

Windows Server & SQL Server 2008/R2 End Of Support

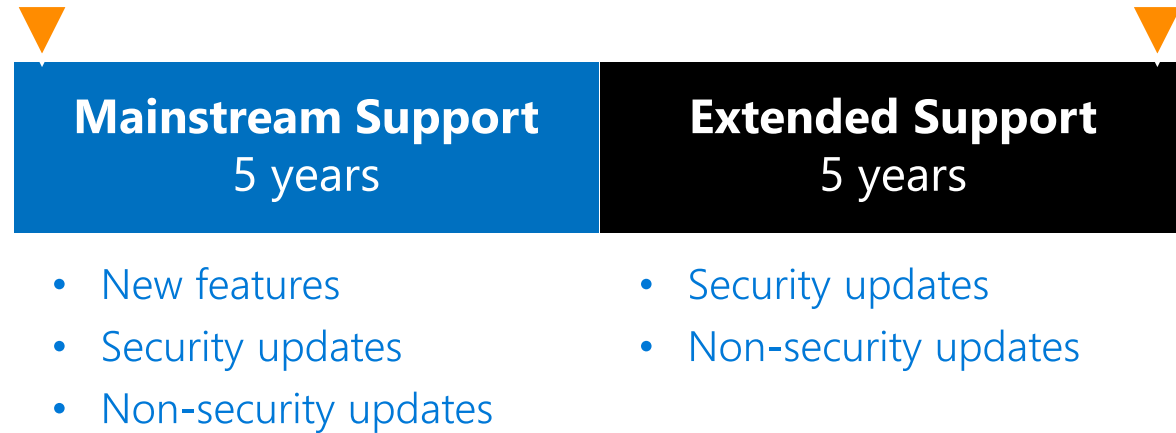
Carson Ervin, Sr. Channel Account Specialist, Microsoft Azure
Lauren Mack, Channel Account Specialist, Microsoft Azure

What is really happening, and why does it matter?

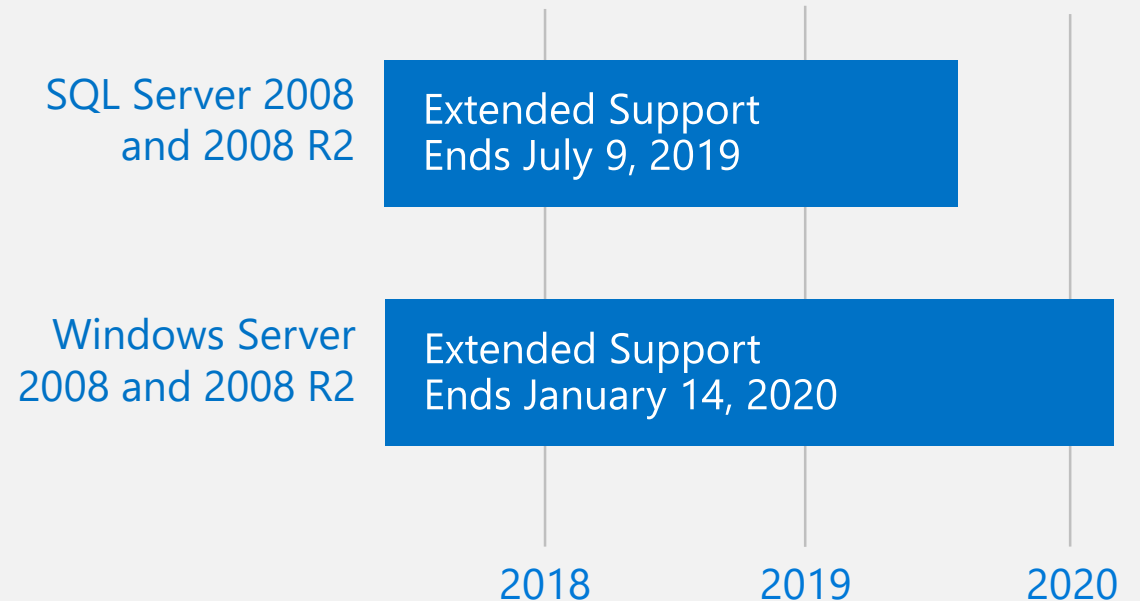
Overview of Server Product Lifecycle

Product release

End of support

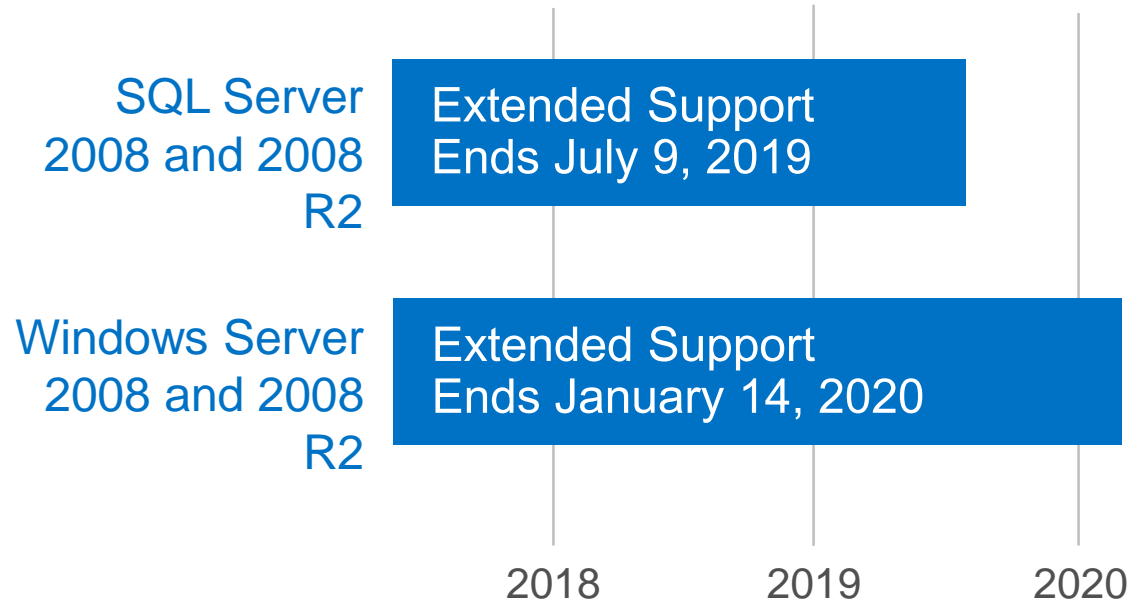


End of support means the end of security updates



Find lifecycle support deadlines at: support.microsoft.com/lifecycle

Get ready now to beat EOS deadlines



Find lifecycle support deadlines at: support.microsoft.com/lifecycle



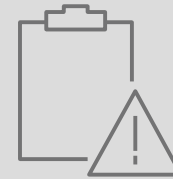
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Avoid business risk

End of support means:



No security updates



Compliance concerns



Missed innovation opportunities



4.2B

records stolen by
hackers in 2016



20%

of organizations lose
customers during an attack



30%

of organizations lose
revenue during an attack



**New requirements
May 25, 2018**



SOX
SARBANES-OXLEY

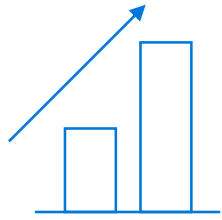


GLBA
Gramm-Leach-Bliley Act

Other regulations for protecting data

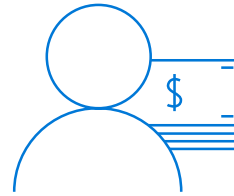
Sources: Risk Based Security Report, 2017; Cisco 2017 Annual Cybersecurity Report; Juniper Research Cybercrime & The Internet of Threats, 2017

Organizations that adopt modern Cloud, Data and AI technologies outperform



2x

nearly double
operating margin



\$40k

more revenue
per employee



50%

higher average net
income on revenue

Source: Data & Analytics Maturity Model & Business Impact, The Digital Business Divide, Keystone Strategy whitepapers, 2016

What are the options to keep your customer's environment supported?

