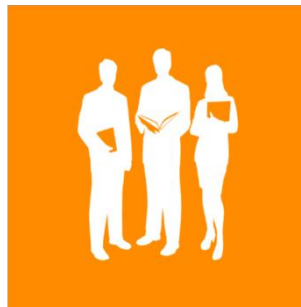


Microsoft Dynamics ERP
Solutions for Small and
Midsize Businesses

Licensing Guide



Publication Date: October 2012
Effective Date: October 2012

 Microsoft Dynamics® NAV 2013

 Microsoft Dynamics® GP 2013

Using This Guide

Use this guide to improve your understanding of how to license Microsoft Dynamics GP 2013 and Microsoft Dynamics NAV 2013. It does not apply to Microsoft Dynamics AX, Microsoft Dynamics SL, or prior versions of Microsoft Dynamics GP and Microsoft Dynamics NAV. This guide is not intended to influence the choice of Microsoft Dynamics products and services. The examples presented in this guide are illustrative. Microsoft Corporation reserves the right to review and/or update the existing version of this document without any advance notice.

For help determining the right technology solution for any given organization, including the license requirements for a specific product or scenario, consult with your Microsoft Dynamics Certified Partner or your Microsoft account team.

This guide does not supersede or replace any of the legal documentation covering use rights for Microsoft products. Specific product license terms are detailed in the Software License Terms (SLT) document available at <http://go.microsoft.com/fwlink/?LinkID=266727&clcid=0x409>.

License Keys vs. License Entitlements

An important distinction to make is between license keys (activation keys) and license entitlements. License keys are used to activate the Microsoft Dynamics software that the customer has licensed. License entitlements are what customers are entitled to run and use based on the licenses they have acquired as described in the SLT.

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How to License Microsoft Dynamics GP 2013 and Microsoft Dynamics NAV 2013

Microsoft is launching Perpetual Licensing for Microsoft Dynamics GP 2013 and Microsoft Dynamics NAV 2013. This licensing model is designed to help small and midsize businesses jumpstart their financial insights and distribution management and then easily extend into all functional areas.

Perpetual Licensing provides a step forward by simplifying how customers purchase their ERP solution. The entire solution can be licensed via four core components: The Starter Pack, the Extended Pack, the Full User and the Limited User. Additional configuration components are also available.

Figure 1: Perpetual Licensing Overview



With Microsoft Dynamics Perpetual Licensing, customers license the ERP Solution functionality and access to that functionality is secured by licensing users.

THE STARTER PACK

It is now easy for small and midsize businesses to quickly and affordably get started with Microsoft Dynamics GP 2013 or Microsoft Dynamics NAV 2013. The Starter Pack gives customers core Financials and Distribution functionality, plus three Full User licenses.

The functionality included in the Starter Pack is designed to help customers:

- Gain control and insights over their finances
- Manage sales items and materials in a distribution environment
- Provide licensed users a singular view of the business from virtually anywhere through a variety of clients.

A customer needs to license one Starter Pack per ERP Solution deployment. For many customers, this is the only Microsoft Dynamics license component they will need.

Figure 2: Starter Pack



Notes:

- A single Microsoft Dynamics ERP solution (also referred to as the “system database”) may utilize resources from multiple servers or processors.
- Licenses for additional software required for the solution, such as Microsoft Windows Server, Microsoft SQL Server, and Microsoft SharePoint Server are not included with the Starter Pack license. Such additional software must be licensed according to the applicable license terms. See [Licenses for Additional Software](#) for more information.

THE EXTENDED PACK

Customers wanting to deploy some of the advanced functionality delivered by Microsoft Dynamics can license the optional and additive Extended Pack. The Extended Pack adds functionality that allows customers to integrate core financials and distribution management with industry specific functionality extensions such as:

- Manufacturing to support and control the manufacturing environment
- Warehousing to manage the warehouse to support operations
- Professional Services to manage the billables generated by consultants
- Basic Customer Relationship Management (CRM) to manage customer and supplier relationships and offer the highest quality of service and support.

The first three Full Users included in the Start Pack get to access to all of the incremental functionality.

Figure 3: Extended Pack



DYNAMICS ERP SOLUTION FUNCTIONALITY USERS LICENSING

If a customer has more than three users accessing the application at the same time (concurrent users), it must acquire additional user licenses beyond the first three Full User licenses included with the Starter Pack.

