

Transacting Azure services in CSP

Availability of Azure services in CSP

Consumption services

For example:

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



User-licensed services

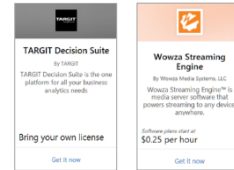
For example:

- Azure Active Directory
- Azure Information Protection
- Azure Advanced Threat Protection for Users



Marketplace offers

For example:



Creating and managing Azure Subscriptions

Azure plan

- The Azure plan is transacted in Partner Center and this creates the first Azure Subscription for a customer

Partner's administrative access

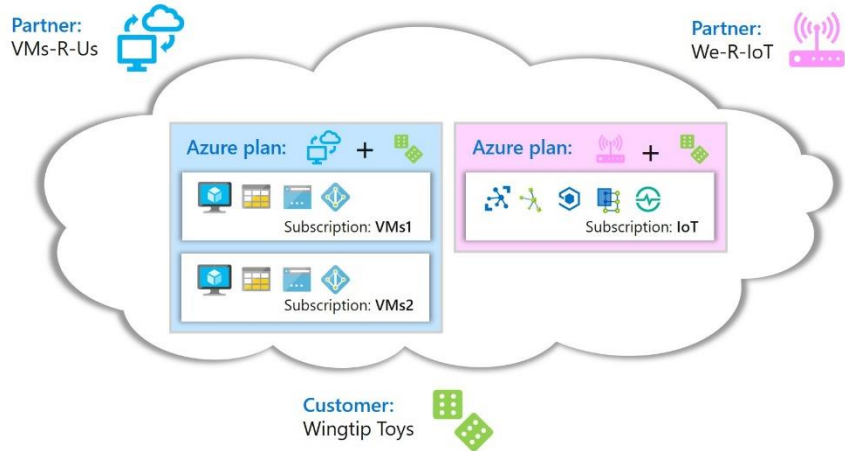
- Partners have Admin On Behalf Of (AOBO) access to all Azure Subscriptions
- Resources are created and assigned to Subscriptions by the partner in the Azure Management portal using his AOBO access

Additional Subscriptions

- Further Subscriptions may be added for a customer to split out spend or to separate resources between different customer projects, for example
- Partners log in to the Azure Management portal with their own credentials to add Subscriptions for a customer

The Azure plan

The Azure plan links a partner and customer, and groups Subscriptions together from a billing perspective:



Price lists

Consumption services purchased under the Azure plan are priced in US Dollars.

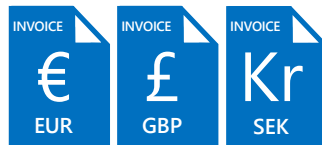
Invoices

Invoices are in the end-customer country currency:



For example: a partner in Ireland with a customer in the UK, is billed in GBP. Exchange rates are fixed at the start of the month.

Partners receive a separate invoice for each currency:



- Billing is for a calendar month, paid in arrears
- Pricing for services is taken from the current month's price list

Azure Cost Management

Azure Cost Management functionality is available to CSP partners to help them manage costs associated with the Azure services purchased under the Azure plan.

Many different views are available to analyze data, and budgets can be set with alerts for all customers or a single customer.

