

# Microsoft® Product Integration Program

## Fast Facts

<b>Snapshot</b>	Microsoft Product Integration Program is the easiest way for Independent Software Vendors (ISVs) and Solution Providers (SPs) to integrate and resell Microsoft products with their value-added business solutions.
<b>Benefits</b>	<ul style="list-style-type: none"><li>• Simple &amp; easy way to resell Microsoft products with a value-added solution</li><li>• Available through existing distribution channels</li><li>• No reporting, forecasting or ongoing commitment required</li><li>• Includes all Microsoft products normally available through distribution</li></ul>
<b>Description</b>	<ul style="list-style-type: none"><li>• The Microsoft Product Integration Program is a licensing program which makes it easier for ISVs/ SPs to:<ul style="list-style-type: none"><li>• Acquire and integrate Microsoft products into a solution to resell</li><li>• Create one unified installation media</li></ul></li><li>• Price depends on the number of individual products sold</li><li>• All normally distributed products and license types are available, including: Full Packaged Product (FPP), Microsoft License Pak (MLP), Microsoft Multi-unit License Pak (MMLP); Microsoft Open License Pak (MOLP)</li></ul>
<b>Embedding Process/ Requirements</b>	<ul style="list-style-type: none"><li>• Sign a Microsoft Product Integration Agreement and receive confirmation letter with agreement number</li><li>• Buy one Full-Packaged Product (FPP) to serve as a master disk set</li><li>• If required, copy full Microsoft product onto Solution disks or other media</li><li>• If providing a unified installation, ensure that there is a unified set-up routine which installs both the solution and the Microsoft product</li><li>• Build a start-up BTS screen to inform end users of Microsoft license requirements, and direct end user product support questions to the ISV/SP</li><li>• ISV/SP must develop an internal support mechanism to be able to provide primary product support to all end users or inform the end users that there will be no support for the value-added solution</li><li>• ISV/ SP must keep complete records of all products integrated. Microsoft is allowed to audit at any time to ensure compliance and proper reporting</li></ul>
<b>Acquisition Process</b>	<p><b>General Process:</b></p> <ul style="list-style-type: none"><li>• Determine customer product volume requirements</li><li>• Based on product volume requirements, determine most appropriate Microsoft license type. Product license type will depend on number of solutions sold to each customer.</li></ul> <p><b>FPP (1 unit):</b></p> <ul style="list-style-type: none"><li>• Contact Microsoft Distributor for reseller price quote on FPP</li><li>• Resell product to customer along with value-added solution</li></ul> <p><b>MLP (1 license) or MMLP (20 or 100 licenses):</b></p> <ul style="list-style-type: none"><li>• Contact Microsoft Distributor for reseller price quote on required number of licenses through MLP or MMLP</li><li>• Order appropriate number of MLP/MMLP licenses to ship with integrated solution. There should be one license per copy of the solution.</li></ul> <p><b>MOLP (50+ units):</b></p> <ul style="list-style-type: none"><li>• Contact Microsoft Distributor for reseller price quote</li><li>• Order one copy of FPP or MLP to serve as customer's master copy</li><li>• Order the MOLP that reflects the number of licenses needed to ship with your integrated solution to one customer</li><li>• The distributor will mail the MOLP License Pak including the MOLP authorization number to the ISV/SP for resale as part of the value-added solution. Customer is invoiced by ISV/SP upon fulfillment of License Pak</li><li>• Customers may begin using the appropriate products upon receipt of the License Amendment from the ISV/SP</li><li>• If a customer requires additional units over the initial purchase amount, the customer may place a MOLP reorder (min. purchase for reorder: 20 units)</li></ul>
<b>Additional Information</b>	Faxable documents are available on the Microsoft Sales Fax Service at (800) 727-3351 or the Developer Solutions Fax Service at (206) 635-2222. Information is also available through Microsoft Solution Provider representatives and Developer Relations representatives.