



User Guide to

# Azure Plan

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# Purpose

This document provides an overview of Azure Plan and Microsoft's New Commerce Experience in Partner Center. It explains how CSP partners can offer Azure at published prices.

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# What is Azure Plan?

01

# Azure Plan

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

# Azure Cost Manager

Azure Cost Manager (ACM) is a feature included in the Azure Plan under the New Commerce Experience. It provides insights into organizational costs and usage patterns through advanced analytics. ACM can generate reports and display usage-based costs for Azure services and third-party marketplace offers. The costs shown reflect Microsoft's current rates (without partner margin) and include applicable discounts such as reservations and Azure Hybrid Benefit.

ACM helps visualize how Azure expenses are structured and supports cost planning and control.

Note: 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 (depends on offer)	End customer	Upfront for the full term or 3-year term	Monthly or annual
License	End customer	Variable (depends on offer)	End customer	End customer	End customer
Coverage Term	Active until cancelled	Variable (depends on offer)	See offer description	All Azure reservations and server subscriptions have their own unique coverage period	Additional licenses align with the existing coverage period
Auto-Renewal	Yes	Yes	No	No	Yes
Multi-Currency Support	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 Reconciliation File	Separate invoice and recon file per customer currency	Separate invoice and recon file per customer currency	Separate invoice and recon file per customer currency	Separate invoice and recon file per customer currency	All orders consolidated on one invoice and recon file
Price List and Offer Matrix	Published monthly in USD	Marketplace offers and pricing exportable in real time (CSV format)	Single file with all pricing and offer details (no separate matrix)	N/A	Single file with all pricing and offer details (no separate matrix)
Returns and Exchanges	N/A — no commercial transaction for Azure Plan purchase	Varies by offer (1 to 12 months for license-based or usage-based)	100% credit if returned within 5 days; pro-rated credit after	100% credit if returned within 60 days; license keys deactivated; no partial returns	100% credit if cancelled within 30 days; pro-rated credit after
Geographic Availability	139 countries	The "New Commerce Offers Country Availability and Customer Currency Matrix" outlines where these offers can be made available in CSP by the partner	For full details, refer to the "New Commerce Offers Country Availability and Customer Currency Matrix". The same rollout schedule applies to all new commerce offers.	For full details, refer to the "New Commerce Offers Country Availability and Customer Currency Matrix". The same rollout schedule applies to all new commerce offers.	247 countries
Support Requirements	Standard CSP support requirements	Technical support by publisher; — CSP partner is responsible for pre-sales activities, transaction processing 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	<a href="#">Transition your customer to Azure Plan</a>
Purchase the Azure plan for your customers	<a href="#">Transition your customer to Azure Plan</a>
See a side-by-side comparison of Azure offer types	<a href="#">Compare Azure offers</a>
Manage customers' subscriptions and resources under the Azure Plan	<a href="#">Manage subscriptions and resources under the Azure Plan</a>
Learn how to read the Azure Plan price list	<a href="#">Azure Plan price list explained</a>
Where is the Azure Plan available	<a href="#">The full list of countries/regions where Azure Plan is available</a>
Billing under the Azure Plan	<a href="#">Azure billing</a>



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# Transacting with Pax8

02

# Pax8 Process Overview

Action	Process
New Order	<ul style="list-style-type: none"> <li>Go to the "Catalog" section</li> <li>Search for "Microsoft Azure Plan"</li> <li>Click "Checkout"</li> </ul>
Cancel Subscription	<ul style="list-style-type: none"> <li>Pax8 partner logs into the Pax8 Marketplace</li> <li>Navigate to "Subscriptions"</li> <li>Select existing "Microsoft Azure Plan" subscription</li> <li>Click "Cancel"</li> </ul>
Change of Channel	<ul style="list-style-type: none"> <li>Transfer requests must be processed for each customer</li> <li>Pax8 Sales Rep ensures their partner has the following information prepared:               <ul style="list-style-type: none"> <li>Customer name (enter customer's name exactly as it appears in Partner Center)</li> <li>Customer email (person with the current CSP who will be receiving/approving the transfer)</li> <li>Current partner name (name of the current CSP)</li> <li>Current partner Microsoft ID (current CSP's tenant ID)</li> <li>Global admin rights on customer tenant</li> <li>Notification to current distributor regarding the move</li> </ul> </li> <li>Pax8 Sales Rep submits the Change of Channel Request Form so Pax8 can track and provide status updates on process</li> <li>Pax8 partner checks out with "Microsoft Azure Plan" in the Pax8 Marketplace</li> <li>Pax8 partner inputs CoC-specific provisioning details</li> <li>Pax8 Service Delivery initiates request via Partner Center</li> <li>Request is sent to current distributor</li> <li>Current distributor must accept request</li> <li>Once accepted, Pax8 owns the Azure Plan subscription</li> <li>Pax8 Service Delivery ties attributes on the backend to ensure accurate usage billing</li> </ul> <p>Note: the partner will need to run a PowerShell to give Pax8 foreign admin access</p> <p>— Pax8 will provide the necessary PowerShell</p>
Partner Invoicing	<ul style="list-style-type: none"> <li>Microsoft Azure Plan will be billed monthly in arrears</li> <li>Pax8 partners receive their invoice on the 5th of the month for the previous month's usage</li> <li>Microsoft will not provide Pax8 the final bill until the 8th of the month for the previous month's usage</li> </ul>

# Pax8 Billing, Incentives and Rebates

Action	Process
Incentives and Rebates	<p>With Azure Plan, partners can benefit from incentive and rebate opportunities that support business growth by encouraging Azure consumption. The Microsoft Commerce Incentive Program rewards Cloud Solution Providers (CSPs) who deliver value-added services and influence their customers' Azure environments. Partners can earn 4% on Azure Plan subscriptions and 10% on Reserved Instances.</p> <ul style="list-style-type: none"><li>• To qualify, each partner must:<ul style="list-style-type: none"><li>• Have an active Microsoft AI Cloud Partner Program membership</li><li>• Have a signed Microsoft Customer Agreement</li><li>• Be enrolled in the Microsoft Commerce Incentive Program in Partner Center</li><li>• Have an active Solution Partner Designation in the Azure Solution Area</li><li>• Have their tax and banking information entered in Partner Center and validated by Microsoft</li></ul></li></ul> <p>Find out more in <a href="#">Microsoft Commerce Incentives Resources</a></p>
Partner Earned Credit (PEC)	<p>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.</p> <p>Benefits of the partner earned credit for partners and customers:</p> <ul style="list-style-type: none"><li>• Customers can outsource their Azure infrastructure management and billing to their trusted partner, enabling them to focus on their core business</li><li>• Customers work with a partner who invests in managed services on Azure that help drive cost efficiencies and operational efficiencies involved in consuming Azure</li><li>• Partners are rewarded because they provide a robust managed services portfolio on Azure for their customers</li><li>• Intimate association and management of customer's Azure projects will bring new opportunities to partners and help drive consumption growth</li></ul> <p>Learn more about how to be eligible for PEC and how it is calculated: <a href="#">How partner earned credit is calculated and paid</a></p>

### Additional Resources

[Azure Plan — Microsoft Doc](#)

[Partner Earned Credit Overview](#)

[Schedule a Call with a Pax8 Expert](#)