pax8 | Microsoft

User Guide to

Azure Plan

pax8.com

User Guide to Azure Plan

Purpose

This document walks through Azure Plan, Microsoft's New Commerce Experience in Partner Center, which will allow CSP partners to offer Azure at published prices.

Table of Contents

What is Azure Plan?

01

Azure Plan

Agreement	Microsoft Customer Agreement
Azure Consumption Services Available	Full Azure catalog
Creation of Subscriptions	An initial subscription is created when the "Azure Plan" offer is transacted via Partner Center, and then additional subscriptions are created in the Azure Management Portal
Default Partner Access	AOBO on all subscriptions
Azure Lighthouse Tools	Available
Reservations	All available
Marketplace Offers	All available
Graduated Pricing	Available for some services, such as storage
Azure Cost Management	Available for transacting partners and indirect resellers or customers who have been given subscription access
Automated Tooling	**Tool 1:** To transition customers' subscriptions from the previous Azure offer to the new Azure Plan **Tool 2:** To transition customers' Azure Plan subscriptions between partners **Tool 3:** To transition customers' subscriptions from a direct EA to the Azure Plan in CSP (Available for Azure Expert MSP partners only)
Price List	List price
Price List Currency	USD$
Frequency of Price List Updates	Monthly
Commerce Platform Used for Billing	New commerce platform
Invoice Currency	End customer currency: in the EU/EFTA region, the invoice currency changed to the partner currency in 2021
Invoices Issued	Consolidated invoice for Azure consumption services, reservations and marketplace purchases (all invoiced through new commerce platform)
Incentives	Partners enrolled in the Microsoft Commerce Incentive program are eligible for a Core Incentive, which is a percentage of the Azure Consumed Revenue (ACR)

Azure Cost Manager

Azure Cost Manager (ACM) is a feature available within Azure Plan on the New Commerce Experience. ACM shows organization cost and usage patterns with advanced analytics. It can generate reports and show usage-based costs consumed by Azure services and third-party marketplace offerings. Costs shown are at the current Microsoft rate (no margin) and factor in reservations and Azure Hybrid Benefit discounts. ACM's features clearly show how Azure expenses are organized and how to plan and control costs.

*ACM is not automatically enabled, as some partners whose clients have access to their Azure Portal will then see what rate Microsoft charges for Azure consumption (partners may be upcharging). If the partner would like ACM enabled, they can request this during the checkout process in the Pax8 Marketplace. If the partner decides to enable ACM after purchase, they can do so by toggling on ACM in the Azure Portal.

Azure Plan vs. Other Offers

Offer	Azure Plan	Third-Party	Azure Reservations	Server Subscriptions Sold Through CSP	License-Based Offers
Monthly	Monthly	Variable (offer dependent)	End customer	Upfront for the full term or 3-year term	Monthly or Annual
License	End customer	Variable (offer dependent)	End customer	End customer	End customer
Coverage Term	Active until cancelled	Variable (offer dependent)	See offer description	All Azure reservations and server subscriptions have their own unique coverage period	Additional licenses will snap into the existing coverage period
Auto-Renew	Yes	Yes	No	No	Yes
Multi-Currency	Invoice based on customer location and currency	Invoice based on customer location and currency	Invoice based on customer location and currency	Invoice based on customer location and currency	Based on partner location and currency
Invoice and Recon File	Separate invoice and Recon file for each customer location currency	Separate invoice and Recon file for each customer location currency	Separate invoice and Recon file for each customer location currency	Separate invoice and Recon file for each customer location currency	All orders on one invoice and Recon file
Price List and Offer Matrix	Published monthly and priced in USD	Marketplace offers and pricing can be exported real-time to CSV file format	Separate, single file with all pricing and offer details included — there is no separate Offer Matrix file	N/A	Separate, single file with all pricing and offer details included — there is no separate Offer Matrix file
Returns and Exchanges	N/A — there is no commercial transaction in purchasing action of the Azure plan	Varies between 1-month and 12-month license-based offers as well as usage-based offers	Returns less than 5 days after order date will receive 100% credit — returns thereafter will receive a pro-rated credit	Returns less than 60 days from the order date will receive a 100% credit — license keys will be deactivated — no partial returns	Suspensions/cancellations less than 30 days will receive a 100% credit — thereafter they will receive a pro-rated credit
Geo Availability	139 countries	The "New Commerce Offers Country Availability and Customer Currency Matrix" shows the scope of where these offers are eligible to be made available in CSP by the partner	See "New Commerce Offers Country Availability and Customer Currency Matrix" for full details — same rollout schedule applies to all new commerce offers	See "New Commerce Offers Country Availability and Customer Currency Matrix" for full details — same rollout schedule applies to all new commerce offers	247 countries
Support Requirements	Standard CSP support requirements	Offer publishing company is responsible for technical support — CSP partner is responsible for pre-sales activities, transaction and billing support	Standard CSP support requirements	Standard CSP support requirements	Standard CSP support requirements

