



Microsoft[®]
GOLD CERTIFIED
Partner

Licensing Simplified

Develop solutions based on Microsoft Platform

Deployment, Training and Implementation on Microsoft Technology

Cost effective and appropriate licensing program based on customer requirement





About HCL and Microsoft® Solutions and Services:

HCL Infosystems, India's premier technology integration company has the capability to deliver end-to-end solutions for its clients across regions and segments.

HCL is the largest Direct named OEM reseller for Microsoft® Licenses in India and was the first one to be accorded with Microsoft® Large Account Reseller (LAR) Status in India. This enables HCL to offer customized licenses, the Enterprise and Select Agreements along with Open licenses, suiting the needs of Enterprise and SMB segments. HCL follows a consultative approach to offer customized programs designed tailored to match the size and purchase preferences of your organization.

HCL is a Microsoft® Gold Certified partner which is indicative of the expertise we carry to deploy diverse technologies in varied IT environments.

This renders us a preferred single point contact for any Microsoft® Business solution to the customers.

In today's dynamic business environment, staying ahead of the competition means staying current with your software. With Microsoft® Volume License, you can save valuable money, time and resources while ensuring you are running the most updated software. Clubbing your licenses with Microsoft® Software Assurance gives you near automatic access to new technologies and provides productivity benefits, support, tools, and training to help deploy and use software efficiently.

HCL endeavors to educate customers on the true benefits of the Microsoft Volume Licensing and how Microsoft products promise a People ready business. HCL being one of the premium partners of Microsoft, helps deliver the best of the Microsoft Products and Services.

Why HCL?

- ▶ 360 degree relationship with Microsoft.
- ▶ First in India to be accorded with LAR (Large Account Reseller) status.
- ▶ Microsoft® Gold Certified partner for LAR Business.
- ▶ Gold Certified partner for Learning Solutions.
- ▶ Academic Education Reseller.
- ▶ Largest OEM Partner in India.
- ▶ Dedicated team of Architects and Solution developer on Microsoft platforms.
- ▶ Center Of Excellence for Microsoft Solutions at Noida.

Volume Licensing Overview: Microsoft Volume Licensing offers customized programs that are designed to meet the needs of your business. Tailored to the size and purchasing preference of your company, these programs provide simple, flexible, and affordable solutions that enable you to easily manage your licenses.

Open License: The Open License program is designed for companies that have as few as five desktop PCs. The program provides a simple, flexible, and cost-effective way to acquire the latest Microsoft technology to meet your organization's needs and procurement procedures.

Select License: The Select License program is designed for corporate, government, and academic organizations that have 250 or more desktop PCs and mixed product and purchasing requirements. With Select License, your organization receives a volume price level for each pool of products selected (applications, systems, and servers) based on a three-year software forecast.

Enterprise Agreement: The Enterprise Agreement program is designed for businesses that have 250 or more desktop PCs. Enterprise Agreement enables you to improve workplace productivity by standardizing on your choice of Microsoft software for all desktops across your enterprise at discounted prices based on a three-year agreement term.

Enterprise Subscription Agreement: The Enterprise Subscription Agreement program is designed for corporations that have 250 or more desktop PCs. With Enterprise Subscription Agreement, your company can subscribe together than purchase Microsoft software licenses. Enterprise Subscription Agreement offers significant discounts off full retail prices, lower annual payments, and pricing flexibility to accommodate acquisitions and divestitures.



