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Desk Hours: 8:30am – 8:00pm Eastern

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

## Microsoft Current Incentives and Offers

### Top Offers:

#### Big Easy Offer 2011

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Purchase After: **5/2/2011**

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

Redeem By: **7/30/2011**

Get the comprehensive IT solutions you need now, and earn dollars towards deployment or future purchases!

For every qualifying product you purchase between May 2, 2011 and June 30, 2011, Microsoft pays you partner subsidy funds for additional purchases of hardware, software or services of your choice

For more information visit [www.microsoftincentives.com/bigeasy](http://www.microsoftincentives.com/bigeasy)

#### 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: **6/30/2011**  
Redeem By: **6/30/2011**

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

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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/>