

# SERVICE PROVIDER LICENSING AGREEMENT (SPLA)

## What is Services Provider License Agreement?

The Microsoft Services Provider License Agreement (SPLA) enables services providers and independent software vendors (ISVs) to distribute Microsoft licensed products on a monthly basis over a three-year agreement term and to use these products to provide software services and hosted applications to customers, or even to third parties.

The SPLA simplifies your software services offerings and authorizes you to license Microsoft products for hosting. As a result, the services provider customers do not have to acquire their own licensed products.

## Licensing Models Available

Licenses acquire under the SPLA are monthly non-perpetual licenses that can be used during the agreement's term. There are **two types of SPLA licenses** with two choices on how to offer Microsoft licensed products to customers:

- **Per Subscriber:** A Subscriber Access License (SAL) is required for each unique individual user or device that is authorized to access or otherwise use the licensed products. With the SAL option, a separate Server License is not needed.
- **Per Processor:** Each Processor License allows an unlimited number of users to access the software that is installed on that processor for products licensed through a per processor model.

## Program Benefits

Among the many benefits of participating in the SPLA Program are:

- Flexible cost structure: no start-up costs, pay for only what you authorized your customers to use
- The ability to deliver a customized service
- Wide selection of current product versions
- Worldwide distribution

## Who Should Use the SPLA?

The following are some of the businesses and scenarios for which the SPLA is a good option:

- Web hosting providers
- Application services providers
- Messaging or collaboration services providers
- Business process outsourcers
- Platform infrastructure providers
- Computer rental companies
- Streaming media providers
- Web or Internet services providers
- Independent software vendors that provide hosted applications
- IT outsourcers that provide software licenses
- Franchisees and franchises

## Product Availability

The Microsoft SPLA offers you access to a wide selection of Microsoft licensed products. The list of available products is available through the SPUR (Services Provider Use Rights). The top SPLA-selling licensed products, ranging from IT solutions to office productivity, are listed below:

- Microsoft Dynamics
- Microsoft Exchange Hosted Services
- Microsoft Exchange Server
- Microsoft Forefront Client Security
- Microsoft Office System
- Microsoft Office SharePoint Server
- Microsoft SQL Server
- Microsoft System Center
- Microsoft Windows Server