

Microsoft Azure in Open and Open Value Agreements

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

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

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

MICROSOFT AZURE IN OPEN AND OPEN VALUE

Monetary Commitment valid for 12 months

Applicable to any Microsoft Azure consumption service

Make additional Monetary Commitment at any time

Estimate likely monthly/annual services consumption

- A Monetary Commitment amount is paid upfront, and as the Azure Service is used the corresponding charge is decremented from the Monetary Commitment total
- Monetary Commitment can be used to pay for any of the consumption-based services, but not the Azure Services licensed with User SLs
- There is no minimum commitment, but the minimum purchase is one Monetary Commitment SKU of \$100
- If a customer orders, for example, \$600 of Azure Services Monetary Commitment they receive a single Online Services Activation key which must be activated within 5 years of the purchase date
- When a key is activated a unique 12-month consumption period starts during which all Monetary Commitment must be used. Unused amounts cannot be rolled over into future periods
- Additional Monetary Commitment can be purchased at any time, with an original subscription being exhausted before a newer one is used

AZURE MANAGEMENT PORTAL

The Azure Management Portal allows organizations who purchase Azure Services through the Open programs to handle tasks such as the administration of domains and subscriptions.

Customers can also use this portal to set up configurable alerts that notify them when the Monetary Commitment balance is low.

Partners can use the portal to help their customers manage their Monetary Commitment balance if the customer gives them access.



DIRECT PAYMENTS

Since Azure in Open does not allow for billing in arrears, a Direct Payment is a useful emergency option to avoid service interruption when Monetary Commitment is very low, and a customer is not able to contact their partner.

The customer uses their credit card to buy the required amount of Monetary Commitment. Monetary Commitment purchased in this way works in exactly the same way as Monetary Commitment purchased through the Open programs.

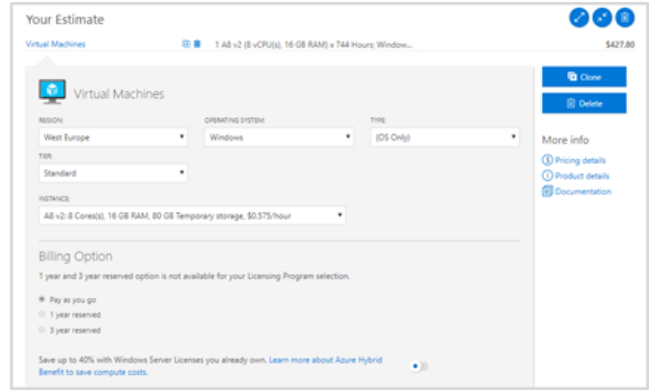
Subsequent purchases of Monetary Commitment should be made through the customer's existing Open agreement.

If an Azure in Open subscription reaches a zero balance the services will be suspended. The data will be retained for 90 days and once funds are added to the subscription the services can be reinstated



AZURE PRICING CALCULATOR

The Azure Pricing Calculator is a great way for both customers and partners to estimate pricing of all of the Azure consumption services.



Further Microsoft Licensing handouts and exams: GetLicensingReady.com