



**UK Public Sector Agreement (PSA09)
Schedule 1 Pricing Extended to December 15th. 2009**

On May 1st, we introduced the new Public Sector Agreement (PSA09) for the purchase and licensing of Microsoft software across the Public Sector. The new agreement was introduced with advantageous/preferential Schedule 1 pricing for aggregated purchasing and Schedule 2 prices for ad hoc purchasing. To promote the agreement, Microsoft allowed all public sector organisations to go straight to Schedule 1 pricing for an introductory period ending on 30 June 2009.

As a result both Microsoft and Buying Solutions are delighted at the initial level of interest in PSA09 and a large number of public sector organisations have signed up under the new agreement. Additionally, we also recognise that many public sector organisations would benefit from additional time to evaluate the benefits contained within PSA09 as well as the innovative packages and new pricing models to ensure that they choose the most cost-effective and relevant solution for their Microsoft software requirements.

Therefore, we are delighted to be able to inform you that Schedule 1 pricing for individual customer transactions will now be available until December 15th 2009. We are also pleased to inform you that the Enterprise Agreement Subscription discount will be extended to the end of September, 2009.

I would also like to reiterate some key benefits associated with PSA09; including:

- Preferential pricing for all public sector organisations and Enterprise Subscription Agreements in particular;
- Software packages specifically designed for the public sector;
- Facility to provide ancillary workers with access to corporate ICT resources based on Microsoft software at low cost;
- Ability to transfer licences between public sector organisations;
- Low cost Home Use Programme to provide employees with the opportunity to licence Microsoft Office for home use.

Given the innovative nature of PSA09, Buying Solutions, Microsoft, and its licensing partners have worked hard to communicate the pricing and licensing changes to Public Sector organisations since its recent launch. It is important to recognise that there is more to be done to ensure all parties understand the details of the agreement. I would therefore like to take the opportunity to clarify some of the main points that will help you to determine when it is most advantageous for you to enter a Microsoft licensing agreement under PSA09:



1. Schedule 1 pricing is guaranteed for individual customers to purchase until 15th December, 2009. There is, however, no requirement to aggregate during this time;
2. After 15th December, 2009, subject to uptake, Schedule 1 pricing will continue on aggregated tranches of 50,000 customers, or an individual basis by special arrangement;
3. Organisations can terminate on the anniversary of their current agreement and transition to PSA09. In so doing they will benefit from PSA09 terms, including Schedule 1 prices;
4. There are no licensing costs associated with transitioning into the new agreement;
5. Organisations transitioning into the new agreement who signed after 1 November 2008 will get the full value of their pre-payment credited to the payment for their new agreement;
6. Any organisation with an anniversary prior to August 2009, can still transition into the new agreement at their anniversary despite there being insufficient time to give Microsoft the required notice of their intent (normally 90 days);
7. All public sector organisations are entitled to purchase front-line packages for those staff or desktops running line-of-business software. This option is available under both the Enterprise and Select Agreements.

This decision to extend the initial schedule 1 pricing period will allow many more public sector organisations to take advantage of the agreement in the short term. Also, I hope I have addressed the majority of your 'frequently asked questions'. Detailed guides (agreed by Buying Solutions and Microsoft) on all aspects of PSA09 are available on our website, www.buyingsolutions.gov.uk and on the Microsoft website at www.microsoft.com/uk/psa09.

Please remember that Buying Solutions has a dedicated team to help you, you can contact them on, on 01603 704707 or email Microsoft.agreement@buyingsolutions.gsi.gov.uk. Your Microsoft Account Manager or specialist licensing partners are also ready to help and advise on any aspect of the PSA09 which we jointly believe provides an economic, efficient and effective way to license and deploy Microsoft software across the public sector.