

## SPLA Licensing Program

### What is it and who is it for?

The Microsoft Service Provider License Agreement (SPLA) Program is a hosted global licensing program for ISVs and Software Developers who integrate Microsoft software in their hosted solutions. Via the SPLA Program, your end customers worldwide are able to license eligible products on a monthly basis.

### Main Benefits:

Low starting cost: pay monthly for licences when you have made them available

- No long-term commitments: simply remove licences when they are no longer needed
- Help cash flow: licences are reported and paid for in arrears
- Hosting options: use Azure or another data centre provider of your choice

### How can Grey Matter help?

As a Microsoft ISV Distributor, Grey Matter can help clarify whether your products are eligible for the scheme and support you throughout setup and use of the program.

We also offer a SPLA program for Parallels Remote Application Server (RAS) too, which links in well with the Microsoft SPLA Program. Parallels Remote Application Server SPLA is licensed based on the peak number of concurrent users over a billing period. This information is automatically collected daily from each farm and is used to calculate the licensing cost at the end of a billing cycle.

### Which products does SPLA licensing apply to?

- Windows Server
- Microsoft SharePoint Hosting Server
- Microsoft System Centre
- Microsoft Skype for Business Server
- Microsoft SQL Server
- Microsoft Exchange Server
- Microsoft Dynamics ERP products
- Microsoft Dynamics business software
- Microsoft Office

### Next Steps

Contact our specialists now

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#### USE CASE EXAMPLE:

If you use Microsoft SQL Server database software and the Windows Server operating system (rather than your own datacentre) to store and display your customers' website content you will need SPLA.

## ISV Royalty Licensing Program

### What is it and who is it for?

The ISV Royalty Licensing Program is an on-premise global licensing program for ISVs and Software Developers who integrate Microsoft software in their on-premise solutions. With this licensing program, Microsoft software can be licensed to be used within your own application, and then provided to your customers as a unified solution.

### Main Benefits:

- Pay for your licences in arrears
- Increase profitability due to reduced licence costs
- Spread your horizons and deliver unified solutions to customers worldwide
- Be more productive by providing a complete solution, reduce installation, compatibility and administration time

### How can Grey Matter help?

As the only ISV Royalty Distributor in the UK and Ireland, Grey Matter can help clarify whether you are eligible for the scheme, and support you throughout setup and use of the program. We can help you with any licensing or technical queries you may have in regards to this program. It's also worth noting that there is no financial commitment to joining the ISV Royalty Program.

### Which products does ISV Royalty licensing apply to?

Microsoft SQL Server

- Dynamics 365
- Windows Remote Desktop Services (RDS)
- Office Pro Plus, BizTalk Server
- SharePoint Server
- Microsoft Exchange Server

### USE CASE:

If you're an independent software developer offering a unified solution, the ISV Royalty Licensing Program offers perpetual licenses – which license the products to you the ISV rather than the end user – that are everlasting. If you want to be able to integrate Microsoft licensed products into your application, and then allow your end users the ability to use those underlying Microsoft licensed products with other applications then, ISV Royalty allows you to do that.

### Next Steps

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## CSP for Cloud

### What is it and who is it for?

CSP for Cloud license allows you to purchase 356 licences and subscribe to Azure. It's a great way of licensing for customers who require more flexibility in their licences, with yearly or monthly payments and prefer the support offered by a CSP (that's us!).

This is a regional license, so you will need to purchase separate licenses for each region that your application will be used in.

### Main Benefits:

- Only pay for what you use with flexible licensing and clear monthly billing
- Grey Matter technical support and advice; including a free initial consultation with a member of our technical team, 2-hour SLA, and a transparent quoting service

### How can Grey Matter help?

We can help with migration of existing on-premise applications to the cloud as well as helping to redesign existing SaaS applications for Azure and conversion to PaaS. We are a direct and indirect Microsoft Cloud Solution Provider.

### Which products does CSP for Cloud apply to?

- Office 365
- Dynamics 365
- Azure

### Next Steps

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