

## FY15 Q4 SMB Offers Disclaimer

### Part 1: Surface Bundle Promo

Offer Period: Ends on June 30, 2015

Offer Details: Eligible customers who place an order for Microsoft Surface Pro 3 with a participating Authorized Device Reseller (ADR) during the Offer Period could receive a discount from the reseller on the following Eligible Product:

- Up to 15% off the Estimated Retail Price ("ERP") of Office 365 Business

Notes:

1. Eligible Products purchased under the following license types are excluded: Academic, Government and Charity Open Agreements.
2. Only available to Microsoft Small and Medium Businesses (SMB) & Corporate Territory Managed (CTM) organizations, defined as less than 1000 employees, and not a fortune 500 company.
3. Minimum of 1 and maximum of 250 units in total per eligible customer.
4. Office 365 attach licenses cannot exceed total Surface units on an order.
5. Office 365 must be purchased at the same time on the same PO as Surface devices.
6. Office 365 discount available for all Surface devices.
7. Offer cannot be combined with any other offers for or discounts in market on Office 365 or Surface.
8. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
9. Other terms and conditions may apply. Contact your ADR for more information.

### Part 2: Dev Tools Pro & Premium Promo

Offer Period: Ends on April 30, 2015

Offer Details: Eligible customers who place an order under an Open License, Open Value or Open Value Subscription with a participating reseller during the Offer Period could receive a discount from the reseller on following Eligible Products:

- Up to 15% off ERP of Visual Studio Professional with MSDN
- Up to 20% off ERP of Visual Studio Premium with MSDN
- Up to 25% off ERP of Visual Studio Ultimate with MSDN

Notes:

1. Eligible Products purchased under the following license types are excluded: Academic, Government and Charity Open Agreements.
2. Minimum of 1 and maximum of 20 licenses in total per eligible customer.
3. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
4. Other terms and conditions may apply. Contact your reseller for more information.

### **Part 3: Office 365 Renew to the Cloud**

Offer Period: Ends on July 31, 2015

Offer Details: Eligible customers with a current Open License + Software Assurance, Open Value Subscription or Open Value agreement could receive a discount from a participating reseller on the following Eligible Products if their agreement is renewed to Open Value Subscription or Open Value during the Offer Period:

- Up to 15% off ERP of Office 365 Enterprise E3 (1 year subscription)
- Up to 20% off ERP of Office 365 ProPlus (1 year subscription)

Notes:

1. Eligible Products purchased under the following license types are excluded: Academic and Charity Open Agreements.
2. Only customers currently in Open License + Software Assurance, Open Value or Open Value Subscription programs are eligible.
3. Minimum of 1 and maximum of 250 licenses in total per eligible customer.
4. At renewal period, eligible customers can submit a purchase order to their resellers, through the Open Value and Open Value Subscription programs, for the Eligible Products.
5. Limited to one purchase order per Eligible Product, with a maximum of 250 licenses per eligible customer.
6. Eligible customers are required to provide Microsoft with the purchase order and all necessary documentation as proof of delivery, through their resellers, as required by Microsoft.
7. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
8. Other terms and conditions may apply. Contact your Reseller for more information.

### **Part 4: Microsoft GGWA (Get Genuine Windows Agreement) Promotion**

Offer Period: March 23 to June 23, 2015

Offer Details: Eligible customers who place an order under an Open License (Corporate only), with a participating reseller during the Offer Period could receive a discount from their reseller on the following Eligible Product:

- Up to 10% off ERP of Microsoft Get Genuine Windows Agreement

Notes:

1. This Program is offered to all the Microsoft End Customers located in the Indonesia, Malaysia, Philippines, Singapore, Korea, Thailand, Vietnam, Bangladesh, Nepal, Brunei, Maldives, Sri Lanka, Cambodia, Laos and Myanmar.
2. Eligible customers are entitled to a one-time purchase discount off 10% on each GGWA License (Get Genuine Windows Agreement SKU FQC-08147).
3. Minimum of 1 and maximum of 250 licenses in total per eligible customer.
4. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
5. Other terms and conditions may apply. Contact your reseller for more information.