CONCURRENT USER LICENSING

Access to the Dynamics ERP solution functionality is licensed through user licenses on a concurrent user basis. Concurrent user licenses are based on the maximum number of users that may access the Microsoft Dynamics ERP solution simultaneously. Concurrent user licenses can be shared between multiple individuals with the limitation being the number of individuals that are able to access the ERP solution at the same time.







Unlike named user licenses, which are permanently assigned to an individual, concurrent user licenses are assigned temporarily to a user for the duration of their active session. Once that individual ends the active session, the license becomes available for use by another individual.

Microsoft Dynamics GP 2013 and Microsoft Dynamics NAV 2013 contain two concurrent user “counters”—one for Full Users and another one for Limited Users—in order to keep track of how many users are concurrently logged in. When assigning security rights to users, the system administrator will designate the user as Full or Limited. When that user attempts to log in, they will automatically be routed through the appropriate counter based on their assigned user type. If the maximum number of licensed concurrent users has already been reached, the user will not be able to log in until someone logs out.

AVAILABLE USER LICENSES

The Microsoft Dynamics GP 2013 and Microsoft Dynamics NAV 2013 licensing model offers two user license types: Full User and Limited User.

Figure 4: User Licenses

	Read	Write
FULL USER 	FULL 	FULL 
LIMITED USER 	FULL 	LIMITED 

Full User licenses provide users full read and full write capabilities to all of the licensed solution functionality through any and all modes of access, including the Windows Client, the Web Client, or, in the case of Microsoft Dynamics NAV 2013, the Microsoft SharePoint Client or any other mode of access going through the API (including Web Services). Full User licenses are for users requiring unlimited read and write access. As long as the number of users needing simultaneous access to the solution does not exceed the number of Full User licenses you have acquired, these users are properly licensed for full read and write access to the complete solution functionality.

Limited User licenses provide users full read, but limited write, capabilities to all of the licensed solution functionality through any and all modes of access including the Windows Client. The Limited User license is designed to give customers a lower-cost alternative for extending ERP to users who only need to perform the following tasks:

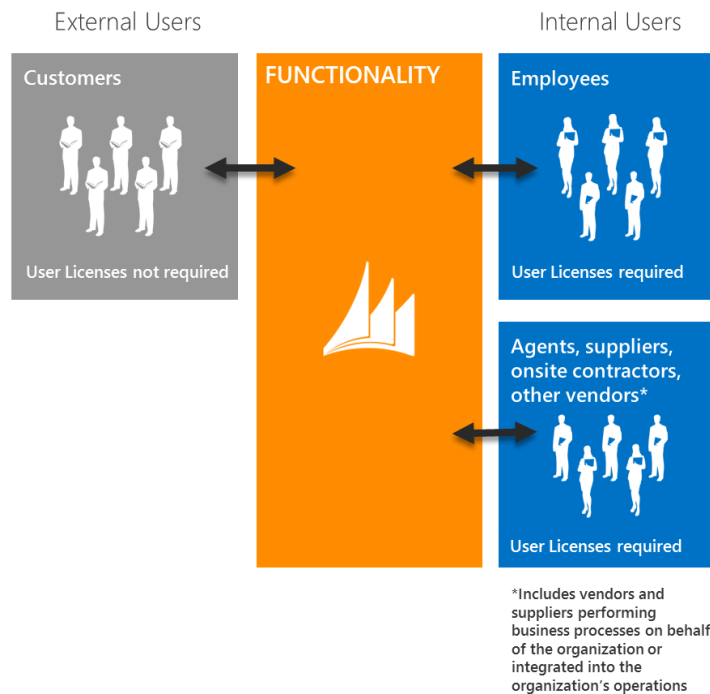
- For Microsoft Dynamics GP 2013
 - "Read" access to data contained in the ERP solution through the Microsoft Windows client for Microsoft Dynamics GP and web client for Microsoft Dynamics GP
 - "Write" access via the time and expense functionality
- For Microsoft Dynamics NAV 2013
 - "Read" access to data contained in the ERP solution through any client accessing the application via the Microsoft Dynamics NAV Application Programming Interface (API) including but not limited to the User Interface Web Services for Microsoft Dynamics NAV
 - "Write" access via the Timesheet functionality
 - Write access through any client accessing the ERP solution via the Microsoft Dynamics NAV API to a maximum of 3 table objects in any range number with the following exceptions:
 - limited users are not allowed to write to any of the following tables: General Ledger (table 17), Permission Set (table number 2000000004), Permission (table number 2000000005) or Access Control (table number 2000000053); and

- any table described in [Appendix A](#) as “Limited User Included Tables” do not count towards the 3 table objects.

