



Microsoft Services Provider License Agreement (SPLA)

The Microsoft Service Provider Licensing Agreement (SPLA) is designed for hosting organizations offering customers software related services such as web, databases and applications. This license is included for services that display, run/access or interact (through servers) with Microsoft products through internet or private network for all customers. SPLA is the only licensing program for companies providing a web/cloud-based service that allows commercial hosting for Microsoft products.

Who needs SPLA?

The service providers who are offering services to the third parties out of its datacenter (including Microsoft software) should enrol SPLA and report the license utilization to Microsoft via Sixth Star.

This includes:

- Service providers (ASPs)
- Outsourcers
- Hosters
- Internet providers
- Telecommunications companies
- Customers providing services to external companies on one platform within their own data centers

How is it licensed?

An added degree of flexibility is necessary to offer a hosting service to multiple clients around purchasing and delivering Microsoft software.

Subscriber Access License (SAL): This SAL license is a must for a single user or device that access/use the product.

1. Per Processor: The pre-process license allows an infinite number of users to access the software installed on that particular processor.
2. Per Core: This offers the same similar to per processor but is based on the number of cores present in each physical processor.

What are the benefits?

The benefits of SPLA include no upfront costs i.e. you can pay only for the services that you deploy for the customers. And this helps the service providers to be responsive and highly flexible by increasing the capacity and other new services on the line to the customers without any long-term commitment. Cloud services must be flexible as well as must possess up-to-date hosted solution – Thus all the products licensed through SPLA include new version rights at certain intervals.

SPLA offers Service Providers a 60-day trial pack for each new deployment to test solutions for new customers without incurring any licensing costs from Microsoft.

Since all services solution doesn't work for customers, this is an ideal benefit allowing "hosters" to offer their services to the maximum number of potential clients whilst minimizing losses over any failed services.

SPLA features

- Necessity for joining: Signed SPLA Agreement
- Cost: One price level – no volume binding
- The term of agreement: Three years (renewable)
- License type: Monthly subscription
- Payment options: Monthly
- Simplified reporting via Sixth Star SPLA Portal
- Commitment: Minimum of USD 100 (or equal) reporting after the initial 6 months after signing a new contract, flexible reporting volume
- Software Assurance: upgrade & downgrade rights for newest versions are available
- Use rights: Defined in product use rights for service providers (SPUR)
- Price changes: Once a year (January)
- Testing and Customer demonstration: Free (60 / 30 days)

Important notes

- SPLA Partner must be responsible for accurate reporting and compliance.
- Software Asses Management (SAM) workshops and events for hosts will be conducted by Sixth Star to its SPLA partners.
- Sixth Star supports its SPLA Partners on a monthly process confirming all reports are accurate and punctual
- Simplified reporting: The portal was developed to full-fill the needs of the service providers to allow simple and accurate licensing.