



SPLA Licensing Enhancements

BENEFITS

- **Offer cloud flexibility to customers.**
Give customers the option of on-premise or off-premise deployment.
- **Deliver customer value for less.**
Increase customer value with up to 75 percent more functionality in foundation packs—and take advantage of up to a 33 percent reduction in Advanced Management per-user pricing.
- **Gain mutual success with loyalty benefits.** Help customers get the rich benefits of the Microsoft Dynamics® ERP Loyalty Program improvements, including access to CustomerSource. Gain Partner recognition for sales with an accelerator.
- **Increase geographic availability.** SPLA is now available in the same countries that offer the solutions with Business Ready Licensing (BRL), including Japan, Taiwan, and Korea.
- **Extend ERP to more users.** Full User SAL provides all functionality listed through rich client and other access points. Light User SAL allows extension of the ERP solution for users to access from non-rich client points (such as through the web, Microsoft SharePoint, a third party application, a Microsoft Office application, or a mobile device).

SPLA Licensing Enhancements:

Partner-Hosted Software-as-a-Service for Microsoft Dynamics AX

Take advantage of licensing enhancements to increase customer satisfaction and build your business.

With Partner-Hosted Software-as-a-Service for Microsoft Dynamics AX, you can deliver cloud computing to your customers on their terms—deploying as much or as little functionality to the cloud as they need.

Start or expand your business by providing Partner-hosted solutions and deliver greater customer value with the latest enhancements to the Services Provider License Agreement (SPLA). Customers can take advantage of new features, and you can leverage your success to get extra credit for the Microsoft Partner Network (MPN).

Key SPLA enhancements

- **Reduced pricing** – Up to a 33 percent reduction in Advanced Management SAL.
- **Enhanced Advanced Management and Business Essentials Editions** – Up to 75 percent of the A la Carte functionality/SKUs are now moved into the Business Essentials and Advanced Management SALs* (value estimated at up to U.S.\$250,000 per year**).
- **New functionality included in SPLA** – Microsoft FRx® Professional Services Automation, Retail POS, and Intercompany modules for Microsoft Dynamics AX.
- **Partner recognition for MPN** – Leverage MPN to ensure credits for new customers and revenue for your MPN program status (Partner discount, Inner Circle, and Presidents club). Includes an accelerator on SPLA revenue.

For more information, visit the Software-plus-Services page on PartnerSource.

** Enhancements planned to be available from September 2010 to October 2010.*

*** Prices listed are for the U.S. only and are subject to change; please refer to your local pricelist for details.*

MICROSOFT DYNAMICS AX 2009 SPLA FUNCTIONALITY PREVIOUSLY A LA CARTE* NOW MOVED TO BUSINESS ESSENTIALS	
BUSINESS ESSENTIALS FULL USER SAL: Business Essentials Foundation Pack (FA8-00009)	
FUNCTION	ITEM DESCRIPTION
Financial Management	Dimensions
Human Resource Management	Human Resource Management I Human Resource Management II Human Resource Management III
Workspace Collaboration	HRM for Enterprise Portal
Languages	Languages
Configuration and Development	X++ Source Code
Other	Application Object Server Environmental Sustainability Dashboard

**Includes all of the previous A la Carte functionality.*

MICROSOFT DYNAMICS AX 2009 SPLA FUNCTIONALITY PREVIOUSLY A LA CARTE* MOVED TO ADVANCED MANAGEMENT	
ADVANCED MANAGEMENT FULL USER SAL: BRL Advanced Management Foundation Pack (FA8-00010)	
FUNCTION	ITEM DESCRIPTION
Financial Management	Dimensions
Cost Accounting	Cost Accounting I Cost Accounting II Cost Accounting III Cost Accounting IV
Project Management	Project Time Management Service Management Service Subscription
Supply Chain Management	Intercompany Warehouse Management II
Manufacturing Solutions	Lean Manufacturing Product Builder Production II Production III Shop Floor Control I Shop Floor Control II Shop Floor Control III

MICROSOFT DYNAMICS AX 2009 SPLA FUNCTIONALITY PREVIOUSLY A LA CARTE MOVED TO ADVANCED MANAGEMENT (continued)	
ADVANCED MANAGEMENT FULL USER SAL: BRL Advanced Management Foundation Pack (FA8-00010)	
FUNCTION	ITEM DESCRIPTION
Human Resource Management	Human Resource Management I Human Resource Management II Human Resource Management III
Industry Solutions	Retail Headquarters Professional Services Automation
Workspace Collaboration	Consultant Role Customer Role HRM for Enterprise Portal Performance Management for Enterprise Portal Questionnaire for Enterprise Portal Sales Representative Role Shop Floor Control for Enterprise Portal Vendor Role
Languages	Languages
Configuration and Development	Web MorphX Development Suite X++ Source Code
Other	Application Object Server Balanced Scorecard Business Process Management Environmental Sustainability Dashboard Questionnaire I Questionnaire II

**Includes all of the previous A la Carte functionality.*

ADVANCED MANAGEMENT LIGHT USER SAL: (FA8-00077)
AND
BUSINESS ESSENTIALS LIGHT USER SAL: (FA8-00077)
The most comprehensive limited access SAL is called the Light User SAL. Light User SALs allow access to the Microsoft Dynamics ERP solution by means other than the Dynamics rich client UI (such as through the web, Microsoft SharePoint, a third party application, a Microsoft Office application, or a mobile device).

For more information about Microsoft SPLA, visit www.microsoft.com/hosting/en/us/licensing/splabenefits.aspx.

For more Partner information about Software-plus-Services for Microsoft Dynamics ERP, visit **PartnerSource** <https://mbs.microsoft.com/partnersource/marketing/marketingcollateral/messagingframeworks/softwareplusservices.htm>.

For more customer information about Software-plus-Services for Microsoft Dynamics ERP, visit www.microsoft.com/dynamics/en/us/erp-software-plus-services.aspx.

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