MEET SMB CUSTOMERS WHERE THEY ARE



TRANSFORM WITH AZURE

Rehost

Migrate 2008 and 2008 R2 workloads to Azure VM or Azure SQL Database MI

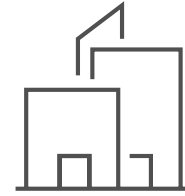
(no code change required)

Refactor, Rearchitect, or Rebuild

Innovate with Windows Server containers and Azure SQL Database MI

(from minimal change to new code required)

Hero Motion



ON-PREMISES

Upgrade

Upgrade to Windows Server 2019 or SQL Server 2017 and get cloud and DevOps ready

(potential code change required)

Customer Choice



Migrate to Azure

Migrate apps and data to Azure VMs

- Get **free Extended Security Updates** for SQL Server and Windows Server 2008 and 2008 R2 VM's for three years after deadline. No SA required

Migrate data to Azure SQL DB Managed Instance

- Azure SQL Database Managed Instance offers a version-free option

Save with Azure Hybrid Benefit

- Use existing on-premises licenses with active Software Assurance to save up to 55% in Azure
- Upgrade in Azure when ready, or transform with Azure services

OR

Upgrade on-premises

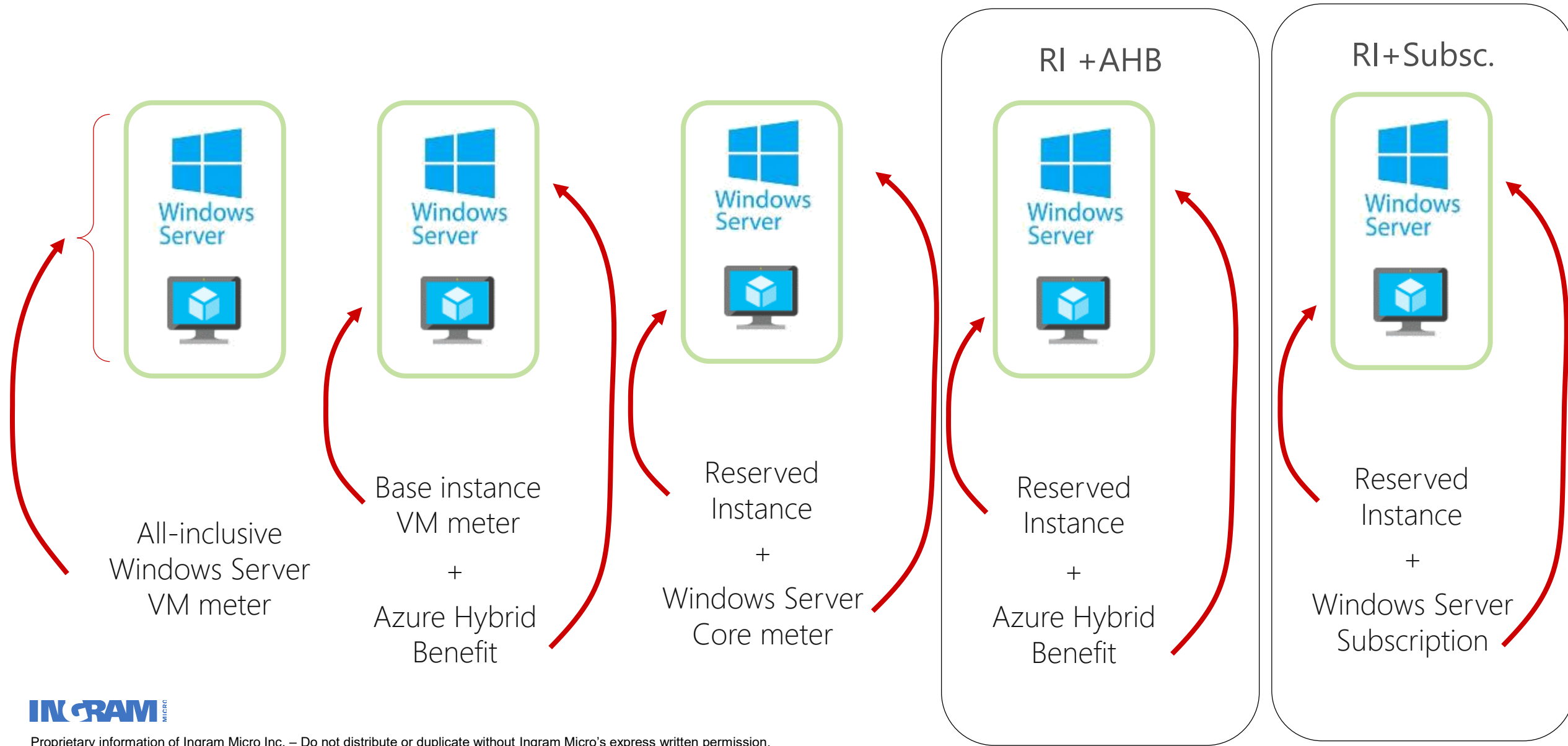
Upgrade to latest version

- SQL Server 2017
- Windows Server 2016 or 2019

Can't meet the deadline? Protect server workloads

- Buy Extended Security Updates to get up to 3 more years of security updates for SQL Server and Windows Server 2008 or 2008 R2
- Cover only the servers you need, SA required
- Upgrade when ready

Azure Windows Server VM Options



Customers with active Software Assurance on their SQL Server and Windows Server licenses can leverage Azure Hybrid Benefit for both VM and fully-managed scenarios to unlock savings up to 55%¹

Windows Server

SQL Server on Azure Virtual Machines

Azure SQL Database

Leverage Azure Hybrid Benefit for Windows Server to pay a reduced rate, and combine Azure Hybrid Benefit for SQL Server for even greater savings

Leverage Azure Hybrid Benefit for SQL Server to pay a reduced rate, and combine Azure Hybrid Benefit for Windows Server for even greater savings

Leverage the Azure Hybrid Benefit for SQL Server to pay a reduced rate on fully-managed Azure SQL Database

¹Savings may be higher when that Azure Hybrid Benefit for Windows Server and SQL Server are used together or 'stacked' in IaaS



Virtual Machines

REGION:

West US

OPERATING SYSTEM:

Windows

TYPE:

(OS Only)

TIER:

Standard

INSTANCE:

D3 v2: 4 Cores(s), 14 GB RAM, 200 GB Temporary storage, \$0.504/hour

Billing Option

Save up to 72% on pay-as-you-go prices with 1-year or 3-year Reserved Virtual Machine Instances. Reserved Instances are great for applications with steady-state usage and applications that require reserved capacity. [Learn more about Reserved VM Instances pricing.](#)

☒ Pay as you go

☐ 1 year reserved (~29% savings)

☐ 3 year reserved (~42% savings)

Save up to 40% with Windows Server Licenses you already own. [Learn more about Azure Hybrid Benefit to save compute costs.](#)



1

Virtual machines

×

730

Hours



= \$367.92
Per month



Virtual Machines

REGION:

West US



OPERATING SYSTEM:

Windows



TYPE:

(OS Only)



TIER:

Standard



INSTANCE:

D3 v2: 4 Cores(s), 14 GB RAM, 200 GB Temporary storage, \$0.355/hour



Billing Option

Save up to 72% on pay-as-you-go prices with 1-year or 3-year Reserved Virtual Machine Instances. Reserved Instances are great for applications with steady-state usage and applications that require reserved capacity. [Learn more about Reserved VM Instances pricing.](#)

☐ Pay as you go

☒ 1 year reserved (~29% savings)

☐ 3 year reserved (~42% savings)

Save up to 40% with Windows Server Licenses you already own. [Learn more about Azure Hybrid Benefit to save compute costs.](#)



1

Virtual machines

= \$259.49

Effective cost per month

\$3,113.83 Charged upfront



Virtual Machines

REGION:

West US

OPERATING SYSTEM:

Windows

TYPE:

(OS Only)

TIER:

Standard

INSTANCE:

D3 v2: 4 Cores(s), 14 GB RAM, 200 GB Temporary storage, \$0.294/hour

Billing Option

Save up to 72% on pay-as-you-go prices with 1-year or 3-year Reserved Virtual Machine Instances. Reserved Instances are great for applications with steady-state usage and applications that require reserved capacity. [Learn more about Reserved VM Instances pricing.](#)

- ☐ Pay as you go
- ☐ 1 year reserved (~29% savings)
- ☒ 3 year reserved (~42% savings)

Save up to 40% with Windows Server Licenses you already own. [Learn more about Azure Hybrid Benefit to save compute costs.](#)



1

Virtual
machines

= \$214.60

Effective cost per month

\$7,725.53 Charged upfront



Virtual Machines

REGION:

West US

OPERATING SYSTEM:

Windows

TYPE:

(OS Only)

TIER:

Standard

INSTANCE:

D3 v2: 4 Cores(s), 14 GB RAM, 200 GB Temporary storage, \$0.294/hour

Billing Option

Save up to 72% on pay-as-you-go prices with 1-year or 3-year Reserved Virtual Machine Instances. Reserved Instances are great for applications with steady-state usage and applications that require reserved capacity. [Learn more about Reserved VM Instances pricing.](#)

- ☐ Pay as you go
- ☐ 1 year reserved (~29% savings)
- ☒ 3 year reserved (~42% savings)

Save up to 40% with Windows Server Licenses you already own. [Learn more about Azure Hybrid Benefit to save compute costs.](#)

