

## Azure: comparing the ways to buy

### Overview

	New commerce experience		Enterprise Agreement
	Breadth motion (CSP)	Enterprise motion	
Customer profile	Single customer and single tenant solutions supported	Single customer and single tenant solutions supported	Multiple affiliates and/or multi-tenant solutions supported
Agreement	Microsoft Customer Agreement	Microsoft Customer Agreement	MBSA, Enterprise Agreement, Enterprise Enrollment/Server and Cloud Enrollment
Concessions	Partner terms discretionary; no Microsoft terms, concessions, or amendments	Concessions and support options available from Microsoft	Negotiated terms possible
Billing	Through partner	Direct from Microsoft	Direct from Microsoft (direct EA) or through partner (indirect EA)
Support	Provided by partner	Azure Standard Support plan included	Azure Standard Support plan included

### Azure consumption services

	New commerce experience		Enterprise Agreement
	Breadth motion (CSP)	Enterprise motion	
Availability	All services	All services	All services
Billing	Monthly in arrears	Monthly in arrears with Azure prepayment option available	Upfront Azure prepayment, with overage monthly
Price protection	Monthly pricing	Monthly pricing	Best price protection for 3-year term
Graduated pricing	Yes, for services such as storage	Yes, for services such as storage	No
Price list currency	US Dollars	US Dollars	Customer currency
Invoice currency	End-customer currency	Customer currency	Customer currency

### Resource management

	New commerce experience		Enterprise Agreement
	Breadth motion (CSP)	Enterprise motion	
Portal for provisioning resources	Azure Management Portal	Azure Management Portal	Azure Management Portal
Management of resources	Partner, but can give access to customer	Customer, but can give access to partner	Customer, but can give access to partner
Azure Lighthouse available	Yes	Yes	Yes
Azure Cost Management tools available	Yes for partners. Access can be granted to customers	Yes	Yes

### Additional availability

	New commerce experience		Enterprise Agreement
	Breadth motion (CSP)	Enterprise motion	
Azure Hybrid Benefit	Windows/SQL Server licenses with SA or Server Subscriptions may be used with virtual machines	Windows/SQL Server licenses with SA or Server Subscriptions may be used with virtual machines	Windows/SQL Server licenses with SA or Server Subscriptions may be used with virtual machines
Reservations availability	All Reservations	All Reservations	All Reservations
Server Subscriptions availability	Windows Server and SQL Server	None	None
Azure Marketplace availability	An increasing number of Marketplace offerings	All Marketplace offerings	All Marketplace offerings

### Development and Test

	New commerce experience		Enterprise Agreement
	Breadth motion (CSP)	Enterprise motion	
Visual Studio subscribers can use software on VMs	Yes	Yes	Yes
Dev/Test Subscription available	No	Yes	Yes