ACCESS BY EXTERNAL USERS FOR MICROSOFT DYNAMICS NAV

External users are customers of organizations licensing Microsoft Dynamics NAV 2013. External users are defined in the security table by assigning named customer users an External User designation. External users do not consume concurrent users for access. External users must not be used to perform business processes on the customer’s behalf.

Figure 6: Internal vs. External Users



MULTIPLEXING

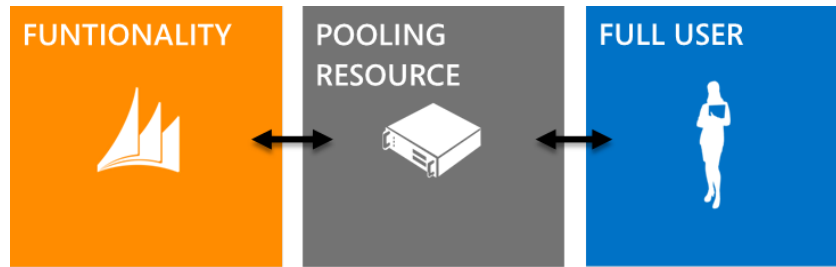
For the purpose of this Licensing Guide, multiplexing is defined as the use of hardware or software (including manual procedures) to reduce the number of devices or individuals that access or use the Microsoft Dynamics ERP solution by pooling connections. Multiplexing does not reduce the number of user licenses required to access the Microsoft Dynamics ERP solution. Any user that accesses the Microsoft Dynamics ERP solution—even when accessing indirectly—must be properly licensed.

When connecting to Microsoft Dynamics through a pooling resource, users must be licensed with Full User or Limited User licenses in compliance with the software license terms and the pooling resource must limit the number of simultaneous users to match the number concurrent users licenses acquired specifically for the pooling resource.

Note: Licensed users may manually rekey information (when coming from non-licensed users) into the Microsoft Dynamics ERP solution. This scenario is not considered to be multiplexing.

Figure 5: Multiplexing

Multiplexing does not reduce the number of user licenses required.



CUSTOMIZING THE ERP SOLUTION

A suite of tools is available to help partners customize the ERP Solution for their customers. For Microsoft Dynamics GP 2013, the new Customization Pack that includes the functionalities of the customization suite and the integration suite is available from Microsoft. For Microsoft Dynamics NAV 2013, partners will be able to keep licensing Application Builder and Solution Developer. Microsoft Dynamics NAV partners also retain the ability to license the application objects needed to modify the solution for their customers. Please note that going forward, objects will only be licensed in packs.

Figure 6: Adding Customization



OTHER A LA CARTE MODULES

Microsoft offers for licensing on the Microsoft Dynamics Price List some functionalities developed by Independent Software Vendors. Such functionalities are not included in either the Starter Pack or the Extended Pack and show up on the Microsoft Dynamics Price List or in the Order Central catalog as modules available for licensing in addition to either the Starter Pack or the Extended Pack.

Business Ready Enhancement Plan (BREP)

BREP offers multiple features to help customers maximize the value of their Microsoft Dynamics solution. These benefits include the ability to upgrade to newer versions as they become available, as well as the

ability to receive fixes, updates, service packs, and tax and regulatory releases.

For more information on BREP, please contact your Microsoft Dynamics Certified Partner.

Existing Customer Upgrade Transitions

Microsoft Dynamics GP 2013 and Microsoft Dynamics NAV 2013 are only available under the new Perpetual Licensing model. When existing customers upgrade to Microsoft Dynamics GP 2013 or Microsoft Dynamics NAV 2013, they will also need to transition from either Module Based Licensing or Business Ready Licensing to Perpetual Licensing using the transition upgrade path that depends on when customers first acquired their active Microsoft Dynamics GP or Microsoft Dynamics NAV solution (measured as the first registration date in Voice for the upgrading product).

