



# SCE Enrollment Comparison Table

TOPIC	EAP	ECI	EWA	SCE
<b>Requires an Enterprise-Wide Commitment (must license entire footprint)</b>	Y	N	N	Y
<b>Enrollment Term</b>	3 Year	3 Year	3 Year	3 Year
<b>Licensing Options (SA, L/SA, Subscription)</b>	L/SA SA Renewal SA Only (Prior L)	L/SA SA Renewal Subscription	N/A	L/SA SA Renewal Subscription
<b>Price Levels</b>	A, B, C, D	A, B, C, D	Tier 1: Up to 1799 Units Tier 2: 1800 – 4799 Units Tier 3: 4800 – 11999 Units Tier 4: 12000 + Units	A, B, C, D
<b>Discounts</b>	<ul style="list-style-type: none"> <li>40% on Premium edition of “L” portion of L/SA SKU</li> <li>15% on Standard edition of “L” portion of L/SA SKU</li> <li>No discount on SA SKU</li> </ul>	<ul style="list-style-type: none"> <li>20% on bundle as compared to product licenses individually</li> </ul>	Based on monetary commitment Tier 1: 23% Tier 2: 26% Tier 3: 30% Tier 4: 35%	<ul style="list-style-type: none"> <li>15% on L&amp;SA SKU</li> <li>5% on SA Renewal SKU</li> </ul>
<b>Product Offerings</b>	<ul style="list-style-type: none"> <li>SQL Server</li> <li>SQL Parallel Data Warehouse</li> <li>BizTalk Server</li> <li>Visual Studio</li> <li>SharePoint Server</li> </ul>	<ul style="list-style-type: none"> <li>CIS Datacenter (Windows Server Data Center and System Center Data Center)</li> <li>CIS Standard (Windows Server Standard and System Center Standard)</li> </ul>	<ul style="list-style-type: none"> <li>All Windows Azure Cloud Services</li> </ul>	<ul style="list-style-type: none"> <li>CIS Suites (Windows Server &amp; System Center)</li> <li>SQL Server</li> <li>BizTalk Server</li> <li>SharePoint Server</li> <li>Visual Studio Ultimate and Premium</li> <li>All Windows Cloud Services (Included automatically or licensed stand alone)</li> </ul>



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<b>Minimum Initial Purchase Requirement</b>	<ul style="list-style-type: none"> <li>SQL: 50 Cores/5 Servers &amp; 250 CALs</li> <li>SQL Parallel Data Warehouse: 32 Cores</li> <li>BizTalk: 24 Cores</li> <li>Visual Studio: Combination of 20 licenses of Ultimate/Premium with MSDN</li> <li>SharePoint Server: 5 Servers</li> </ul>	<ul style="list-style-type: none"> <li>50 Processors, combination of CIS Datacenter &amp; CIS Standard</li> </ul>	Based on monetary commitment and enrollment price level	<p><u>Core Infrastructure</u></p> <ul style="list-style-type: none"> <li>50 Processors, combination of CIS Datacenter &amp; CIS Standard</li> </ul> <p><u>Application Platform</u></p> <ul style="list-style-type: none"> <li>SQL Server: 50 Cores (Enterprise or Standard) or 5 Server (Standard and Business Intelligence) &amp; 250 CALs</li> <li>SQL Parallel Data Warehouse: 32 Cores</li> <li>BizTalk (any edition): 24 Cores</li> <li>SharePoint Server: 5</li> </ul> <p><u>Developer Platform</u></p> <ul style="list-style-type: none"> <li>Visual Studio: Combination of 20 Licenses of Ultimate/Premium w/MSDN</li> </ul> <p><u>Windows Azure</u></p> <ul style="list-style-type: none"> <li>Included automatically when enrolling in any other component</li> <li>Licensed Standalone</li> </ul>
<b>Benefit(s)</b>	<ul style="list-style-type: none"> <li>40% on Premium edition, L&amp;SA only</li> <li>15% on Standard edition, L&amp;SA only</li> <li>Discounted pricing structure</li> <li>Standardization of entire production footprint on same version</li> <li>Flexible True Up options</li> <li>SA on entire production footprint</li> </ul>	<ul style="list-style-type: none"> <li>20% on bundle as compared to individual product licenses</li> <li>Discounted pricing structure</li> <li>Simplified Licensing</li> <li>SA only on what you need</li> <li>Flexibility to license based on virtualization needs</li> </ul>	<ul style="list-style-type: none"> <li>Ideal licensing agreement for customers to purchase services outside existing EA Enrollments</li> <li>Enrollment lets you subscribe and manage services under single agreement</li> <li>Choose how to use the services sold under consumption-based, per-unit billing models</li> <li>Volume pricing discounts available based on annual monetary commitment level</li> </ul>	<ul style="list-style-type: none"> <li>New 5% SA discount</li> <li>Slightly higher discount vs. EAP standard products</li> <li>Single enrollment for server and cloud technologies</li> <li>Easy on-ramp to cloud</li> <li>Consistent Cloud OS platform</li> <li>Application license mobility</li> <li>Full SA benefits for all deployed licenses including new version rights</li> <li>Unlimited Problem Resolution Support for qualifying customers</li> </ul>
<b>True Up Options</b>	<ul style="list-style-type: none"> <li>Annual True Up: Settle annually for licenses installed</li> <li>Three Year True Up: No annual counting, predictable spending based on fixed annual growth projections</li> </ul>	<ul style="list-style-type: none"> <li>Annual True Up: Settle annually for licenses installed</li> </ul>	Annual Commitment	Undisclosed at this time. Comparable to EAP and ECI requirements.