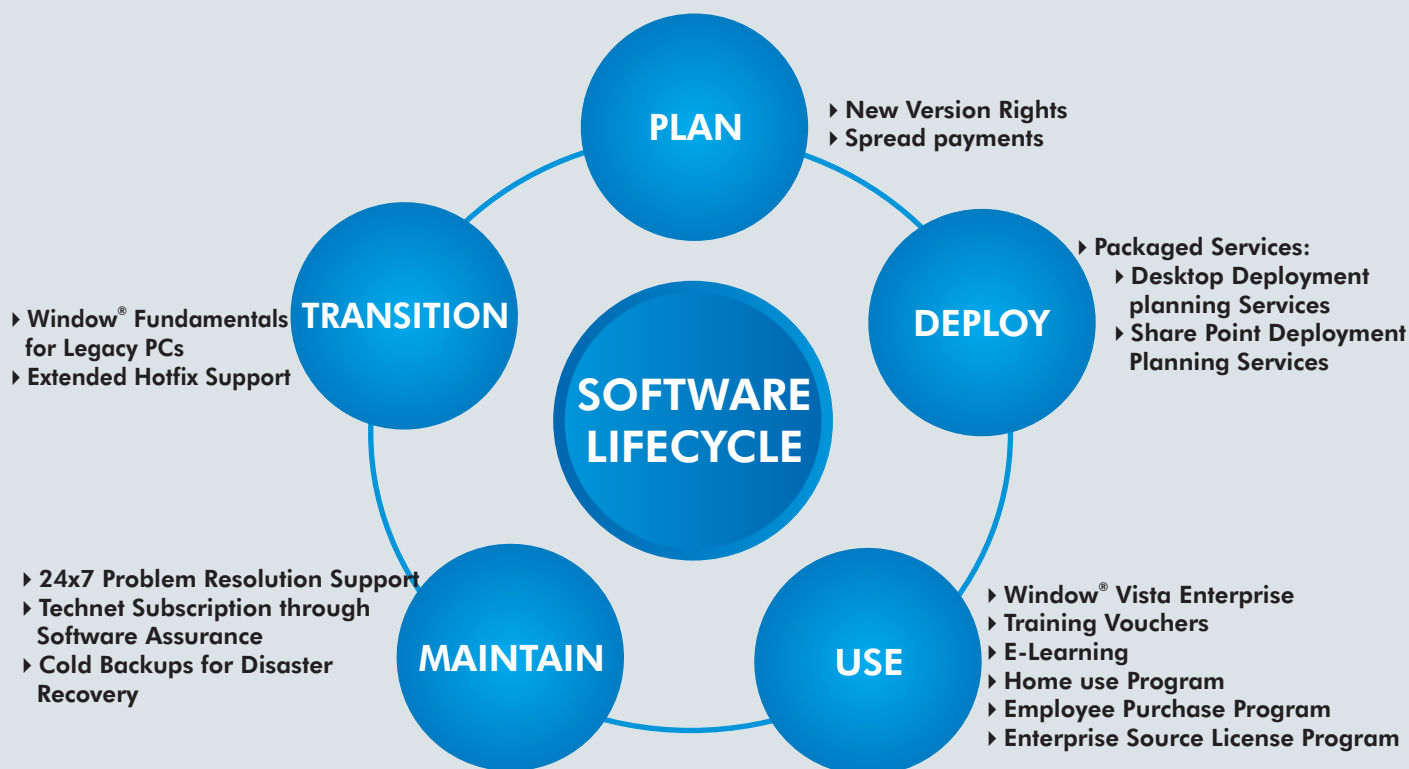
HCL Microsoft Volume Licensing Programs

PROPERTIES	Open License Policy 6.0	Open Value 6.0	SELECT Agreement 6.0	Enterprise Agreement 6.0
Agreement Term	2 yrs.	3 yrs.	3 yrs.	3yrs.
Licensing Options	L , L/SA , SA	L/SA , SA	L , L/SA , SA	L/SA , SA
Forecasting Required	NO	NO	YES	YES
Discounts	Based on volume (NL,C,D)	No Discounts	Discount based on Forecast(A,B,C,D)	Discount based on No. of desktops and their Standardisation (A,B,C,D)
Pool Level (Application, System and Server Pool)	Discounts based on Volume : NL Level-upto 500 points/pool C Level-500-2000 points/pool D Level-above 2000 points/pool	No Discounts	Discounts based on Forecast of points per pool: A Level-1500 points/ pool B Level-12000 Points/ pool C Level-30000 points/ pool D Level-75000 points/ pool	Discounts based on number of desktops covered under EA : A Level 250-2399 Desktops B Level 2400-5999 Desktops C Level 6000-14999 Desktops D Level15000 and over Desktop
Software Assurance As option	Optional	Mandatory	Optional	Mandatory
Payment in Installments	No Installment Option	Can pay in Installments	Can pay in Installments if bought with SA	Can Pay in Installments (only one transaction a year)
Target Customer	More than 5 Licenses	More than 5 Licenses	250 Desktop & above	250 Desktop & above
License managability	Paper license in name of Customer	Paper license in name of Customer	E License and all keys available on MVLS site	E License and all keys available on MVLS site
SA Benefits	Upgrades or newer version rights	Online support and Upgrades	Training voutures, Upgrades, Technet, Evaluation Rights	Training Vouchers, Upgrades, Technet, Evaluation Rights, Home user rights, Employee Purchase Program, 24X7 support
MEDIA	Media must be purchased separately	Provided for initial product order; additional media available for purchase		

Select Plus Features:

Ordering:	Customer ID represent a single business entity.
Asset Management:	View all assets across the enterprise using a single customer ID.
Term:	Never expires- Evergreen
Program Qualification:	New Customer purchase is a minimum of 500 points.
	Qualify with an existing EA, EA Subscription or, Campus and School Agreement.
	Qualify with a Volume Licensing Agreement.
Purchase Minimum and Compliance:	Purchase minimum waived with active EA, EA Subscription or CASA
	Level A-Meet 500 points minimum to continue purchasing in that pool.
	Level B-D-If the customer doesnot meet minimum, price level will go down by one level.
	May be bound to EA pool price level.
Software Assurance:	Option to add full 36 months of Software Assurance, with no proration.
	Software Assurance membership also available.

Software Assurance Benefits*



*For different volume Licensing Programmes (OLP, OVL, SLT, EA) the SA benefits vary with the mix and match of the above Segregated Benefits.

**Information in this Document is Subjected to change without prior notice.

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