





















# Office 2010-pakketten

Office 2010-pakketten	Alleen nieuwe pc	OEM, PKC en productlicenties			Alleen volumelicenties	
	Starter	Thuisgebruik en Studenten	Thuisgebruik en Zelfstandigen	Professional*	Standard	Professional Plus
Word	Beperkte functionaliteit	✓	✓	✓	✓	✓
Excel	Beperkte functionaliteit	✓	✓	✓	✓	✓
PowerPoint		✓	✓	✓	✓	✓
OneNote		✓	✓	NIEUW	NIEUW	NIEUW
Outlook			✓	✓	✓ (met BCM)	✓ (met BCM)
Publisher				✓	NIEUW	✓
Access®				✓		✓
Communicator						✓
InfoPath®						✓
SharePoint Workspace						NIEUW
Office Web Apps	Door Microsoft gehost op Windows Live™				Gelicentieerd via Office-volumelicentie en geïmplementeerd op SharePoint voor beheerbaarheid en controle	
Licenties	<ul style="list-style-type: none"> <li>Alleen vooraf geïnstalleerd op nieuwe pc's</li> <li>Eén licentie, één apparaat</li> <li>Bevat geen media</li> <li>Toepassingen bevatten advertenties</li> <li>Niet op prijslijst van Eindproducten</li> </ul>	<b>Product Key Card ontgrendelt één installatiekopie</b> <ul style="list-style-type: none"> <li>Alleen nieuwe pc's</li> <li>Eén licentie, één apparaat</li> <li>Ontgrendelt de SKU's die vooraf zijn geladen via Office Single Image</li> <li>Bevat geen media</li> </ul> <b>Full Package Product</b> <ul style="list-style-type: none"> <li>Eén licentie, één apparaat (Office 2010 voor Thuisgebruik en Studenten: drie apparaten)</li> <li>Rechten voor draagbare apparaten</li> <li>Licentie is overdraagbaar</li> <li>Bevat media</li> </ul>			<b>Volumelicenties</b> <ul style="list-style-type: none"> <li>Onbeperkte installatierechten per gelicentieerd apparaat</li> <li>Recht op downgrades</li> <li>Rechten voor draagbare apparaten</li> <li>Keuze tussen fysieke media of downloaden</li> <li>Er kan Software Assurance worden aangeschaft</li> </ul> <b>Software Assurance</b> <ul style="list-style-type: none"> <li>Verlaagt aanschafprijs</li> <li>Flexibele jaarlijkse betaling</li> <li>Kan uitgaven naar OPEX verplaatsen</li> <li>Vermindert upgrades gekoppeld aan hardware</li> </ul>	
Koopadvies voor klanten	Thuisgebruik		Kleine onderneming		Middelgrote onderneming	

Office 2010 suites		New PC only	Pre-installed on PC or Retail Packaged Product*			Volume License only	
		Starter	Home and Student	Home and Business	Professional**	Standard	Professional Plus
	Word	Limited Functionality	✓	✓	✓	✓	✓
	Excel	Limited Functionality	✓	✓	✓	✓	✓
	PowerPoint		✓	✓	✓	✓	✓
	OneNote		✓	✓	NEW	NEW	NEW
	Outlook			✓	NEW	✓ (w/BCM)	✓ (w/BCM)
	Publisher				✓	NEW	✓
	Access®				✓		✓
	Communicator						✓
	InfoPath®						✓
	SharePoint Workspace						NEW
Office Web Apps		Microsoft-hosted on Windows Live™				Licensed with Office Volume Licensing and deployed on SharePoint for Manageability and Control	
Purchase Recommendations for Customer		Home			Small Business		Mid Size Business

Office 2010 suites	New PC only	OEM, PKC & Retail Licensing			Volume License only	
	Starter	Home and Student	Home and Business	Professional*	Standard	Professional Plus
 Word	Limited Functionality	✓	✓	✓	✓	✓
 Excel	Limited Functionality	✓	✓	✓	✓	✓
 PowerPoint		✓	✓	✓	✓	✓
 OneNote		✓	✓	NEW	NEW	NEW
 Outlook			✓	NEW	✓ (w/BCM)	✓ (w/BCM)
 Publisher				✓	NEW	✓
 Access®				✓		✓
 Communicator						✓
 InfoPath®						✓
 SharePoint Workspace						NEW
Office Web Apps	Microsoft-hosted on Windows Live™				Licensed with Office Volume Licensing and deployed on SharePoint for Manageability and Control	
Purchase Recommendations for Customer	Home		Small Business		Mid Size Business	

# Qualify Buyer

Any buyer: end-user or reseller

Buyer must be a reseller

May be sold to end user without a PC or server

Must be sold to end user with new PC or server

License option(s)	Open Value or Open Value Subscription	Open Business	Retail ("FPP")	OEM Factory Preinstall ("DOEM")	Large OEM Attach Office Product Key Card (PKC)	System Builder Attach Office PKC
Sales proposition	Good flexibility and value plus payment terms for SMBs looking to switch to subscription-based or annual billing.	Great entry to Volume Licensing for SMBs wanting to standardize their desktop software.	Most flexibility for individuals or SMBs who buy or upgrade periodically and are NOT concerned with multiple, simultaneous installations.	Best price and OEM support when buying a factory configured OEM-branded server with OS.	The PKC enables a lower price on Office when purchased with a preloaded PC, without additional programs or infrastructure needed.	Available as an everyday attach SKU, the PKC unlocks the corresponding Office 2010 suite preloaded on the new PC quickly and easily.
Terms and restrictions	<ul style="list-style-type: none"> <li>• Minimum three-year term</li> <li>• Choice of physical media or download</li> <li>• License is transferrable to other HW.</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum two-year term</li> <li>• Choice of physical media or download</li> <li>• License is transferrable to other HW.</li> </ul>	<ul style="list-style-type: none"> <li>• Media in box</li> <li>• License is transferrable to other HW.</li> </ul>	<ul style="list-style-type: none"> <li>• License may be marketed or sold to an end user only with new PC or server.</li> <li>• End user cannot move license off the PC/server (unless Software Assurance is added).</li> </ul>		
Licensing benefits	Downgrade rights; portable device rights; unlimited installs on licensed device.		Devices; portable device rights; install one copy on up to three licensed.	PKC: one license, one device. Only works with preloaded image; activate with new single license PKC.		
Up-sell Software Assurance	(Included)	Available option		Available: Must be purchased separately within 90 days of initial license purchase.		
Office Web Apps	Included in volume license suites. Deployed on SharePoint for Manageability and Control.		Microsoft-hosted on Windows Live™.			