1

Virtual machines



= \$80.28

Effective cost per month

\$2,890.01 Charged upfront

Azure is the most cost-effective cloud for Windows Server 2008/2008R2

Windows Server 2008/2008 R2 in AWS costs 5 times more than in Azure

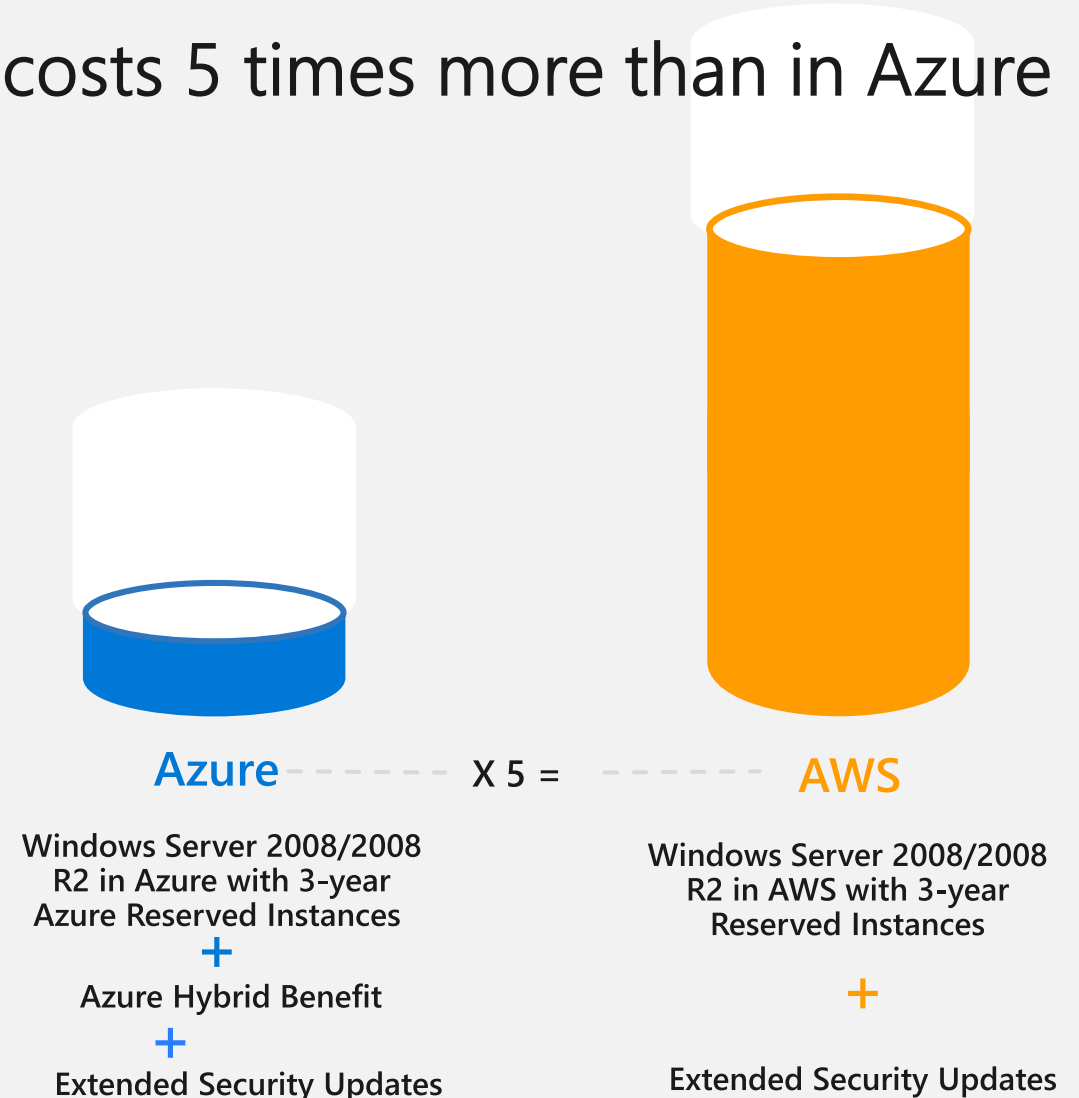
Get free Extended Security Updates in Azure for Windows Server 2008/2008 R2

Use existing Windows Server licenses to save with the Azure Hybrid Benefit

- The cost does not include Software Assurance cost
- Extended Security Updates cost is based on Windows Server Standard open NL ERP pricing in USD. Actual regional pricing and program discounts may apply.
- Sample annual cost comparison of two D2V3 Windows Server VMs. Savings based on two D2V3 VMs in US West 2 region running 744 hours/month for 12 months; reduced compute rate at SUSE Linux Enterprise rate for US west 2. Azure pricing as of 04/24/2018. AWS pricing as of 04/24/2018. Price subject to change
- Actual savings may vary based on location, instance type, or usage
- Extended Security Updates typically costs 75% of the full license price annually

