

Licensing Azure services in the EA and SCE

Licensing and buying Azure services

Customers buy two types of Azure services through an Enterprise Agreement:

Consumption based services

For example:

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



Paid for upfront with an Azure prepayment, or monthly in arrears

User licensed services

For example:

- Azure Active Directory: User Subscription License
- Azure Information Protection: User Subscription License



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

Note that Azure prepayment funds may not be used to pay for user licensed Azure services.

Changes for customers buying Azure through the EA

Beginning on **November 1, 2019** commercial customers in direct* markets may not initiate or renew an Azure-only SCE or introduce Azure to an Enterprise Enrollment that did not previously include Azure.

**Argentina, Australia, Austria, Belgium, Canada, Chile, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Jamaica, Italy, Liechtenstein, Luxembourg, Netherlands, Norway, Portugal, Puerto Rico, South Africa, Spain, Sweden, Switzerland, Trinidad & Tobago, U.K., U.S., and Uruguay*

Buying Azure through a non Azure-only SCE

When a customer signs an SCE with a commitment to SQL Server, the Core Infrastructure products, or Visual Studio, they may use the Azure consumption services and are billed monthly in arrears.

Alternatively, a customer may make an Annually Prepaid or Fully Prepaid Azure prepayment of a minimum of \$100 per month.

Buying Azure consumption services through the EA

Customers sign an Enterprise Agreement and then may buy Azure consumption services through an Enterprise Enrollment or a Server and Cloud Enrollment, dependent on the commitment they want to make:

Enterprise Agreement

Enterprise Enrollment

Commit to Enterprise Products for all Qualified Devices

- Make an upfront Azure prepayment of a minimum of \$100 per month

Server and Cloud Enrollment

Commit to Azure

- Make an upfront Azure prepayment of a minimum of \$1,000 per month

Commit to a server product

- Make an upfront Azure prepayment of a minimum of \$100 per month, or
- Pay for services used monthly in arrears

Price protection in the EA

Enterprise Agreement customers have best price protection for the Azure consumption services for the full term of the 3-year Enrollment. When the Azure prepayment funds are decremented at the end of the month, the best price across the following sources is used for each service:

Baseline pricing

- The price of the Azure services when the EA was signed

Customer Price Sheet

- Any negotiated prices the customer is eligible for

Price list

- Currently monthly prices

Azure prepayment

Customers who buy Azure consumption services through an Enterprise Enrollment or who have an Azure-only SCE make an **Annually Prepaid** or **Fully Prepaid** Azure prepayment. At the end of each month the amount of Azure services consumed is decremented from this amount. If the Azure prepayment funds are exhausted, then customers make overage payments as detailed below:

	Annually Prepaid		Fully Prepaid	
	Enterprise Enrollment	Azure-only SCE	Enterprise Enrollment	Azure-only SCE
Minimums	\$1,200 per year	\$12,000 per year	\$3,600 per term	\$36,000 per term
Expires	At anniversary		At end of term	
Overage	Billed monthly in arrears			
Adding Azure prepayment funds	Work with reseller or Microsoft			
Reducing future Allocated Annual prepayments	Work with reseller or Microsoft			