Figure 7: Existing Customer Transition Upgrades



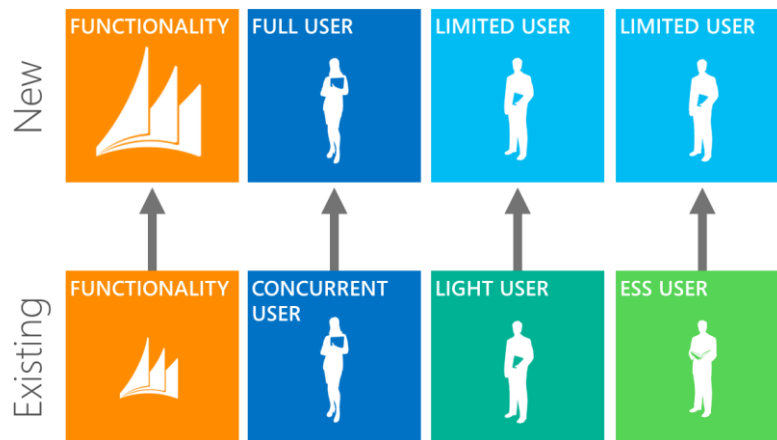
The summary of the transition upgrade paths included in this document is provided merely for descriptive purposes. Please refer to the Microsoft Dynamics Perpetual Transition Upgrade Policy for complete details on terms and conditions.

LICENSE MIGRATION TRANSITION UPGRADE

The License Migration Transition (LMT) upgrade applies to all customers who acquired their currently active Microsoft Dynamics GP or Microsoft Dynamics NAV solution before October 1, 2012 irrespective of when customers choose to execute the upgrade. The LMT upgrade offers a simplified path that maps existing functionality and users to a new solution configuration that is at least comparable to the old configuration (except for discontinued functionality).

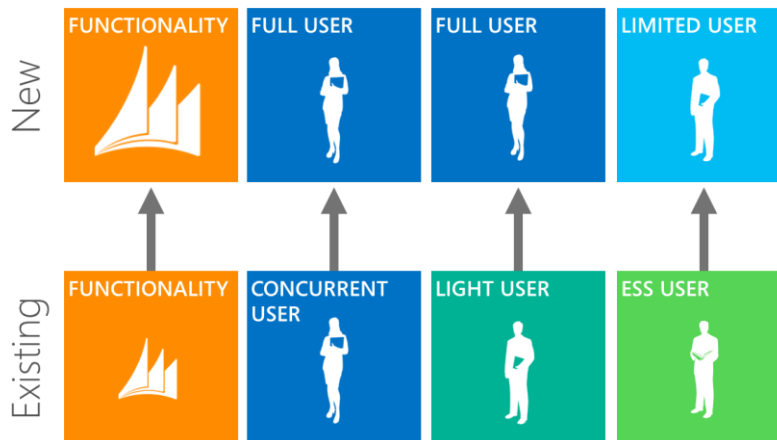
Microsoft Dynamics GP 2013 customers will receive one Full User license for each Concurrent User license they already own. Since the Starter Pack contains three Full User licenses, customers with one or two Concurrent User licenses will automatically receive three Full Users licenses when they upgrade. Additionally, for each named Light User or Employee Self Serve (ESS) User license, the customer will also receive one concurrent Limited User license. For example, a customer with five (5) Light User licenses and ten (10) ESS User licenses will receive 15 concurrent Limited User licenses. These Limited User licenses will give customers the ability to perform the tasks supported by the previous Light User or ESS User licenses and more.

Figure 8: Microsoft Dynamics GP 2013 LMT Upgrade



For Microsoft Dynamics NAV 2013, the path is nearly the same, with one exception: For each named Light User license, customers will receive one concurrent Full User license. This higher level assignment is based on the fact that the functionality for the Microsoft Dynamics GP Light User aligns with the Limited User license, whereas with Microsoft Dynamics NAV it aligns with the Full User license.

