



Contact

RJ Burgess
rjburgess@GoIWx.com
1-952-258-6321

SPLA vs Managed Licenses.

You may be familiar with the new license strategies that have become more popular due to some of the significant benefits these programs offer.

GoIWx helps your organization with Microsoft licenses in many ways. We can accept your software licence keys and manage your titles or can offer you the Microsoft SPLA model. We have outlined the two models below.

The Microsoft Service Provider License Agreement (SPLA)

The Service Provider License Agreement (SPLA) enables service providers such as GoIWx with a hosted offering to license Microsoft products on a monthly basis to provide services and hosted applications to our partner's end customers.

Benefits of the Program

This licensing program is designed based on direct feedback from Service Provider partners:

- **Most Current Product Versions:** With SPLA, service providers have access to the most current versions of the products available in the Program for one simple monthly price.
- **Flexible Cost Structure:** The SPLA offers a monthly usage-based cost. Therefore customers pay only for what was made available the previous month.
- **Pricing Stability:** SPLA price changes (if any) will only occur on an annual basis in January.
- **Use Rights Protection:** The Service Provider Use Rights (SPUR) document details all product use rights for this program. Product use rights are specific to each version and will not change for the duration of the program.
- **Cash Flow Management:** With SPLA, service providers have near zero start-up costs, since they only pay for licenses based on what they made available to provide services each month.
- **Academic SKUs:** Academic pricing on selected server products is available when service providers deploy services to Qualified Education Customers.
- **Worldwide Distribution:** You can use Microsoft software products to sell your services to customers in any part of the world, regardless of your location.

Managed Microsoft Licenses

A fully-managed license procurement and asset management service can significantly lower your cost of ownership and optimizes compliance and reporting for your Microsoft software.



Contact

RJ Burgess

rjburgess@GoIWx.com

1-952-258-6321

Buying more software annually without the ability to manage it effectively means that organizations are buying blind and wasting money. To manage this common issue GoIWx provides many key software services – connectivity, OS platform, data security, data backup and software asset management – into our managed services that dramatically improves the way we purchase, upgrade and administrate Microsoft software.

GoIWx identifies and tracks your Microsoft application titles for you...

- Buy software more cost-effectively
- Have 100% visibility of installed Microsoft products
- Avoid buying unnecessary software
- Save on asset management costs
- Improve use of upgrade entitlements
- Reduce cost of software ownership
- Have better managed volume contracts

Learn more about SPLA licensing on our Frequently Asked Questions for SPLA page at <http://goiwx.com/company/SPLAvsManagedlicensingFAQ.html>.

About GoIWx:

GoIWx is a Hosting Service Provider (HSP) company headquartered in Minneapolis, Minnesota with access to 76 hosting facilities throughout North America. In 1995 the company was created with the primary purpose to allow for people to “Work Anywhere at Anytime” and built with “hassle free IT” in mind. GoIWx is a privately held corporation based in Minneapolis, MN. For more information about GoIWx, call 1-952-258-6300 or visit www.GoIWx.com