

# Microsoft Azure in the Enterprise Agreement and the Server and Cloud Enrollment

## WHAT IS MICROSOFT AZURE?

It's Microsoft's cloud platform: a growing collection of integrated services – compute, storage, data, networking and app – that help customers move faster, do more and save money.

Azure Services cover areas such as:


- ▶ Websites
- ▶ Big data
- ▶ Mobile applications
- ▶ Storage and backup
- ▶ Virtual machines

## LICENSING AND BUYING MICROSOFT AZURE SERVICES

**Consumption-based services**  
For example

- Storage: \$/GB and \$/transaction
- Virtual Machines: \$/hour
- Websites: \$/hour
- Databases: \$/hour

Paid upfront with a Monetary Commitment, or in arrears on a pay-as-you-go basis



**User-licensed services**  
For example

- Azure Active Directory: User SLs
- Azure Information Protection: User SLs

Bought as User SLs on a per user per month basis, for complete months up to the agreement anniversary



## PURCHASING AZURE SERVICES THROUGH A DIRECT EA

- ▶ The organization makes an upfront Monetary Commitment for each of the three years of the EA
- ▶ The minimum order for Azure Monetary Commitment is one Monetary Commitment SKU (\$100) per month which equals an annual order of \$1,200
- ▶ Any of the Azure consumption-based services may be used, and the amount spent is taken off the Monetary Commitment throughout the year

**Low-Use:**

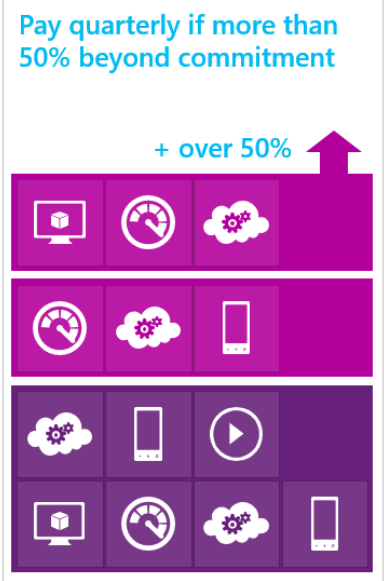
- ▶ If the organization does not use all of their Monetary Commitment in the year, they lose any remaining balance at the end of the year, and they will be automatically billed for the same Monetary Commitment amount for the second or third year unless they ask for a reduction

**Mid-Use:**

- ▶ A Consumption Allowance is calculated as 50% of the Monetary Commitment
- ▶ If the organization exceeds their Monetary Commitment, but stays within the Consumption Allowance, they true up the overage at the end of the year
- ▶ Notifications of usage are sent at 50%, 75%, 90% and 100% of the sum of the Monetary Commitment and the Consumption Allowance

**High-Use:**

- ▶ The organization is billed quarterly if they exceed the Consumption Allowance



**Indirect vs Direct Enrollments**

**Direct EA:**

- ▶ Annual billing in arrears for overage within Consumption Allowance, or quarterly billing for overage above Allowance

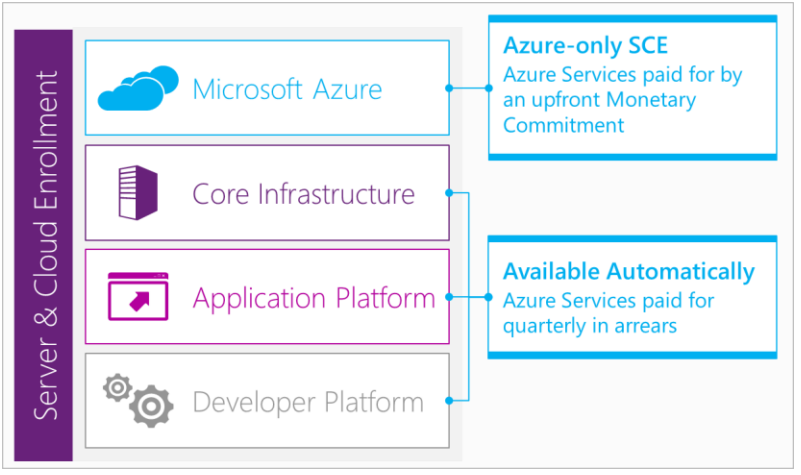
**Indirect EA**

- ▶ No Consumption Allowance
- ▶ Quarterly billing for overage

## PURCHASING AZURE SERVICES THROUGH A SERVER AND CLOUD ENROLLMENT

Microsoft Azure Services can be licensed in two ways through the Server and Cloud Enrollment (SCE):

1. An organization can sign an Azure-only SCE where Azure Services are paid for with an upfront annual Monetary Commitment which works the same way as purchasing an Additional Product through an EA (above). There is a minimum annual Monetary Commitment of \$12,000
2. If a customer already has an existing Server and Cloud Enrollment (signed with SQL Server, for example) they use Azure Services with no minimums and no commitment and pay quarterly in arrears for actual usage



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