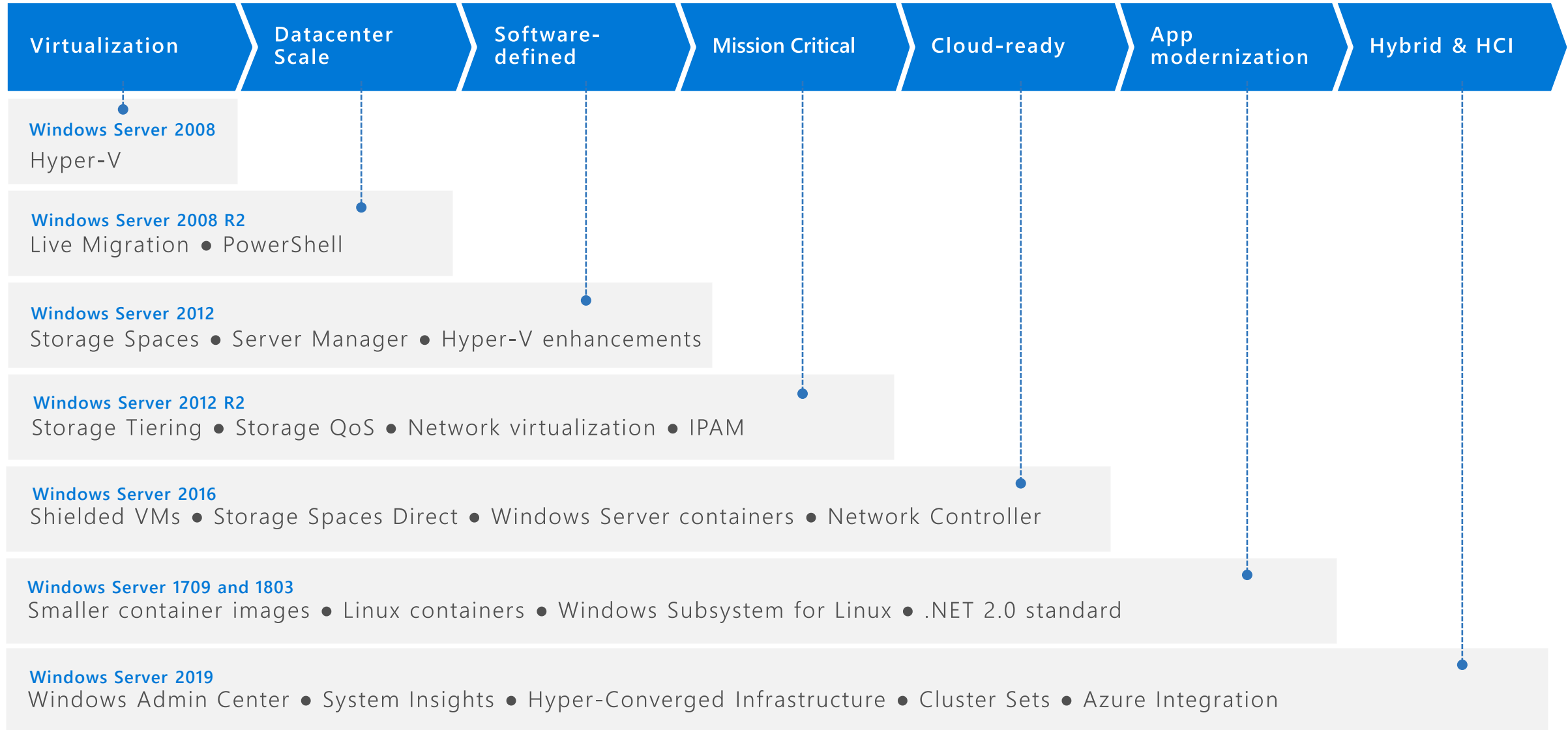


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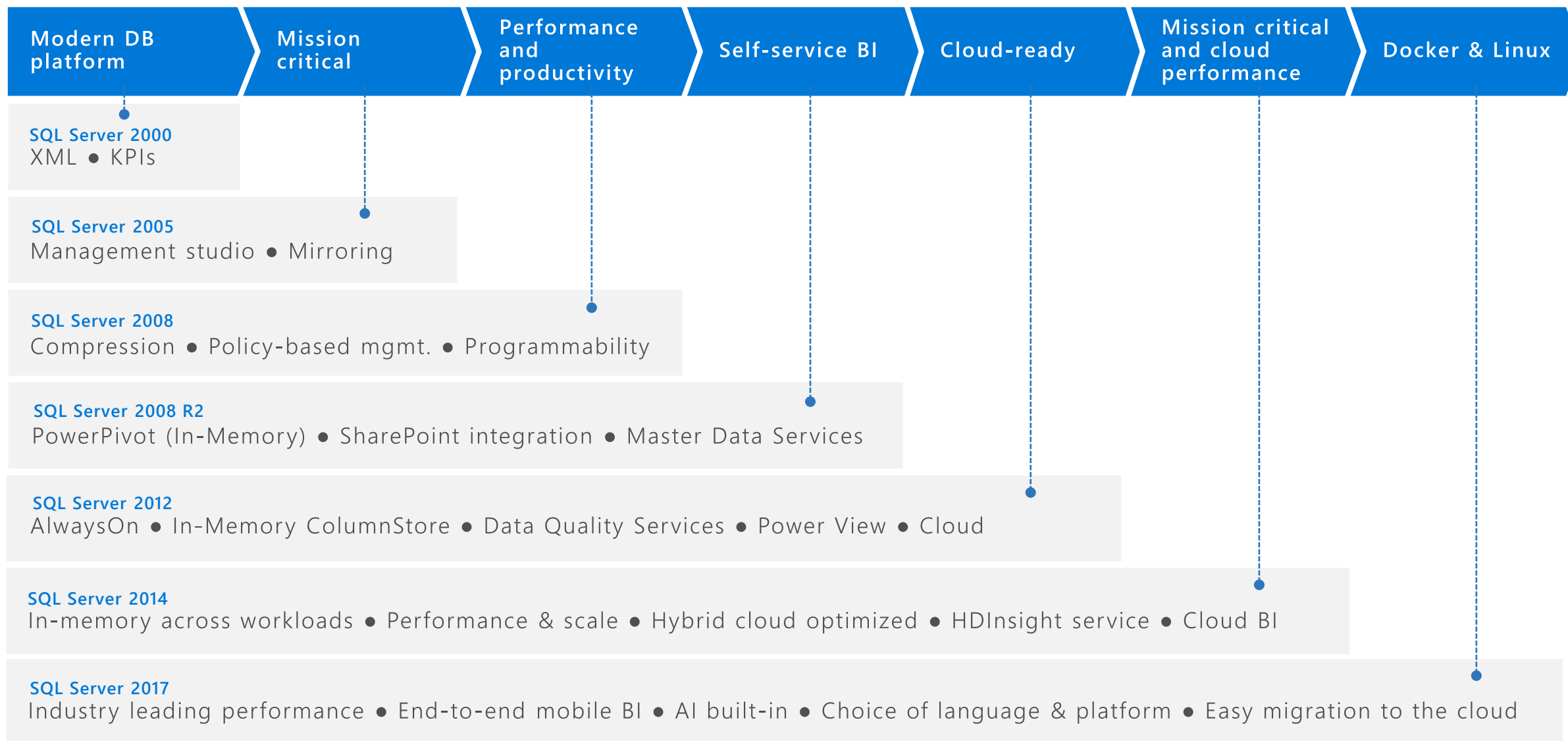


Product Innovation

The evolution of Windows Server



The evolution of SQL Server



Move to an intelligent relational cloud database service with few or no application code changes

Intelligent performance



Realize automatic performance improvements from continuous assessment and innovation

Scales on the fly



Change service tiers, performance levels, and storage dynamically without downtime

Business continuity



Easily manage and monitor business critical functions for reliable operations

Works in your environment



Develop your app and connect to SQL Database with the tools and platforms you prefer

Advanced threat protection



Build security-enhanced apps with built-in protection and industry-leading compliance

**This option provides a “version-free” data platform that does not require future upgrades.
Get out of managing upgrades for ever.**

Grow your migration practice



Microsoft tools



Assess

Azure Migrate
Database Migration Assistant
SQL Server Migration Assistant
Microsoft Assessment Planning



Migrate

Azure Site Recovery
Azure Database Migration Service
Azure Data Box



Optimize

Azure security and management

Partners

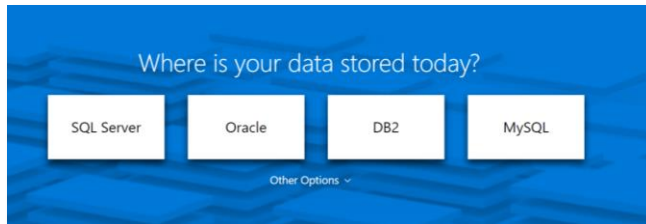


Use the mix of tool(s) that best meet your requirements, our goal is to help you adopt Azure successfully

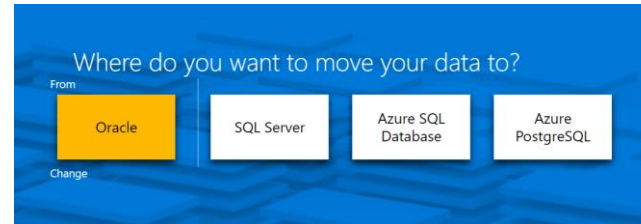


Azure Database Migration Guide to choose the best migration path

CHOOSE YOUR SOURCE



CHOOSE YOUR TARGET



Migration Guide for Windows Server

Assess the ROI

Use Azure TCO calculator to model EOS cost savings by migrating workloads to Azure

New feature allows you to tag groups of servers as Windows Server 2008/2008 R2

Quantify the financial impact of Extended Security Updates

www.azure.com/tco

Servers

Enter the details of your on-premises server infrastructure. After adding a workload, select the workload type and enter the remaining details.

Workload 1

Workload 1

Windows/Linux Server

Environment

Virtual Machines

Operating system

Windows

Windows Server 2008/2008 R2

VMs

100

Virtualization

VMware

Core(s)

8

RAM (GB)

16

Optimize by

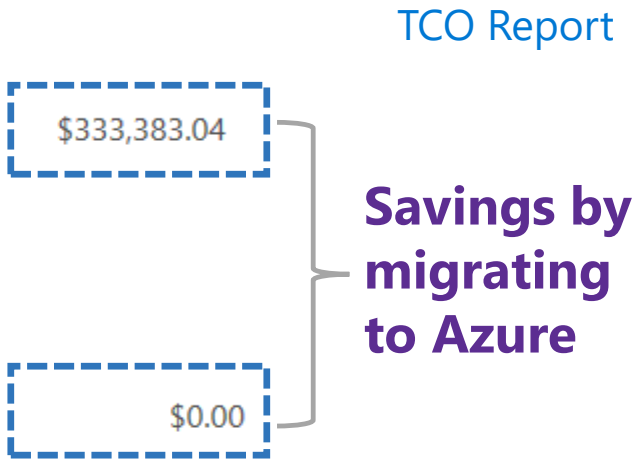
CPU

On-premises costs

Extended Security Updates for Windows Server 2008 and 2008 R2
(75% of cost of the license annually for 3 year(s))
[Learn more](#)

Azure costs

Windows Server 2008 and 2008 R2 security updates cost Extended Security Updates for Windows Server 2008 and 2008 R2
NOTE: Windows Server 2008 and 2008 R2 virtual machines in Azure receive Extended Security Updates until Jan. 2023 at no additional charge.
[Learn more](#)



Partner Sales Plays & SureStep Process

FY19 PARTNER SALES PLAYS

WHAT

Programmatic approach to drive through-partner sales, monetizing a *specific opportunity* of a solution area

WHY

Supports the partner in monetizing the opportunity in a *timely* manner through *clear & targeted approach*

HOW

Providing *packaged* set of assets, resources & tactics with connected support from BW, GTM & SW

27 Sales Plays

Modern Workplace

1. Teamwork
2. Security
3. Powered Device
4. *NEW*: Compete

Business Apps

1. Sales
2. Customer Service
3. Field Service
4. Finance & Operations
5. Talent
6. *NEW*: Marketing
7. *NEW*: Business Central
8. *NEW*: Power BI & Power Apps

