGREEMENT - PROPOSED METHODOLOGY

Tab 1: Microsoft 3-year Enterprise Agreement, showing initial 3-year term plus two 3-year renewal terms*

Quantity	Product	Year 1	Year 1 Ext.	Year 2	Year 2 Ext.	Year 3	Year 3 Ext.	Year 4	Year 4 Ext.	Year 5	Year 5 Ext.	Year 6	Year 6 Ext.	Year 7	Year 7 Ext.	Year 8	Year 8 Ext.	Year 9	Year 9 Ext.	
1100	Office Professional	\$ 120.10	\$ 132,110.00	\$ 120.10	\$ 132,110.00	\$ 120.10	\$ 132,110.00	\$ 70.10	\$ 77,110.00	\$ 70.10	\$ 77,110.00	\$ 70.10	\$ 77,110.00	\$ 70.10	\$ 77,110.00	\$ 70.10	\$ 77,110.00	\$ 70.10	\$ 77,110.00	
1100	Windows Professional	\$ 38.64	\$ 42,504.00	\$ 38.64	\$ 42,504.00	\$ 38.64	\$ 42,504.00	\$ 28.67	\$ 31,537.00	\$ 28.67	\$ 31,537.00	\$ 28.67	\$ 31,537.00	\$ 28.67	\$ 31,537.00	\$ 28.67	\$ 31,537.00	\$ 28.67	\$ 31,537.00	
1100	Core CAL	\$ 47.80	\$ 52,580.00	\$ 47.80	\$ 52,580.00	\$ 47.80	\$ 52,580.00	\$ 25.55	\$ 28,105.00	\$ 25.55	\$ 28,105.00	\$ 25.55	\$ 28,105.00	\$ 25.55	\$ 28,105.00	\$ 25.55	\$ 28,105.00	\$ 25.55	\$ 28,105.00	
1	Project Server	\$ 260.33	\$ 260.33	\$ 260.33	\$ 260.33	\$ 260.33	\$ 260.33	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	\$ 111.30	
80	Windows Server Std	\$ 246.02	\$ 19,681.60	\$ 246.02	\$ 19,681.60	\$ 246.02	\$ 19,681.60	\$ 105.70	\$ 8,456.00	\$ 105.70	\$ 8,456.00	\$ 105.70	\$ 8,456.00	\$ 105.70	\$ 8,456.00	\$ 105.70	\$ 8,456.00	\$ 105.70	\$ 8,456.00	
3	Windows Server Ent	\$ 799.28	\$ 2,397.84	\$ 799.28	\$ 2,397.84	\$ 799.28	\$ 2,397.84	\$ 343.42	\$ 1,030.26	\$ 343.42	\$ 1,030.26	\$ 343.42	\$ 1,030.26	\$ 343.42	\$ 1,030.26	\$ 343.42	\$ 1,030.26	\$ 343.42	\$ 1,030.26	
3	Exchange Server Ent	\$ 1,369.45	\$ 4,108.35	\$ 1,369.45	\$ 4,108.35	\$ 1,369.45	\$ 4,108.35	\$ 588.43	\$ 1,765.29	\$ 588.43	\$ 1,765.29	\$ 588.43	\$ 1,765.29	\$ 588.43	\$ 1,765.29	\$ 588.43	\$ 1,765.29	\$ 588.43	\$ 1,765.29	
35	Project Pro w/ PSCAL	\$ 293.55	\$ 10,274.25	\$ 293.55	\$ 10,274.25	\$ 293.55	\$ 10,274.25	\$ 136.88	\$ 4,790.80	\$ 136.88	\$ 4,790.80	\$ 136.88	\$ 4,790.80	\$ 136.88	\$ 4,790.80	\$ 136.88	\$ 4,790.80	\$ 136.88	\$ 4,790.80	
25	Visio Pro	\$ 147.41	\$ 3,685.25	\$ 147.41	\$ 3,685.25	\$ 147.41	\$ 3,685.25	\$ 68.77	\$ 1,719.25	\$ 68.77	\$ 1,719.25	\$ 68.77	\$ 1,719.25	\$ 68.77	\$ 1,719.25	\$ 68.77	\$ 1,719.25	\$ 68.77	\$ 1,719.25	
30	Project	\$ 176.24	\$ 5,287.20	\$ 176.24	\$ 5,287.20	\$ 176.24	\$ 5,287.20	\$ 82.21	\$ 2,466.30	\$ 82.21	\$ 2,466.30	\$ 82.21	\$ 2,466.30	\$ 82.21	\$ 2,466.30	\$ 82.21	\$ 2,466.30	\$ 82.21	\$ 2,466.30	
0	Visio Std	\$ 58.58	\$ -	\$ 58.58	\$ -	\$ 58.58	\$ -	\$ 27.33	\$ -	\$ 27.33	\$ -	\$ 27.33	\$ -	\$ 27.33	\$ -	\$ 27.33	\$ -	\$ 27.33	\$ -	
0	Exchange Server Std	\$ 239.19	\$ -	\$ 239.19	\$ -	\$ 239.19	\$ -	\$ 102.77	\$ -	\$ 102.77	\$ -	\$ 102.77	\$ -	\$ 102.77	\$ -	\$ 102.77	\$ -	\$ 102.77	\$ -	
	Total per year:		\$ 272,888.82		\$ 272,888.82		\$ 272,888.82		\$ 157,091.20		\$ 157,091.20		\$ 157,091.20		\$ 157,091.20		\$ 157,091.20		\$ 157,091.20	
			total of initial 3-year EA contract:					\$ 818,666.46		total of second 3-year EA contract (renewal):				\$ 471,273.60		total of third 3-year EA contract (renewal):				\$ 471,273.60
			In this initial 3-year term, you're paying for the license cost + 3 years of SA							in this 6-year period, you're paying annual Software Assurance renewals, as the licenses were paid in the initial EA term										

9-year total for the Enterprise Agreement: \$ 1,761,213.66 plus tax

*based on today's pricing, as we can't predict future Microsoft pricing past the initial 3-year term.

Software Assurance Benefits you'll receive from this EA Quote:

- 1) 30 full training days at a certified training center
- 2) Version upgrades for all products on your EA
- 3) Ability for all 1,000 employees to install Office Pro at home for free (just the cost of shipping the media, about \$20.00)
- 4) Ability to offer the Employee Purchase Program
- 5) Web-based tech support for all "standard" servers, unlimited incidents
- 6) Telephone tech support for all "enterprise" servers, unlimited incidents
- 7) Free eLearning for applications and servers
- 8) Free TechNet Plus subscription
- 9) TechNet Online Concierge Chat
- 10) Windows PE Environment
- 11) Corporate Error Reporting
- 12) Exchange Intelligent Messaging Filter
- 13) Ability to spread payments (annual installments)
- 14) Extended Lifecycle hot-fix support
- 15) "Cold" backup server licenses for disaster recovery