Azure CSP Billing Management

Presented By: Tyler Bursee & Holly Klein

Agenda

- Overview of Azure Consumption and Invoicing
- Detailed Usage Reporting
- Ways to Save – Optimizing your Azure Environment
- Azure and CMP Roadmap
- Demo
- Azure Accelerate Program

Breaking down an Azure Invoice:

- Reseller Invoice Date
- Azure Subscription Anniversary Dates
  - How Azure consumption is calculated (hr,gb)
    - How Anniversary invoicing is collected (consumed/previous)

- Where to Find Azure Subscription Bill Date

Detailed Usage Reporting

- Available per Subscription
  - Found in the Ingram Customer Control Panel

- Resources Available within CMP:
  - Ingram Knowledgebase
    - Reconcile Costs for invoices and service rate charges
    - **How to Generate and Download Usage Reports**
    - Azure And Ingram CMP Starter Guide
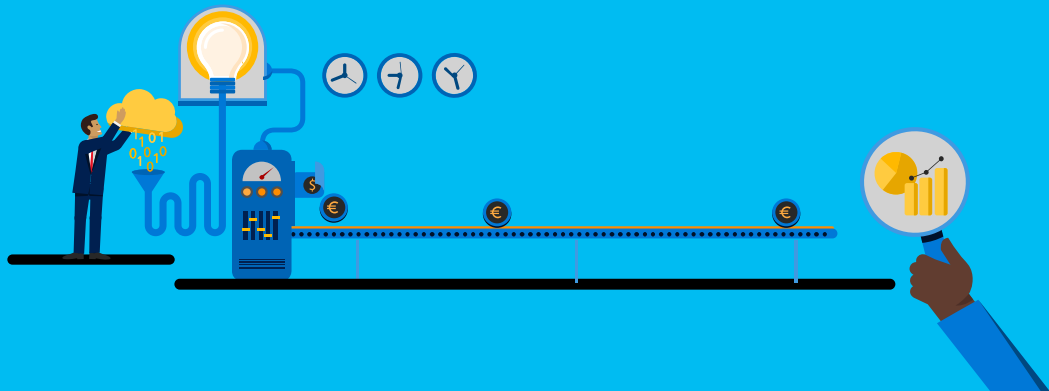   - View Azure Resource Rates

Detailed Usage Reporting

Reconcile Costs for invoices and service rate charges: https://kb.cloud.im/hc/en-us/articles/360000651888-FAQ-Azure-CSP-How-can-I-reconcile-my-costs-with-my-Customer-s-Azure-service-rate-charges-

How to Generate and Download Usage Reports (answers most Azure reporting questions): https://kb.cloud.im/hc/en-us/articles/360000651588-How-to-Generate-and-Download-Usage-Reports

Azure NextCP Starter Guide: https://kb.cloud.im/hc/en-us/articles/360000644647-Azure-Starter-Guide-NextCP

View Azure Resource Rates: https://kb.cloud.im/hc/en-us/articles/360000651648-How-to-View-Resource-Rates-Download-CSV
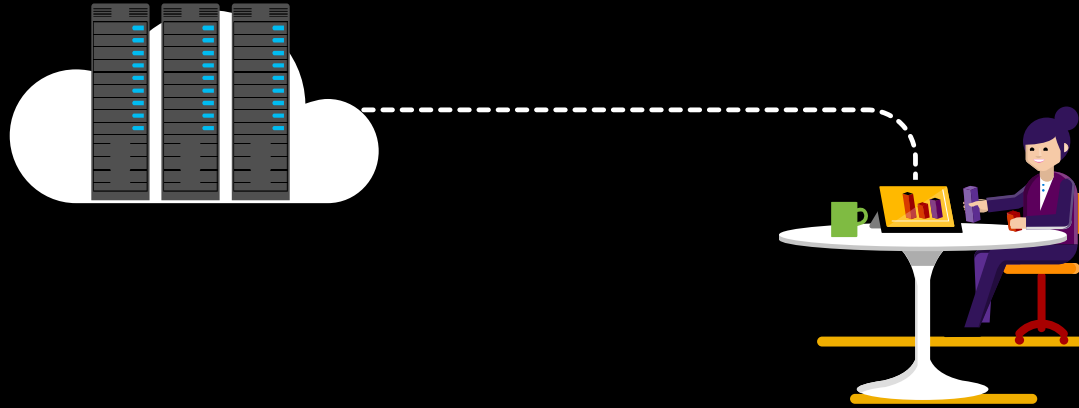
Ways to Save- Reserved Instances

Azure Reserved VM Instances

- Save up to 72% on Azure cloud compute
- Customers with Azure Hybrid Benefits via Software Assurance save even more
- Purchased on a 1-Year or 3-Year commitment

Ways to Save- Server Subscriptions

Server Subscriptions

- **Access to Azure Hybrid Benefit which enables deployment via RI, pay-as-you-go or on-premise**