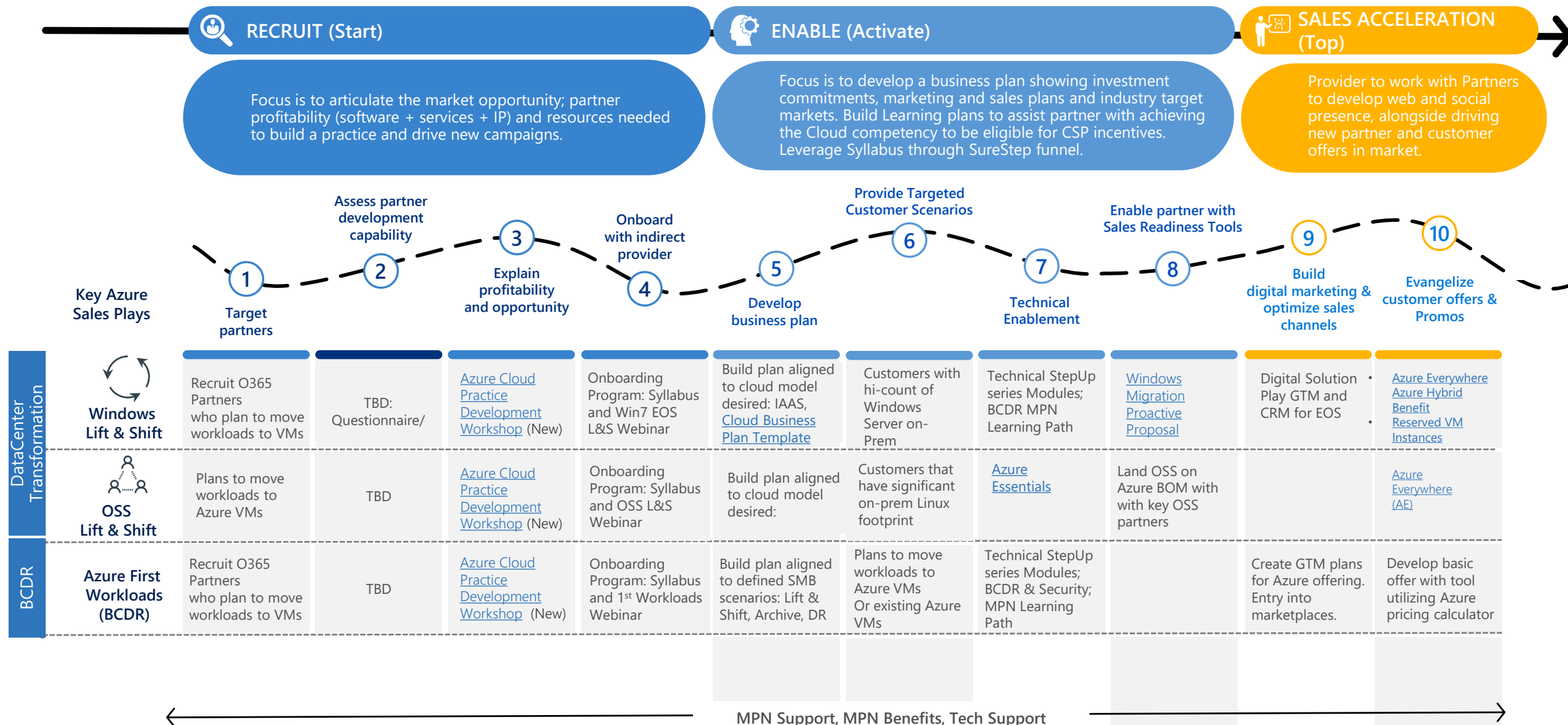
Apps & Infra

1. **BCDR**
2. OSS on Azure
3. SAP on Azure
4. **Windows server on Azure**
5. DC Migration
6. *NEW*: Azure Stack
7. HPC
8. App Modernization
9. Cloud-Native Apps
10. DevOps

Data & AI

1. Data estate Migration & Modernization (on-prem & to Azure)
2. *NEW*: Globally Distributed Data
3. *NEW*: Cloud Scale Analytics
4. Modern BI
5. *NEW*: AI (Intelligent Apps & ML)

Azure SureStep Journey



HOW DOES THE PIB HELP A PARTNER...



PLAY-IN-A-BOX NAVIGATION

Overview

Definitions

Building SMB Plays

SMB Plays by Solution

Play-in-the-Box

BCDR

1. Value Proposition
2. Target Scenarios
3. Incentive/Offer
4. Marketing Assets
5. Enablement
6. SureStep Syllabus

Windows Server on Azure

OSS on Azure

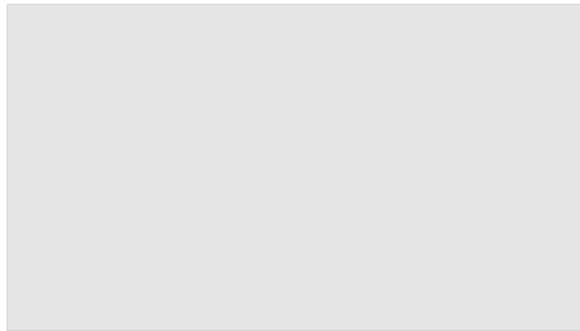
Resources

Partner Enablement

Incentive/Offer

BUSINESS CONTINUITY & DISASTER RECOVERY (BCDR) PIB

1 Value Proposition

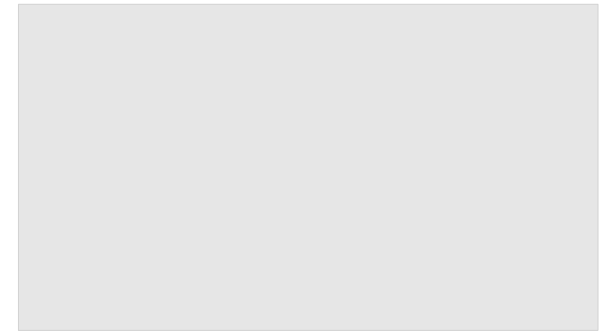


Click on image for more details

2 Target Scenarios

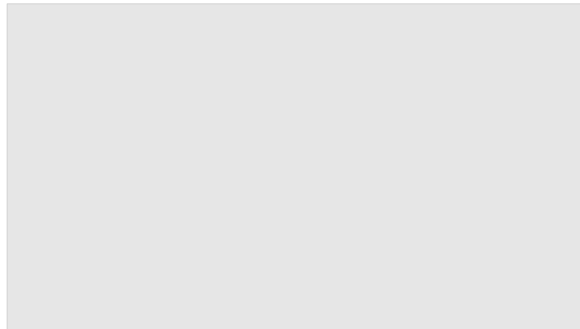
1. Customers planning to move workloads to Azure VMs
2. Customer with Azure VMs hosting production workloads
3. Customers with Azure OMS services consumption >\$500/mo and IaaS >\$1K/mo for existing customers

3 Incentive/Offer



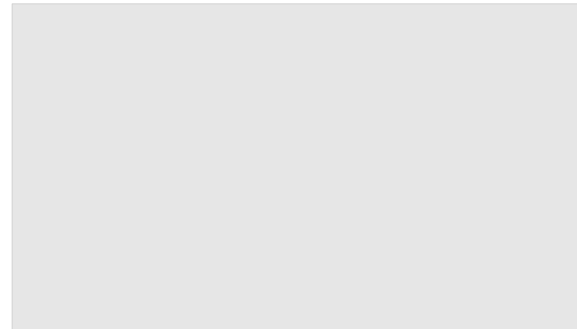
Click on image for more details

4 Marketing Assets



Click on image for more details

5 Technical Enablement



Click on image for more details

6 SureStep Syllabus



Click on image for more details

PLAY-IN-A-BOX NAVIGATION

Overview ▼

Definitions

Building SMB Plays

SMB Plays by Solution

Play-in-the-Box ▼

BCDR

1. Value Proposition
2. Target Scenarios
3. Incentive/Offer
4. Marketing Assets
5. Enablement

6. SureStep Syllabus

Windows Server on Azure

OSS on Azure

Resources ▼

Partner Enablement

Incentive/Offer

APPS & INFRA: SOLUTION PLAY SYLLABUS VIEW

(GTM SMB-S) Business Continuity & Disaster Recovery (BCDR)

	Ready yourself for the customer conversation	Target & activate sales (readiness)	Become a technical expert	Engage partner to nurture & close customer	Sales engagement
Start	<ol style="list-style-type: none">1. Azure BCDR Partner Play Overview*2. BCDR Solution Play Value Prop*3. Azure IaaS for your Cloud Journey video4. MS US Partner Community Blog: Azure5. Apps & Infra Yammer Community	<ol style="list-style-type: none">1. Backup & Disaster Recovery Datasheet (auto downloads)2. Azure Backup and Archive Customer Evidence3. Azure BCDR Customer Pitch Deck (auto downloads)4. Backup & Disaster Recovery Teleguide*5. Key Plays for Azure in SMB*	<ol style="list-style-type: none">1. Azure Essentials2. MPN Learning paths: Azure BCDR3. MPN Learning Portal: Azure4. Cloud Infra & Management Technical Journey: Azure IaaS & BCDR	<ol style="list-style-type: none">1. Cloud Infrastructure & Management Playbook2. Build a Marketing Foundation3. Online Foundation Marketing Course4. Marketing coaching weekly calls5. Azure Marketing Webinar Series	<ol style="list-style-type: none">1. Azure Overcoming Common Objections Deck*2. Become a CSP Partner Today!3. Check out the US Indirect Providers & Start Selling today!4. Azure Everywhere**
Grow	<ol style="list-style-type: none">1. Revenue Growth Academy: Make Money with Hybrid Cloud2. Microsoft Azure vs. AWS Comparison eBook3. Azure Hybrid Benefit CSP Partner Guide*4. Azure Hybrid Benefit Campaign Partner Deck *	<ol style="list-style-type: none">1. Azure Disaster Recovery Battlecard*2. Azure Backup Battlecard*3. Azure Secure and Well-Managed Customer Pitch Deck (auto downloads)4. TLE: Data Modernization Playbook for Partners: SQL Server 2017 + Azure Data Services5. Azure Hybrid Benefit Calculator	<ol style="list-style-type: none">1. StepUp: Leveraging Azure for Business Continuity2. StepUp: Cloud-based migration services3. MPN Learning Portal – Hybrid Cloud Management and Security4. Cloud Infra & Management Technical Journey: Azure IaaS & BCDR5. Apps & Infra Technical Community Call	<ol style="list-style-type: none">1. Accelerate Your Marketing Efforts2. Generate leads with Social Selling Webinar Series3. Build & Audit Your Brand Webinar Series4. Effective Marketing thru Events Webinar Series5. Azure Marketing Webinar Series	<ol style="list-style-type: none">1. RGA -- Making Money from Azure Usage2. Partner Insider Call – Azure Hybrid Scenarios3. Azure Everywhere**4. Azure Everywhere for Premium & Data Workload**
Optimize	<ol style="list-style-type: none">1. Cloud Infrastructure and Management Partner Opportunity Deck (auto downloads)2. Apps & Infra Yammer Community3. Apps & Infra Community Calls	<ol style="list-style-type: none">1. Cloud Practice Development Workshop2. Azure CSP Gov in a Box3. Building Cloud Based Applications w/Microsoft Azure Gov (email for details)4. TLE: Data Modernization Playbook for Partners: SQL Server 2017 + Azure Data Services5. Why choose Azure over other Solutions Deck*	<ol style="list-style-type: none">1. MPN Learning Paths: Cloud App & Data Security2. StepUp: Leveraging Azure for Business Continuity3. StepUp: Cloud-based migration services4. Partner Practice Enablement (PPE) Bootcamps (email for details)	<ol style="list-style-type: none">1. Maximize Customer Loyalty2. Amplify Success with Go-To-Market Services3. Generate leads with Social Selling Webinar Series4. Azure Marketing Webinar Series5. Build & Audit your Brand Webinar Series	<ol style="list-style-type: none">1. Azure Reserved Instances (RIs) Partner Sales Card*2. Azure Everywhere**3. Azure Everywhere for Premium & Data Workload**

