



Microsoft Purchase Agreement

You are purchasing Microsoft products through Kite Technology Group, a Microsoft Cloud Service Provider (“CSP”) Partner. This Microsoft Purchase Agreement (“MPA”) is governed under the Managed Services Agreement (“MSA”) between **Kite Technology Group** (“us”, “our”, “we”, or “**KiteTech**”), and **you**, the entity who signs this document in the signature block below, electronically, or otherwise (“**you**”, “**your**” or “**Client**”). If you do not have a copy of the MSA, please contact your Client Experience Manager. This MPA is effective as of the latest date of the signatures of the parties below (“Effective Date”).

Purpose of Agreement

You have historically been purchasing Microsoft products through Kite Technology Group with month-to-month terms. Historically, there has been no financial incentive to commit to an annual term, so this was the optimal way to purchase Microsoft products to maintain license flexibility. **Microsoft, however, is substantially changing their agreement terms** as part of their switch to the New Commerce Experience (NCE). This MPA will allow you the freedom to choose what license commitment best suits your organization.

What has changed?

Microsoft is now encouraging all customers to purchase their products with an **annual** commitment (agreement). If you do nothing, Microsoft will begin to assess, and Kite Technology Group will be required to bill and collect on Microsoft’s behalf, a 20% premium for your month-to-month purchases of Microsoft products. This 20% premium is on top of other price increases instituted by Microsoft including Business Premium, Business Basic, E1, and E3. Though this is Microsoft’s current stated premium, the premiums are subject to change in the future.

Select Your Desired Commitment (Choose only one option):

Purchase Microsoft products with an annual agreement. The following terms will apply:

1. During the term of the annual agreement, you may add additional licenses and you may upgrade licenses at the Microsoft annual pricing current at the time of additional license purchase.
2. **You may never decrease the license count or downgrade the type of license.**
3. You will continue to pay monthly for the Microsoft products purchased with an annual agreement. Please realize that when you purchase Microsoft products on an annual

agreement, Kite Technology Group enters into a binding agreement to pay for the products purchased on your behalf for the entire annual subscription regardless of if we receive payment from you. As a result, should you fail to pay for your Microsoft products in a timely manner, we reserve the right to require all remaining amounts due immediately and may take other action.

4. **At the end of each annual term, your agreement will automatically auto-renew for subsequent annual terms and may do so without any further notification to you.**
5. The price will be set at the beginning of each annual term and will automatically adjust to the then current price at each subsequent automatic renewal. You may request a status of your Microsoft products and annual renewal date from Kite Technology Group at any time and we will provide this information to you.

OR

Continue to purchase with the flexibility of month-to-month terms and pay the required premium (currently 20%, Microsoft may change this in the future). If you do not sign this agreement, this will be the default action for your account.

Acceptance

*****By signing the below block, you are entering a legally binding agreement acknowledging the above commitment choice and the terms following your commitment choice.**

Client Name:	
Date:	
Signature:	
Print Name:	
Position:	