## **Part 5: Windows Embedded Volume License Promo**

Offer Period: Ends on June 30, 2015

Offer Details: Eligible customers who place an order under an Open License and Open Value agreement (Corporate or Government), with a participating reseller during the Offer Period could receive a discount from their reseller on the following Eligible Product:

- Up to 20% off ERP of Windows Embedded Industry 8.1 Pro Upgrade

Notes:

1. Eligible Products purchased under the following license types are excluded: Academic and Charity Open Agreements.
2. Minimum of 5 and maximum of 250 licenses in total per eligible customer.
3. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
4. Other terms and conditions may apply. Contact your Reseller for more information.

## **Part 6: Windows Upgrade Promo**

Offer Period: Ends on June 30, 2015

Offer Details: Eligible customers who place an order under an Open License (Corporate Only) with a participating reseller during the Offer Period could receive a discount from their reseller on the following Eligible Product:

- Up to 15% off ERP of Windows 8.1 Pro Upgrade Open License

Notes:

1. Eligible Products purchased under the following license types are excluded: Government, Academic and Charity Open Agreements.
2. Eligible customers can enjoy a free upgrade to Windows 10 within the first year of its availability.
3. Minimum of 5 and maximum of 250 licenses in total per eligible customer.
4. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
5. Other terms and conditions may apply. Contact your reseller for more information.

## Part 7: Microsoft Dynamics CRMOnline Promo

Offer Period: Ends on June 30, 2015

Offer Details: Eligible customers who already own or purchase Office 365 Business Premium or Government E3 or E4, and place an order under an Open License and Open Value agreement (Corporate or Government), with a participating reseller during the Offer Period could receive a discount from their reseller on the following Eligible Products:

- Up to 32.7% off ERP of Microsoft Dynamics CRM Online Professional (Corporate)
- Up to 32% off ERP of Microsoft Dynamics CRM Online Professional (Government)

Notes:

1. Eligible Products purchased under the following license types are excluded: Academic and Charity Open Agreements.
2. Minimum of 5 and maximum of 250 licenses in total per eligible customer.
3. Office 365 Business Premium (Corporate) or Government G3 (Government) Plans or higher must be acquired at the time of or prior to requesting this promotion.
4. Each promotional license must be assigned to a user to whom an Office 365 Business Premium (Corporate) or O365 Government E3/G3 or E4/G4 license has been assigned.
5. This promotion is available through Microsoft Open channel corporate and government customers only.
6. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
7. Other terms and conditions may apply. Contact your reseller for more information.

## Part 8: Windows Server Promotion (A)

Offer Period: Ends on June 30, 2015

Offer Details: Eligible customers who place an order under an Open License, Open Value or Open Value Subscription with a participating reseller during the Offer Period could receive a discount from the reseller on the following Eligible Products:

- Up to 10% off ERP of Microsoft Windows Server Datacenter
- Up to 16% off ERP of Microsoft Windows Server Standard + 5 Client Access Licenses (User or Device CALs) + 1 Azure (regular price)
- Up to 16% off ERP of Microsoft Windows Server Datacenter + 5 Client Access Licenses (User or Device CALs) + 1 Azure (regular price)
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Notes:

1. Eligible Products purchased under the following license types are excluded: Charity Open Agreements.
2. Minimum of 1 and maximum of 20 licenses/bundles in total per eligible customer.
3. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
4. Other terms and conditions may apply. Contact your reseller for more information.

## Part 8: Microsoft Office Promo

Offer Period: Ends on June 30, 2015

Offer Details: Eligible customers who place an order under an Open License (Corporate Only) with a participating Reseller during the Offer Period could receive a discount from their reseller on the following Eligible Products:

- Up to 15% off ERP of Microsoft Office Standard and Office Professional Plus

Notes:

1. Eligible Products purchased under the following license types are excluded: Government, Academic and Charity Open Agreements.
2. Minimum of 5 and maximum of 250 licenses in total per eligible customer.
3. Resellers are at all times free to set and determine the price at which they sell Microsoft products.
4. Other terms and conditions may apply. Contact your reseller for more information.