Figure 9: Microsoft Dynamics NAV 2013 LMT Upgrade



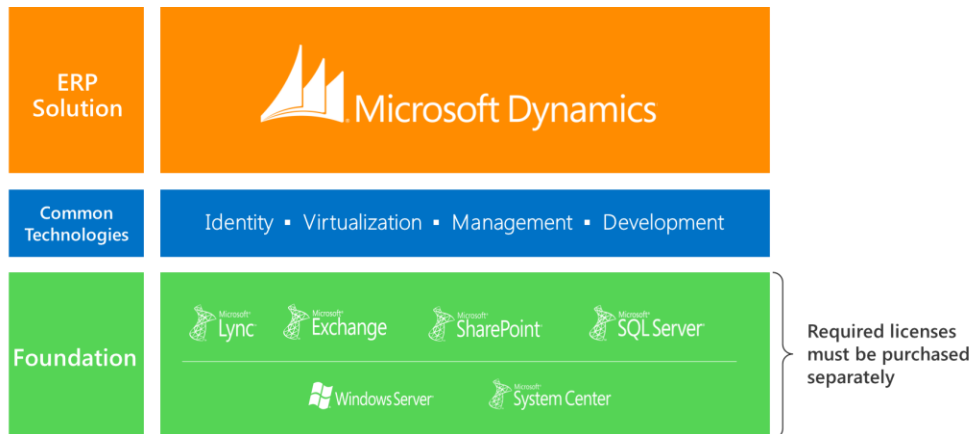
LICENSE CREDIT TRANSITION UPGRADE

Customers who acquire Microsoft Dynamics GP 2009 or Microsoft Dynamics NAV 2009 on or after October 1, 2012 and want to upgrade to Microsoft Dynamics GP 2013 or Microsoft Dynamics NAV 2013 will get credit toward the new version from their previous investment (based on the customer’s Protected List Price).

Licenses for Additional Software

Licenses for additional software that may be required for the solution—such as Microsoft Windows Server, Microsoft SQL Server, and Microsoft SharePoint Server—and their corresponding Client Access Licenses (CALs) are not included with the Microsoft Dynamics GP 2013 or the Microsoft Dynamics NAV 2013 licenses. They must be acquired separately in accordance with the applicable licensing requirements for these products. These licenses may be purchased through traditional Microsoft Volume Licensing channels.

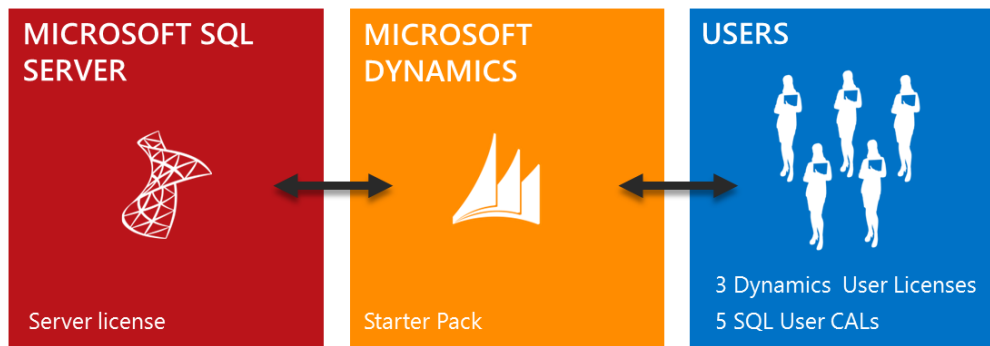
Figure 10: Licenses for Additional Software are not included with Microsoft Dynamics GP or NAV licenses



For example, if the Dynamics ERP solution is utilizing SQL Server, the customer needs the appropriate server or core licenses and CALs for SQL Server in addition to the Microsoft Dynamics licenses.

Figure 7: SQL Server licenses must be acquired separately

In this example, five users are sharing the three Microsoft Dynamics concurrent user licenses included with the Starter Pack. The Microsoft Dynamics ERP solution is connecting to a SQL Server database. SQL Server is being licensed through a server/CAL model, so the customer requires the appropriate SQL Server licenses and CALs. Because SQL Server CALs are NOT concurrent, each user (or Device) requires a SQL Server CAL.



For more information about licensing SQL Server, refer to <http://www.microsoft.com/sqlserver/en/us/get-sql-server/how-to-buy.aspx>.

Frequently Asked Questions

Is the Starter Pack required and how many do I need to order?

Yes the Starter Pack is always required under the new Perpetual Licensing model. You can only license one starter pack per ERP solution.

Is the Extended Pack required and how many do I need to order?

The Extended Pack is optional and is only needed if you require the more advanced functionality it offers. You only need to license the Extended Pack once per ERP Solution. Once you license this pack, the advanced functionality is extended to all your users regardless of how many users are licensed.

Does the Full User license include the Limited User access rights?

Yes. Once a user is licensed with the Full User license, then he/she receives rights to access the entire system and does not require a Limited User license.

Why is it a good idea to use the Limited User option for extending the ERP solution to more people in the organization?

