

General Licensing Comparison						
	CSP Server Subscription	FD Promotion	Open with SA	Open without SA	Open Value Subscription	SPLA
<b>Price (SQL Standard)</b>	\$ 2 789.78	\$ 2 735.00	\$9830.46	\$6553.56	\$2580.40	\$287.74 p.m
<b>Price (SQL Enterprise)</b>	\$ 10 695.68	\$ 10 485.00	\$37694.20	\$25129.56	\$9894.72	\$1103.42 p.m
<b>License requirement</b>	Minimum of 4 core licenses	Minimum of 4 core licenses	Minimum of 4 core licenses	Minimum of 4 core licenses	Minimum of 4 core licenses	Minimum of 4 core licenses
<b>Governing customer agreement</b>	Microsoft Customer Agreement	Microsoft Customer Agreement	Open License Agreement	Open License Agreement	Open Value Subscription Agreement	Microsoft Services Provider License Agreement
<b>Channel</b>	Sold by CSP Indirect Resellers purchasing from qualified CSP Indirect Providers	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	Sold by Resellers purchasing from Distributors
<b>Access to keys to install software</b>	Microsoft 365 Admin Center	Microsoft 365 Admin Center	Volume Licensing Service Center (VLSC)	Volume Licensing Service Center (VLSC)	Volume Licensing Service Center (VLSC)	Volume Licensing Service Center (VLSC)
<b>Types of licenses</b>	Subscription	Subscription	Perpetual	Perpetual	Subscription	Non perpetual; consumption based licensing model
<b>Terms of agreement</b>	one or three-year term	one or three-year term	2 years, tied to customer purchase	Upfront payment perpetual license	3 years, tied to customer purchase	Three-year agreement term
<b>Requirements to start agreement</b>	None – just acceptance of terms	None – just acceptance of terms	Purchase of 5 qualifying software licenses	Purchase of 5 qualifying software licenses	Subscribe to an Enterprise Product for all Qualified Devices with a minimum of 5 devices	Minimum requirement of \$100
<b>Payment terms</b>	Upfront	Upfront	Upfront	Upfront	Annual payments	Monthly basis
<b>Cancellation terms</b>	Within 60 days for a full refund	Within 60 days for a full refund	Within 60 days for a full refund	Within 60 days for full refund	Within 60 days for a full refund	Within 60 days but handle fees applies
<b>On-going commitment</b>	Renewal of Software Subscription at end of one or three-year term	Renewal of Software Subscription at end of one or three-year term	Renewal of Software Assurance	None	Renewal of agreement after three years, or buy-out licenses after three years	After three year term
<b>On-premise use rights</b>	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	None	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	Allowed provided the SPLA agreement holder manages the environment
<b>Rights to use licenses in Azure</b>	Rights to assign licenses to virtual machines via the Azure Hybrid Benefit	Rights to assign licenses to virtual machines via the Azure Hybrid Benefit	Rights to assign licenses to virtual machines via the Azure Hybrid Benefit or License Mobility through SA rights (not available for all products)	None	Rights to assign licenses to virtual machines via the Azure Hybrid Benefit or License Mobility through SA rights (not available for all products)	None
<b>Upgrade rights</b>	Yes	Yes	Yes	None	Yes	Yes
<b>Downgrade rights</b>	Yes	Yes	Yes	Yes	Yes	Yes

\* The pricing provided is cost estimates and does not take any price changes in 2020 into equation.

\* The FD promotion is only valid till 1 Dec 2020.