NOTATIONS:

*Must be logged into MPN | ** Must be logged into PIE

If you are properly logged in and experience issues opening a link, please open a new tab in the browser you are logged in under, and copy and paste the link URL into the address bar.

ADDITIONAL RESOURCES

[Azure TCO Tool](#)

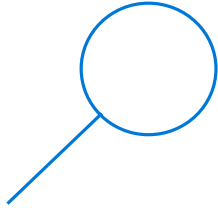
[AWS to Azure Price Comparison Tool](#)

Download PDF with links at: <https://aka.ms/SMBPartnerSyllabi>

Get started

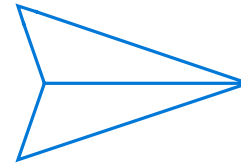


Visit our End of Support
resource center at:
www.Microsoft.com/2008-eos



Assess

Inventory Windows Server 2008 and 2008 R2 workloads in your environment and determine migration path.



Migrate

Upgrade to Windows Server 2019 or migrate to Azure with guidance, resources and tools.



Optimize

Use Azure hybrid services to manage cost and resources, and strengthen security and compliance across your hybrid cloud workloads.

Resources

[Windows Server 2008 EOS website](#)

[SQL Server 2008 EOS website](#)

[Explore Windows Server 2019](#)

[How to upgrade to Windows Server 2019](#)

[Learn about Windows Server and GDPR](#)

[Save with Azure Hybrid Benefit](#)

[Visit the Azure Migration Center](#)

[Compare costs with the Azure TCO calculator](#)

[Protect hybrid servers with Azure Security Center](#)

[Find a partner](#)

Visit our End of Support resource center at:
[www.Microsoft.com/2008-eos](https://www.microsoft.com/2008-eos)

Microsoft-Cloud@IngramMicro.com



Azure Accelerate

A loyalty program to enable partners across the entire IaaS lifecycle to accelerate time to revenue.



Fundamentals

Are you ready to build your IaaS practice but are just getting started? Or do you need a simple service like backup? Master the basics to prepare for acceleration.

Fundamentals includes a multitude of training offerings, broad scale promotions, and access to services to enable your ramp up to selling Azure.

Up to \$10k/mon Azure CSP

Develop

At the **Develop** level, unlock access to incremental loyalty benefits as you deepen your Azure practice with Ingram Micro.

Gain access to hands-on support and exclusive discounts to support your opportunities leveraging Lifecycle Services. Receive the benefit of IaaS expert consultations to enable successful IaaS launches and services delivery.

\$10k-50k/mon Azure CSP

Elite

As an **Elite** partner, enjoy high-touch engagements with our team of Azure technical experts and post-sales solutions architects to help customize your configurations.

This highly exclusive tier unlocks deeper support, demand gen, and offers that are custom built between you and your Ingram Micro team.

+\$50k/mon Azure CSP



Customer
Demand Gen



Lifecycle
Services



Preferential
Pricing

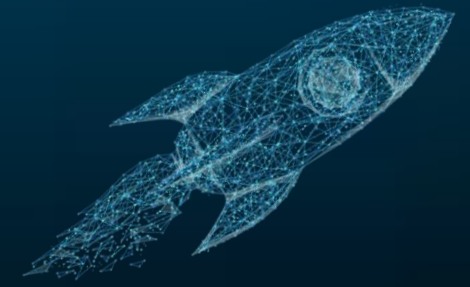


Competency
Build



Elite Partner
Treatment

Azure Launch Pad



Azure Launch Pad

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.

2019 will be a key year for IaaS in the market. There is a tremendous growth opportunity and we want you to be a part of it. Don't stand on the sidelines.

Join Ingram Micro's Azure Launch Pad to learn how you can launch your Azure business.

Agenda:

- IaaS Market Opportunity
- Why Azure in 2019?
- SQL Server/Windows Server 2008/2008 RS EOS
- Microsoft Programs
- Ingram Micro's Azure Accelerate
- Go-To-Market Best Practices

3/26	<u>DC</u>
3/28	<u>Chicago</u>
4/2	<u>Tempe</u>
4/3	<u>Seattle</u>
4/15	<u>Dallas</u>
4/19	<u>Houston</u>
5/10	<u>Denver</u>

SQL Server 2008 End of Support

ACT NOW OFFER

Exclusive benefits for Ingram Micro Partners

Ingram Micro is offering you even greater benefits for modernizing your customer's SQL Database environment and moving them to Azure

Free

Extended security updates

Free security updates available to customers who move to Azure for 3 years after the support ends

Microsoft's Offer

Free

Lifecycle services

Accelerate your customer growth with assessment and migration services offered free by our Azure Center of Excellence

For qualifying opportunities

Free

CloudCheckr



Optimize and govern your cloud by leveraging a platform that provides a complete picture of your Azure environment

Service valid until subscription ends

10%

Cloud Marketplace credit

Sweeten the pot with 10% credit to your Cloud Marketplace account for all your qualifying consumption for the first 3 months

*For qualifying opportunities
Cannot be combined with other offers*



Microsoft Inspire

July 14-18, 2019 Las Vegas

Join us!

- Hear top level Microsoft FY20 strategy from Satya and his leads, and WW OCP
- Technology Solutions content
- Generate Partner to Partner connection opportunities
- Global event, available to ALL partners
- **Register today for just \$2,295 USD. Price increases May 31st**



aka.ms/msinspire-usblog



@msinspireus #MSInspire



aka.ms/msinspire-uspartner



aka.ms/msinspire-usyammer

Thank You!

ευχαριστώ Salamat Po متشكرم شكراً Grazie

благодаря ありがとうございます Kiitos Teşekkürler 谢谢

ໂພນດຸເນດວັບ Obrigado شكریه Terima Kasih Dziękuję

Hvala Köszönöm Tak Dank u Wel ДЯКУЮ Tack

Mulțumesc спасибо Danke Cám ơn Gracias

多謝晒 Ďakujem תודה நன்றி Děkuji 감사합니다





Microsoft Azure

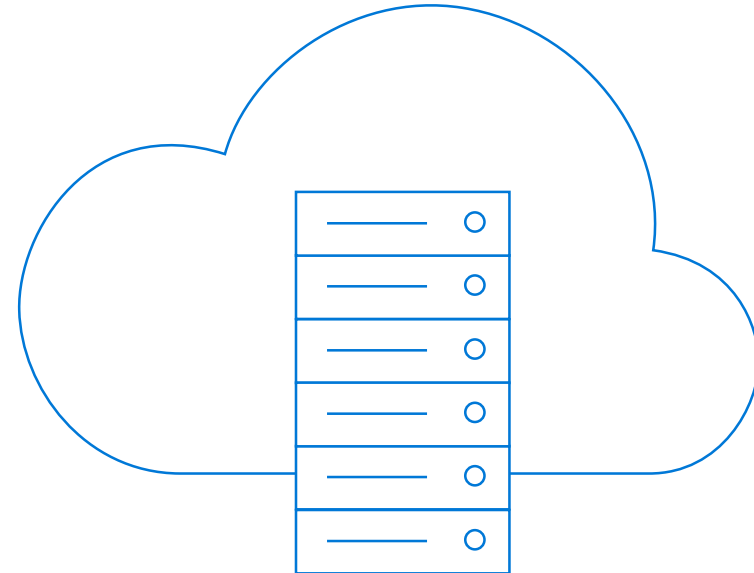
Your vision. Your cloud.

