

Licensing Azure services 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:

- Virtual machines
- Storage and backup
- Mobile applications
- Cognitive services
- Databases



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 an Azure prepayment

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 agreements

<p>Azure prepayment credits valid for 12 months</p>	<p>Applicable to any Azure consumption service</p>	<p>Estimate likely monthly or annual services consumption</p>	<p>Purchase additional Azure prepayment credits at any time</p>
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- Azure prepayment credits are purchased upfront, and as the Azure service is used the corresponding charge is decremented from the Azure prepayment total
- Azure prepayment funds can be used to pay for any of the Azure consumption services, but not the services licensed with User SLs
- There is no minimum commitment, but the minimum purchase is one Azure prepayment credit of \$100
- If a customer orders, for example, \$600 of Azure prepayment credits they receive a single Online Services Activation (OSA) 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 Azure prepayment funds must be used. Unused amounts cannot be rolled over into future periods
- Additional Azure prepayment credits 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 agreements to create resources such as virtual machines, and add Azure prepayment funds to a Subscription.

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

Partners can use the portal to help their customers manage their Azure prepayment 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 the Azure prepayment funds are low, and a customer is not able to contact their partner.

The customer uses a credit card to buy the required amount of Azure prepayment credits. Azure prepayment credits purchased in this way work in exactly the same way as Azure prepayment credits purchased through the Open programs.

Subsequent purchases of Azure prepayment credits 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 for all the Azure consumption services. Find it here:

<http://bit.ly/AzurePricingCalculator>.