Extending the ERP solution to users who do not require Full User access can bring value to a customer, such as the ability to automatize activities within a secure and managed environment across the organization, which can create significant productivity and business intelligence improvements.

What is the different between the Limited User for the Perpetual model versus the current Light User in Business Ready Licensing?

The Limited User is Concurrent User whereas the Light User is a Named User. Introducing this user as Concurrent allows employees to share access rights. The Limited User will also give employees limited access to the software from all modes of access including the rich windows client whereas the Light User is only permitted to access the application through web clients.

What is the difference between the LCT Upgrade and the LMT Upgrade?

The LMT Upgrade is only available to customers who acquired their currently active Microsoft Dynamics GP or Microsoft Dynamics NAV solution before October 1, 2012 irrespective of when customers choose to execute the upgrade. The LMT Upgrade maps the existing license configuration to an equivalent or superior post-upgrade license configuration. The LCT Upgrade is only available to customers who acquired their currently active Microsoft Dynamics GP or Microsoft Dynamics NAV solution starting October 1, 2012. Those customers will upgrade to Microsoft Dynamics GP 2013 or Microsoft Dynamics NAV 2013 by using the value of their existing license (measured by the System List Price in Voice) as a credit towards the license cost of the new desired configuration.

Why is not sufficient to license a SQL CAL to access the Microsoft Dynamics ERP solution?

The SQL CAL licenses an individual user or device to interact with SQL Server, but does not include the rights to access the Microsoft Dynamics ERP solution.

Additional Resources

Microsoft Dynamics Website

Learn about what Microsoft Dynamics solutions can do for your organization and how to get started.

<http://www.microsoft.com/dynamics/en/us/default.aspx>

Software License Terms

Get specific product license terms. (Available September 2012)

<http://go.microsoft.com/fwlink/?LinkID=266727&clid=0x409>

CustomerSource

Microsoft Dynamics CustomerSource is a password-protected site for customers who use Microsoft Dynamics products. Included as a benefit of your service plan, CustomerSource allows you to search a powerful Knowledge Base for Microsoft Dynamics, view online training for Microsoft Dynamics, download updates, and find other timely information and resources virtually 24 hours a day. (Sign-in required.)

<http://www.microsoft.com/dynamics/en/us/customersource.aspx>

APPENDIX A - Limited User Included Tables

The following tables do not count towards the maximum of three permitted for Limited Users in Microsoft Dynamics NAV.

Table	Table Name
51	User Time Register
97	Comment Line
309	No. Series Line
337	Reservation Entry
355	Dimension Ledger Entry
356	Journal Line Dimension
357	Document Dimension
358	Production Document Dimension
359	Posted Document Dimension
361	G/L Budget Dimension
389	Service Contract Dimension
405	Change Log Entry
480	Dimension Set Entry
481	Dimension Set Tree Node
952	Time Sheet Detail
953	Time Sheet Comment Line
5050	Contact
5051	Contact Alt. Address
5052	Contact Alt. Addr. Date Range
5054	Contact Business Relation
5061	Rlshp. Mgt. Comment Line
5062	Attachment
5065	Interaction Log Entry
5072	Campaign Entry
5075	Logged Segment
5078	Segment History
5080	To-do
5106	Document Dimension Archive
5107	Sales Header Archive
5108	Sales Line Archive
5109	Purchase Header Archive
5110	Purchase Line Archive
5123	Inter. Log Entry Comment Line
5125	Purch. Comment Line Archive
5126	Sales Comment Line Archive
5150	Integration Page

Table	Table Name
5151	Integration Record
5199	Attendee
5648	FA Allocation Dimension
5766	Warehouse Activity Header
5772	Registered Whse. Activity Hdr.
5773	Registered Whse. Activity Line
6550	Whse. Item Tracking Line
7135	Item Budget Dimension
7312	Warehouse Entry
7313	Warehouse Register
7318	Posted Whse. Receipt Header
7319	Posted Whse. Receipt Line
7320	Warehouse Shipment Header
7321	Warehouse Shipment Line
7322	Posted Whse. Shipment Header
7323	Posted Whse. Shipment Line
7324	Whse. Put-away Request
7325	Whse. Pick Request
7354	Bin
2000000067	User Default Style Sheet
2000000068	Record Link
2000000073	User Personalization
2000000075	User Metadata
2000000080	Page Data Personalization