Flexible compute, storage and networking

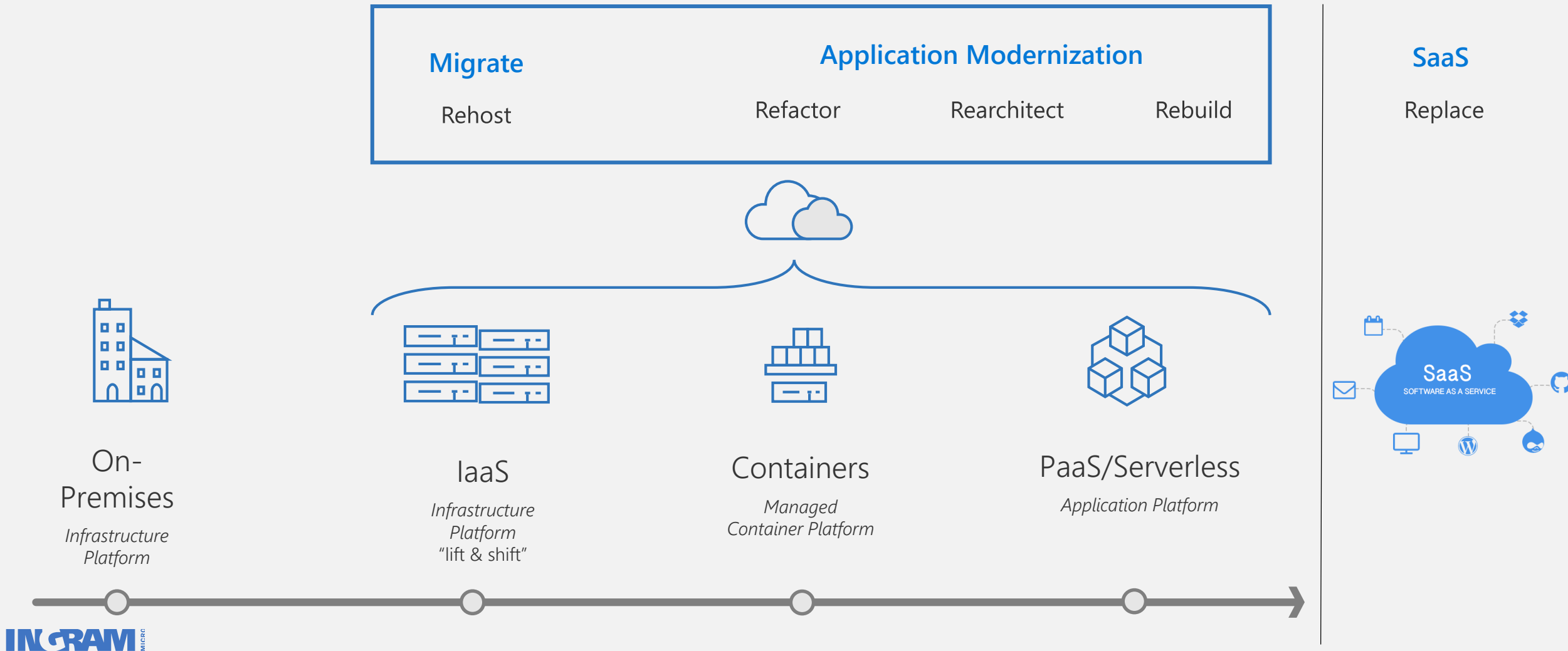
Tuned for performance

Hybrid connectivity

Highly-secured and trusted



The Journey to the Cloud



Azure Hybrid Benefit activation: Windows Server

Create virtual machine

Preview the new create experience →

1 Basics
Configure basic settings

2 Size
Choose virtual machine size

3 Settings
Configure optional features

4 Summary
Windows Server 2016 Datacen...

Basics

VM disk type
SSD

* Username
bhavyanag

* Password
.....

* Confirm password
.....

Subscription
Advisor Analytics TechEd Demo

* Resource group
☐ Create new ☒ Use existing
afwefawef

* Location
South Central US

Save money
Save up to 49% with a license you already own.

* Already have a Windows license?
☒ Yes ☐ No

License type
Windows Server

☒ * I confirm I have an eligible Windows license with Software Assurance or Windows Server subscription to apply this Azure Hybrid Benefit.
[Review Azure hybrid benefit compliance](#)

Azure Hybrid Benefit activation: Azure SQL DB

SQL Database

×

Configure

☐

➤

* Database name

asdad

✓

* Subscription

Advisor Analytics TechEd Demo

▼

* Resource group ⓘ

Create new

Use existing

BaconCloud

▼

* Select source ⓘ

Blank database

▼

* Server

baconeggs (East US)

➤

Want to use SQL elastic pool? ⓘ

Yes

Not now

* Pricing tier ⓘ

Standard S0: 10 DTUs, 250 GB

🔒

* Collation ⓘ

SQL_Latin1_General_CP1_CI_AS

♥ Feedback

General Purpose

Scalable compute and storage options

Looking for basic, standard, premium?

Up to 7,000 IOPS

5-10 ms latency

Starting at 188.37 USD / month

Business Critical

High transaction rate and high resiliency

Up to 200,000 IOPS

1-2 ms latency

Starting at 507.12 USD / month

Compute Generation ⓘ

Gen4

up to 24 vCores

up to 168 GB memory

505.50 / vCore

Gen5

up to 80 vCores

up to 408 GB memory

505.50 / vCore

✓

Save money

Save up to 55% with a license you already own. Already have a SQL Server license? ⓘ

Yes

No

LICENSE TYPE

SQL server

✓

I confirm that I have a SQL server license with Software Assurance to apply this Azure Hybrid Benefit for SQL Server

vCores

How do vCores compare with DTUs? ➤

4

8

16

24

32

80

2 vCores

SQL

Cost Summary

Gen5 - Business Critical (BC_Gen5_2)

Cost per vCore (in USD)

505.50

vCores selected

x 2

Azure Hybrid Benefit discount

- 55%

Cost per GB (in USD)

0.25

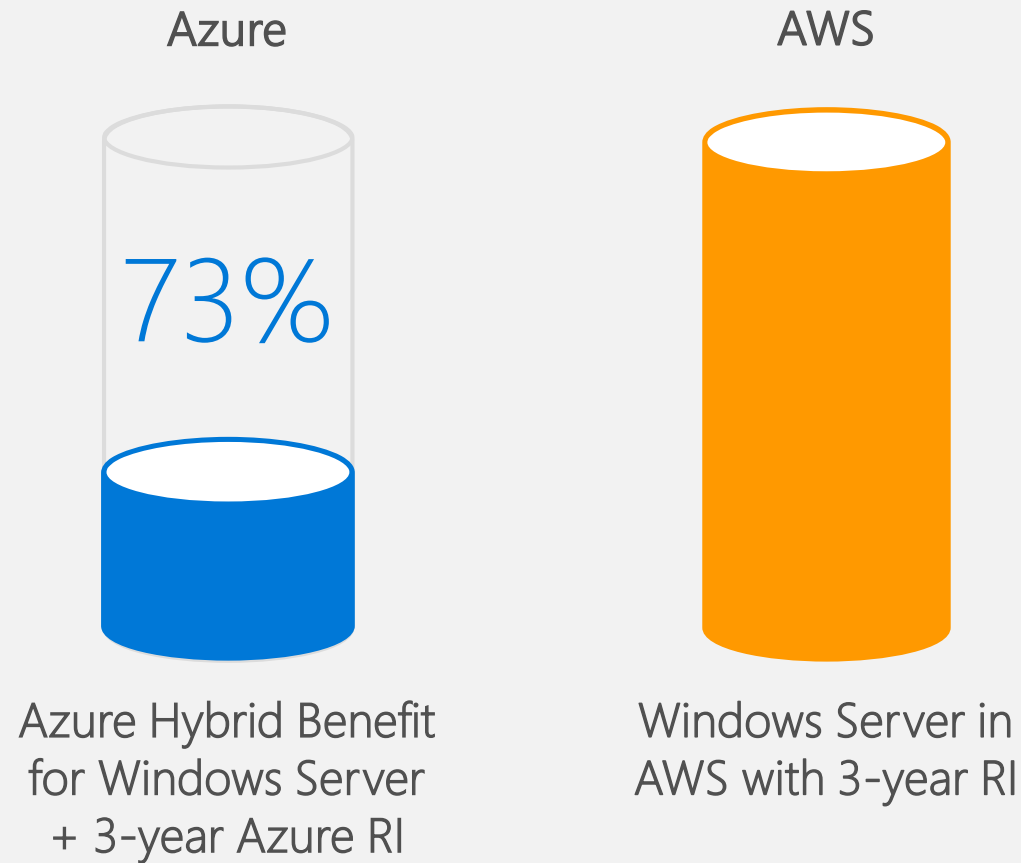
Max storage selected (in GB)

x 41.6

EST. COST PER MONTH

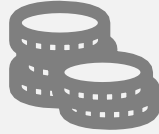
463.40 usd

Azure Hybrid Benefit and Azure Reserved Instances enable great savings for customers



- ✓ Azure is the most cost-effective cloud for Windows Server
- ✓ Maximize investments in Microsoft server software

What is Azure Hybrid Benefit?