Steps in the Azure Plan

To Do This	Review This Resource
Transition your customer from PAYG to Azure Plan	Transition your customer to Azure Plan
Purchase the Azure plan for your customers	Transition your customer to Azure Plan
See a side-by-side comparison of Azure offer types	Compare Azure offers
Manage customers' subscriptions and resources under the Azure Plan	Manage subscriptions and resources under the Azure Plan
Learn how to read the Azure Plan price list	Azure Plan price list explained
Where is the Azure Plan available	The full list of countries/regions where Azure Plan is available
Billing under the Azure Plan	Azure billing

User Guide to Azure Plan

Transacting with Pax8

02

Pax8 Process Overview

Action	Process
New Order	• Navigate to the "Catalog" • Search for "Microsoft Azure Plan" • Click "Checkout"
Cancel Subscription	• Pax8 partner logs into the Pax8 Marketplace • Navigate to "Subscriptions" • Select existing "Microsoft Azure Plan" subscription • Click "Cancel"

Change of Channel	• Transfer requests must be processed for each customer
	• Pax8 Sales Rep ensures their partner has the following information prepared:
	  ◦ Customer name (enter customer's name exactly as it appears in Partner Center)
	  ◦ Customer email (person with the current CSP who will be receiving/approving the transfer)
	  ◦ Current partner name (name of the current CSP)
	  ◦ Current partner Microsoft ID (current CSP's tenant ID)
	  ◦ Global admin rights on customer tenant
	  ◦ Notification to current distributor regarding the move
	• Pax8 Sales Rep submits the Change of Channel Request Form so Pax8 can track and provide status updates on process
	• Pax8 partner checks out with "Microsoft Azure Plan" in the Pax8 Marketplace
	• Pax8 partner inputs CoC-specific provisioning details
	• Pax8 Service Delivery initiates request via Partner Center
	• Request is sent to losing distributor
	• Losing distributor must accept request
	• Once accepted, Pax8 owns the Azure Plan subscription
	• Pax8 Service Delivery ties attributes on the backend to ensure accurate usage billing
	Note: the partner will need to run a PowerShell to give Pax8 foreign admin access
	— Pax8 will provide the necessary PowerShell

Partner Invoicing	• Microsoft Azure Plan will be billed monthly in arrears • Pax8 partners will receive their invoice on the 5th of the month for the previous month's usage • Microsoft will not provide Pax8 the final bill until the 8th of the month for the previous month's usage

Pax8 Billing, Incentives and Rebates

Action	Process

Incentives and Rebates	With Azure Plan, you can take advantage of incentives and rebates opportunities that can help you grow your business through streamlined opportunities for driving Azure consumption. The Microsoft Commerce Incentive Program rewards Cloud Solution Providers who make a direct impact in delivering value-added services and influence the Azure environments of their customers. Partners can earn 4% on Azure Plan subscriptions and 10% on Reserved Instances.
	
	• To qualify, each partner must:
	  • Have an active Microsoft AI Cloud Partner Program membership
	  • Have a signed Microsoft Customer Agreement
	  • Be enrolled in the Microsoft Commerce Incentive Program in Partner Center
	  • Have an active Solution Partner Designation in the Azure Solution Area
	  • Have their tax and banking information entered in Partner Center and validated by Microsoft
	
	Find out more in Microsoft Commerce Incentives Resources

Partner Earned Credit (PEC)	Partner earned credit (PEC) in the New Commerce Experience in CSP is a business model that accomplishes simplified uniform Azure pricing across Microsoft's go-to-market vehicles, while nurturing a partner ecosystem that provides value-added managed services. Partner earned credit also helps eliminate any competition on margins. Benefits of the partner earned credit for partners and customers: • Customers can outsource their Azure infrastructure management and billing to their trusted partner, enabling them to focus on their core business • Customers work with a partner who invests in managed services on Azure that help drive cost efficiencies and operational efficiencies involved in consuming Azure • Partners are rewarded because they provide a robust managed services portfolio on Azure for their customers • Intimate association and management of customer's Azure projects will bring new opportunities to partners and help drive consumption growth Learn more about how to be eligible for PEC and how it is calculated: How partner earned credit is calculated and paid

Additional Resources

Azure Plan — Microsoft Doc

Partner Earned Credit Overview

Schedule a Call with a Pax8 Expert