- **Major savings on Windows Server RIs vs. AWS**

- **Major savings on SQL Server vs. pay-as-you-go**

Azure CMP Roadmap

- Second Half 2019
  - Unified Azure Billing Timeframe
    - Built to create repeatable and scalable invoicing strategy
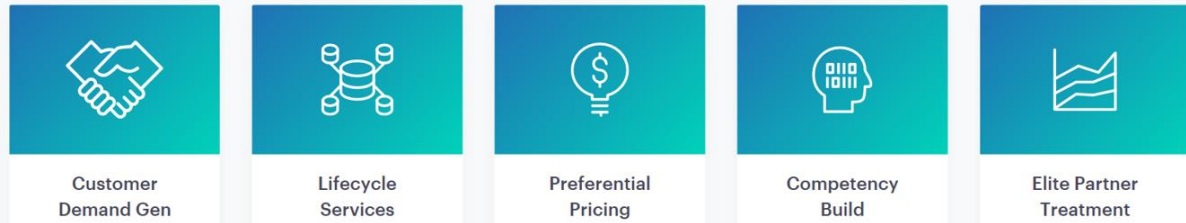 - Integrations with Optimization and Compliance Tooling
    - CloudCheckr

DEMO

Ingram Micro Azure Programs

Ingram Micro's Azure Accelerate Program

Customer Demand Gen	Lifecycle Services	Preferential Pricing	Competency Build	Elite Partner Treatment

		Fundamentals	**Develop**	**Elite**
		<$10k/mon	$10k-$50k/mon	$50k+/mon
Demand Gen	Playbook: End customer quarterly digital campaign	✓	✓	✓
	Playbook: Partner success story spotlight		Case study	Case study + video
	Prospecting as a Service: Lead Pass Program			✓
Lifecycle Services	White Label Services	Access	Access with discount	Access with discount
	L1 Support Services	L1 (fee)	L1 (fee)	L1 (fee)
Pricing	Exclusive Promotions (Net Tenant Credit)	$200	$300	$500
	Volume Discount Eligibility		3% Volume Discount	5% Volume Discount
Certs	Azure Competency Training	Based on Availability	Up to 1 Associate	Up to 2 Associates
Elite Partner	Azure Business Plan Consultation		✓	✓
	Dedicated Account Manager Support		✓	✓
	Exclusive Cloud Summit Promotion and Access	CS19 $100 Discount	CS19 $200 Discount	CS19 $300 Discount

Datacenter Optimization

Program Objective

Help partners transform by moving customers and workloads from current datacenter environments to Azure by providing support and financial incentives to cover the migration costs.

DCO Revenue Commit: $1,000,000	Minimum Revenue	DCO Incentive
250K-600K	$250,000	6%
600K-1M	$600,000	12.50%
1M*	$1,000,000	19%

DCO Revenue Commit: $500,000	Minimum Revenue	DCO Incentive
125K-300K	$125,000	5%
300K-500K	$300,000	10%
500K*	$500,000	14%

DCO Revenue Commit: $100,000	Minimum Revenue	DCO Incentive
25K-60K	$25,000	2.50%
60K-100K	$60,000	5%
100K*	$100,000	10%

Flight Academy Technical Training

Technical resources are invaluable. It's important to keep up with program requirements, certifications, and technical updates. To help you grow your technical expertise, Ingram Micro will help you with a unique opportunity to earn cost savings for building you and your team's competency.

Azure Fundamentals Course
- A one day virtual course
- Introduction to the principles of cloud computing and how these have been implemented in Microsoft Azure

Azure Administrator Certification Course
- Two sessions, split into 5 day and 4 day virtual coursework
- Focused on role based certification for an MSP that is looking to implement, monitor and maintain Azure solutions for their customers
- This course focuses on major services in Azure related to compute, storage, network and security

According to Gartner, IaaS is the fastest-growing segment of the market, forecasting a growth of 27.6 percent in 2019 to reach $39.5 billion, up from $31 billion in 2018. End of support is coming for SQL Server 2008/2008 R2 on July 9th, 2019 and Windows Server 2008/2008 R2 on January 14, 2020. Now is the ideal time to upgrade, modernize and transform to Azure services for more security, performance and innovation.

Key topics include:
IaaS Market Opportunity
Why Azure in 2019?
SQL Server/Windows Server 2008/2008 RS EOS
Microsoft Programs
Ingram Micro Programs
Go-To-Market Best Practices

Azure Launch Pad

New York
March 2019

Microsoft

New York
Date: Fri, March 1st, 2019
Time: 10:00am – 1:30pm
Location: Microsoft Office (11 Times Square, New York, NY 10036)

Register Now

Boston, MA
Date: Fri, March 8th, 2019
Time: 10:00am – 1:30pm
Location: Microsoft Office (5 Wayside Rd, Burlington, MA 01803)

Register Now

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- DISCOVER HOW CLOUDBLUE ACCELERATES XAAS MONETIZATION

Join Microsoft and save $200!
When you register by February 28th
Promo Code: CS19MSFT4U

Next Steps:

- Website to register for Azure Accelerate Program: https://microsoft.ingrammicrocloud.com/azure/

- Website to register for Cloud Summit X: https://www.ingrammicrocloud.com/cloudsummit/ Promo Code: CS19MSFT4U

- Email for Partner Inquiries: Azure.Accelerate@IngramMicro.com

Q&A

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