A software assurance benefit that allows customers to migrate to cloud at big savings. Save up to **50%** on Windows Server virtual machines by paying base compute¹ rates and save up to **40%** on Azure SQL Database when using vCore based model!

Which products are eligible? / How to qualify?



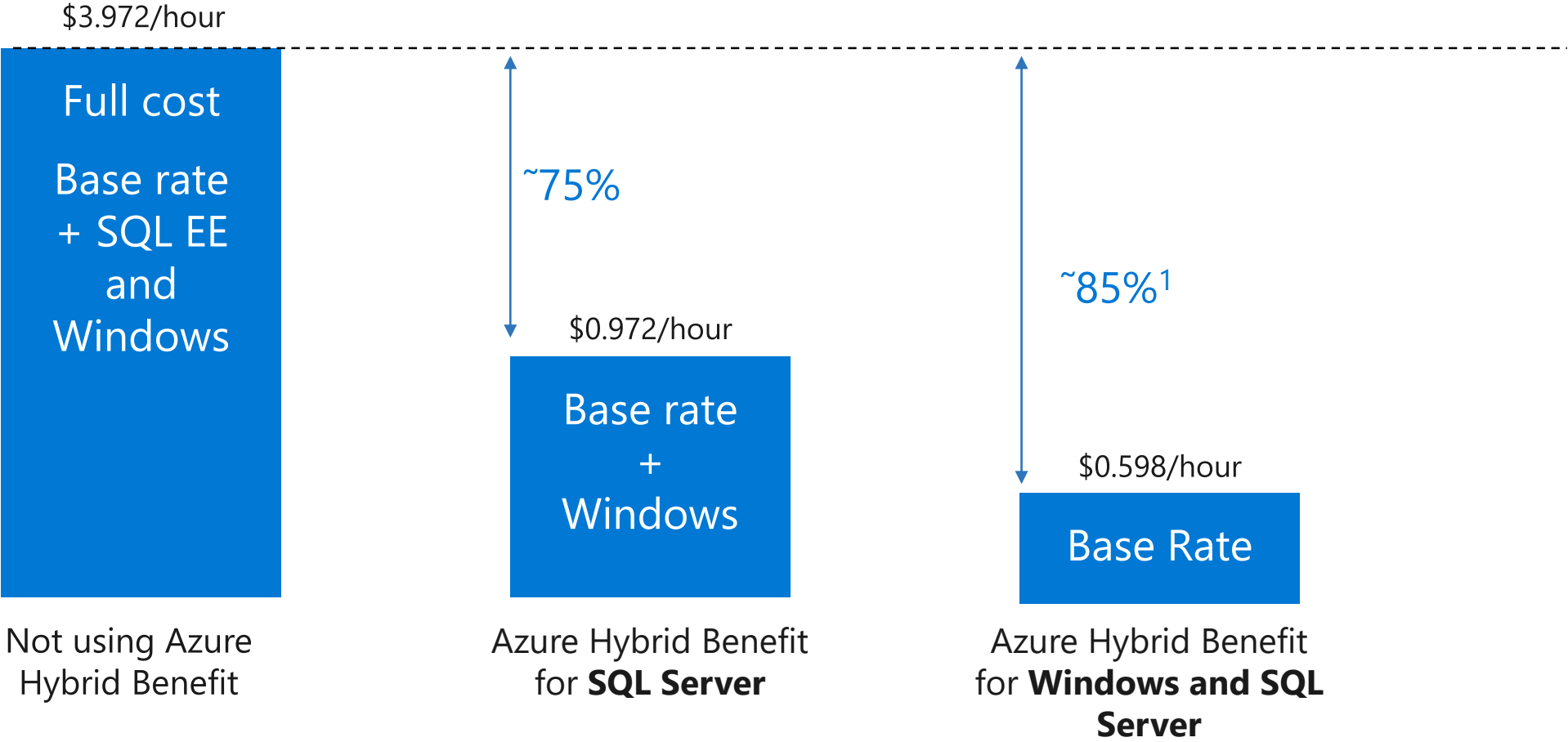
It is available for Windows Server and SQL Server. Very simple to qualify; all you need is active software assurance coverage!

How it works?



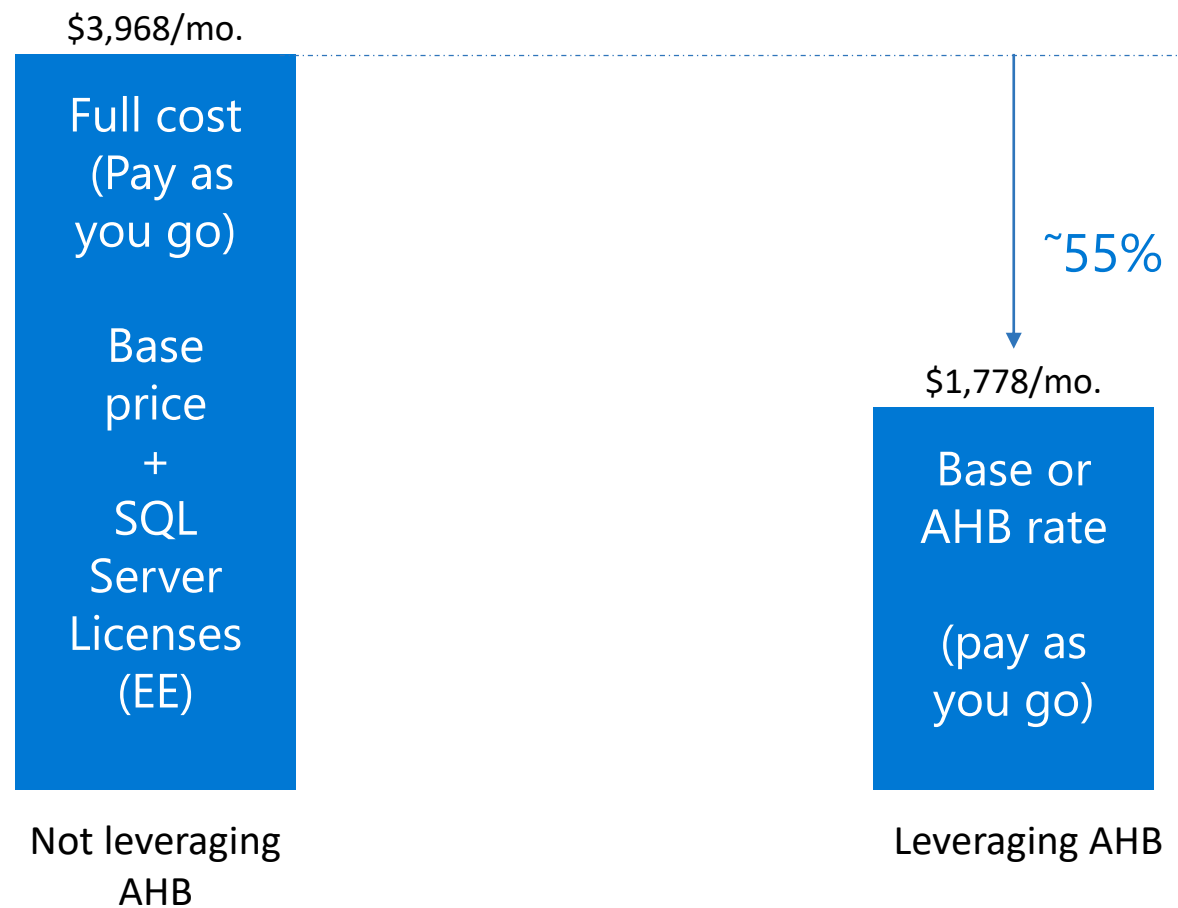
It works slightly different for Windows Server and SQL Server. See following slides for details.

Customers save up to 85% by combining AHB for SQL Server and Windows Server in Azure VMs



¹Savings based on 8-Core D13 v2 VM in East US 2 region. Savings are calculated from full price (license included) for SQL Server Enterprise edition VM against reduced rate (applying Azure Hybrid Benefit for SQL Server and Windows Server), which excludes Software Assurance costs for SQL Server and Windows Server, which may vary based on EA agreement. Actual savings may vary based on region, instance size and compute family. Prices as of June 5 2018, subject to change.

Customer save up to 55% with AHB for SQL Server



Note: Savings based on eight vCore SQL Database Managed Instance Business Critical in West US 2 Region, running 730 hours per month. Savings are calculated from on demand full price (license included) against base rate (applying Azure Hybrid Benefit for SQL Server). Savings excludes Software Assurance cost for SQL Server Enterprise edition, which may vary based on EA agreement. Actual savings may vary based on region, instance size and performance tier. Prices as of May 2018, subject to change.

Azure SQL Database Managed Instance: the best pathway for end of support customers

