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Desk Hours: 8:30am – 8:00pm Eastern

<http://www.microsoft.com/licensing>

## Microsoft Current Incentives and Offers

### Top Offers:

#### Windows 7 Upgrade Promotion

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Purchase After: **1/1/2011**

Purchase By: **6/30/2011**

Get enterprise-class IT on SMB terms. Take advantage of the Windows 7 Professional Upgrade promotion today and upgrade your business's PCs with a 20% discount when you enroll in a new Volume Licensing and Software Assurance agreement.

#### Description:

Windows® 7 Professional or Windows 7 Enterprise, provides increased stability, security, flexibility, and control. Now your organization can realize the benefits of enhanced collaboration, any-where access and productivity without blowing your IT budget. Through June 30, 2011, you can save 20% if you upgrade your agreement with Software Assurance to Windows 7.

For More information visit [www.microsoftincentives.com/product.aspx?id=10119](http://www.microsoftincentives.com/product.aspx?id=10119)

#### Simplify and Save Offer

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Purchase After: **10/18/2010**

Purchase By: **3/31/2011**

Redeem By: **3/31/2011**

Save up to 15% on Software Assurance for the entire duration (all three years) of an Open Value agreement, for all Open Value products and benefits on the *qualified* order.

#### Description:

Better track, manage and budget single or multiple volume license agreements with Microsoft's Simplify and Save Offer when you renew and/or consolidate into a single Open Value agreement!

Take action between October 18, 2010 and March 31, 2011, and you can receive up to:

- **15% discount** for the entire duration (all three years) of an Open Value agreement, for all products and Open Value benefits on the order (Software Assurance renewals only).
- **15% discount** for the entire duration (all three years) of an Open Value Company-wide agreement **in addition** to the **company-wide built-in discount**.

For More information visit: [www.microsoftincentives.com/product.aspx?id=10115](http://www.microsoftincentives.com/product.aspx?id=10115)

## VAR Rebate Incentive



Purchase After: **1/1/2011**  
Purchase By: **6/30/2011**  
Redeem By: **6/30/2011**

### Description:

Qualifying Microsoft Value Added Resellers will be eligible for a rebate of up to 20% for qualifying Open Value purchases made within the rebate period

### Participation:

To participate in this Microsoft rebate program, VARs must sign up for the Microsoft FY11-H2 U.S. VAR Rebate Program prior to June 14, 2011 by completing the registration form and accepting the Terms and Conditions located at [<http://www.oneview.ms/VAR>].

### Product Categories:

The payout for each product is determined by its classification into Green, Blue and Orange Product Payout Categories ("Product Category (ies)"). These Product Categories are a classification of the eligible Microsoft products based on various Microsoft-defined factors. Table 2 below provides a list of the eligible Microsoft products and payout rates for each of the three Product Categories.

Orange Category	Blue Category	Green Category
3.00%	6.00%	20.00%
<ul style="list-style-type: none"><li>• Office</li><li>• Exchange Server &amp; CALs</li><li>• Windows Server &amp; CALs</li><li>• Small Business Server &amp; CALs</li><li>• Windows TS CAL</li><li>• Core CAL</li></ul>	<ul style="list-style-type: none"><li>• SQL Server &amp; CALs</li><li>• Windows Client</li><li>• SharePoint</li><li>• Project</li><li>• Visio</li><li>• Dynamics CRM</li><li>• Developer Tools and Expression</li><li>• BizTalk Server</li><li>• Enterprise CAL</li></ul>	<ul style="list-style-type: none"><li>• Management (Virtualization)</li><li>• Forefront Security</li><li>• Office Communications Server</li><li>• Microsoft Desktop Optimization Package</li><li>• SharePoint for Internet Sites</li><li>• Windows Server Datacenter</li></ul>

For more information visit: <http://www.oneview.ms/VAR/>