

# Microsoft Licensing Umbrella

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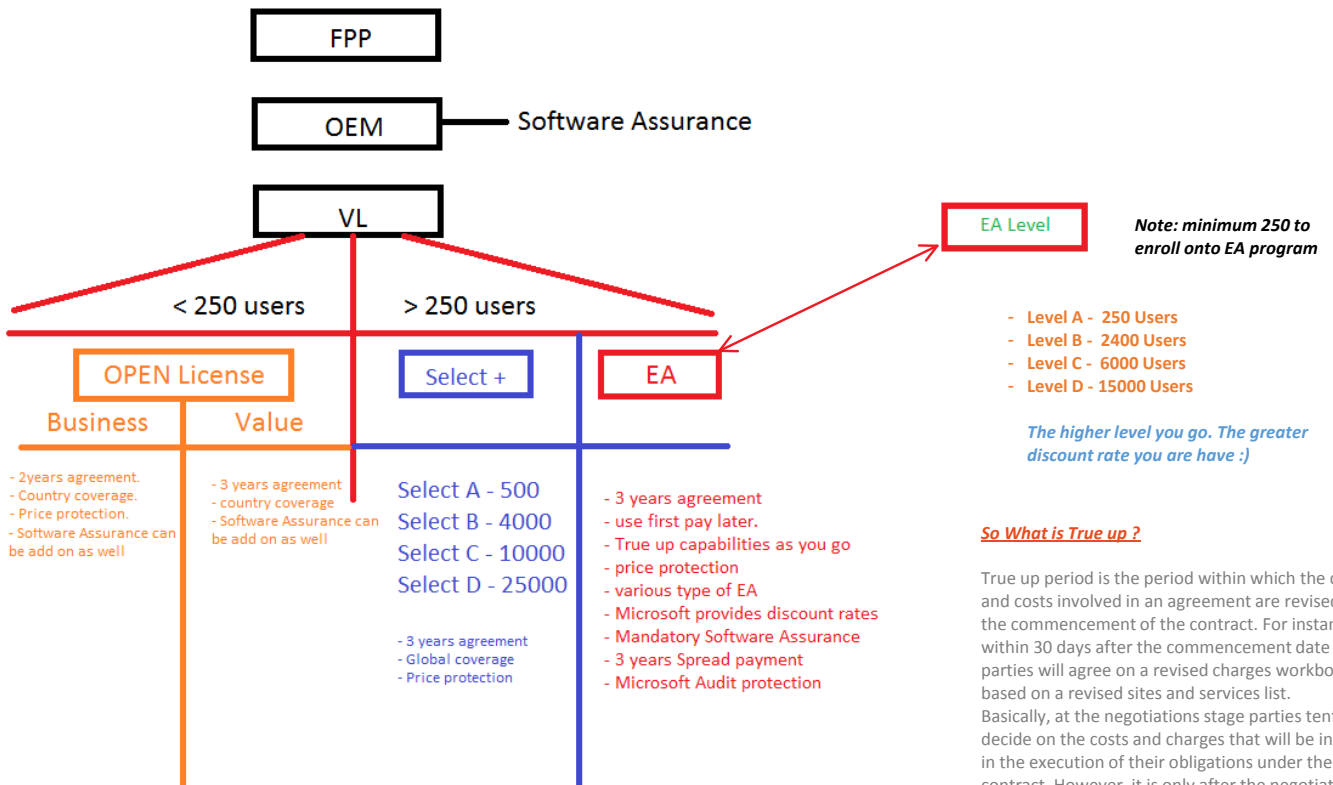
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- Below drawing is powered by **Microsoft Paint. Cool right ?? :)**

**Legend:** FPP = Full Packaged Product  
 OEM = Original Equipment Manufacturer  
 VL = Volume Licensing  
 SA = Software Assurance  
 OVS = Open value Subscription  
 EA = Enterprise Agreement



### So What is True up ?

True up period is the period within which the charges and costs involved in an agreement are revised after the commencement of the contract. For instance, within 30 days after the commencement date the parties will agree on a revised charges workbook based on a revised sites and services list. Basically, at the negotiations stage parties tentative decide on the costs and charges that will be incurred in the execution of their obligations under the contract. However, it is only after the negotiations are complete that they know exactly what is the scope of the services/goods and the area where the services/goods are to be provided and accordingly, they revise the charges for the same based on the final costs that will be involved in carrying out the obligations in the agreement.

