

# Microsoft Azure purchasing: comparing the Microsoft Customer Agreement and Enterprise Agreement

## PARTNERS

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## Use this guide to quickly compare three ways that customers can buy Azure from Microsoft

- Help customers purchase Azure through the sales motion that's right for them. See [Azure licensing guidance for partners](#) for more details, including information on the Azure in EA policy.
- Partners deliver value-added services that drive partner margin, Azure consumption, and customer success in every Azure sales motion. In the *breadth sales motion*, Cloud Solution Provider (CSP) partners provide Azure customers with an end-to-end partner-managed solution.

### Overview

	Microsoft Customer Agreement		Enterprise Agreement (Direct EA/SCE)
	Enterprise motion	Breadth motion (CSP)	
Customer profile	<b>Single customer and unlimited unnamed affiliate solutions supported</b>	<b>Single customer and single tenant solutions supported</b>	<b>Multiple affiliates and/or multi-tenant solutions supported</b>
Customer type	<b>Commercial customers in direct market countries*</b>	<b>Commercial</b> <b>Government</b> <b>Education</b>	<b>Commercial</b> <b>Government</b>
The agreement	<b>Microsoft Customer Agreement</b> <ul style="list-style-type: none"> <li>• Agreement dynamically generated, can be digitally accepted</li> <li>• Only Azure terms and conditions are presented to the customer</li> <li>• Online Services Terms and Product Terms apply</li> <li>• Agreement does not expire</li> <li>• Some concessions from Microsoft available</li> </ul>	<b>Microsoft Customer Agreement</b> <ul style="list-style-type: none"> <li>• Partner can present their own terms with the agreement</li> <li>• Partner attests to customer's agreement acceptance; future capability for partner to send customer to a Microsoft site to accept the agreement</li> <li>• Online Services Terms and Product Terms apply</li> <li>• Agreement does not expire</li> <li>• No concessions from Microsoft available</li> </ul>	<b>MBSA, Enterprise Agreement, Enterprise Enrollment/Server and Cloud Enrollment</b> <ul style="list-style-type: none"> <li>• Enrollment contains all terms and conditions, regardless of purchase</li> <li>• Online Services Terms and Product Term apply</li> <li>• Enrollment expires after three-year term</li> <li>• All concessions from Microsoft available</li> </ul>
Billing	<b>From Microsoft to customer</b>	<b>From partner to customer</b>	<b>From Microsoft to customer in direct market countries*, otherwise from partner to customer</b>
Support ( <a href="#">compare plans</a> )	<b>Direct from Microsoft</b> <ul style="list-style-type: none"> <li>• Azure Standard Support included for <a href="#">first 12 months</a></li> </ul>	<b>Provided by partner</b>	<b>Direct from Microsoft</b> <ul style="list-style-type: none"> <li>• Azure Standard Support included for <a href="#">first 12 months</a></li> </ul>

\*Direct market countries for the new commerce experience for Azure include Argentina, Australia, Austria, Belgium, Canada, Chile, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Italy, Lichtenstein, Luxembourg, Netherlands, Norway, Portugal, Puerto Rico, South Africa, Spain, Sweden, Switzerland, U.K, U.S, Uruguay

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### Azure consumption services

	Microsoft Customer Agreement		Enterprise Agreement (Direct EA/SCE)
	Enterprise motion	Breadth motion (CSP)	
Availability	<b>All services</b>	<b>All services</b>	<b>All services</b>
Billing	<b>Pay-as-you-go option for services used</b> <ul style="list-style-type: none"> <li>No minimum purchase required</li> <li>Billed monthly in arrears</li> </ul> <b>Upfront Azure prepayment<sup>†</sup> option for services used</b> <ul style="list-style-type: none"> <li>Term: 12 – 36 months</li> <li>Amount: \$1 - \$999,999,999</li> </ul> <b>Billing profiles available</b> <ul style="list-style-type: none"> <li>Billing profiles support customers who need separate billing per tenant, department, or business group</li> </ul>	<b>Pay-as-you-go for services used</b> <ul style="list-style-type: none"> <li>Partner billed monthly in arrears</li> <li>Customer billing terms determined by partner and customer</li> </ul>	<b>Upfront Azure prepayment<sup>†</sup> option for services used</b> <ul style="list-style-type: none"> <li>Minimum of \$1,200 per year for an existing Enterprise Enrollment and \$12,000 for an existing Server and Cloud Enrollment</li> <li>If Azure prepayment is exhausted, overage is paid monthly in arrears</li> </ul>
Price protection	<b>No programmatic price protection</b> <ul style="list-style-type: none"> <li>Azure price based on monthly price list</li> </ul>	<b>No programmatic price protection</b> <ul style="list-style-type: none"> <li>Azure price based on monthly price list</li> </ul>	<b>3-year programmatic price protection</b> <ul style="list-style-type: none"> <li>Best price protection for the term of the enrollment</li> </ul>
Graduated pricing	<b>Available for services such as storage</b>	<b>Available for services such as storage</b>	<b>Not available</b>
Azure Services Pricing & Payment	<b>Pricing in USD; payment in local currency</b> <ul style="list-style-type: none"> <li>Exchange rates published monthly in Azure portal</li> <li>16 payment currencies supported</li> </ul>	<b>Pricing in USD; payment in supported local currency</b> <ul style="list-style-type: none"> <li>Exchange rates published monthly in Partner Center</li> <li>15 payment currencies supported (future support planned for BRL)</li> <li>A Partner Earned Credit is reflected in monthly partner invoice</li> </ul>	<b>Pricing and payment in local currency</b> <ul style="list-style-type: none"> <li>Exchange rate differences against USD realized at renewal</li> <li>16 payment currencies supported</li> </ul>

### Azure User Subscription Licenses (User SLs)

	Microsoft Customer Agreement		Enterprise Agreement (Direct EA/SCE)
	Enterprise motion	Breadth motion (CSP)	
User SLs	<b>None available</b>	<b>Full User SLs only</b> <ul style="list-style-type: none"> <li>Azure Active Directory Premium Plan 1 + 2 Full User SLs</li> <li>Azure Advanced Threat Protection for Users User SLs</li> <li>Azure Information Protection Premium Plan 1 + Plan 2 Full User SLs</li> </ul>	<b>All types of User SLs</b> <ul style="list-style-type: none"> <li>Azure Active Directory Premium Plan 1 + Plan 2 Full User SLs</li> <li>Azure Advanced Threat Protection for Users Full User SLs + Add-on User SLs</li> <li>Azure Information Protection Premium Plan 1 + Plan 2 Full User SLs + Add-on User SLs</li> </ul>
Billing	<b>N/A</b>	<b>Upfront monthly or annually</b>	<b>Upfront annually</b>
Price protection	<b>N/A</b>	<b>12 months</b> <ul style="list-style-type: none"> <li>Fixed price protection for the term of the Subscription</li> </ul>	<b>3 years</b> <ul style="list-style-type: none"> <li>Fixed price protection for the term of the Enrollment</li> </ul>

<sup>†</sup>Azure prepayment was formerly called Monetary Commitment

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### Additional availability

	Microsoft Customer Agreement		Enterprise Agreement (Direct EA/SCE)
	Enterprise motion	Breadth motion (CSP)	
Reservations	<b>Terms</b> <ul style="list-style-type: none"> <li>Typically, 1 or 3-year term paid upfront or monthly</li> </ul> <b>Availability</b> <ul style="list-style-type: none"> <li>All Reservations including Reserved Instances, Reserved Capacity for SQL Database or Cosmos DB, and Software Plans for Red Hat and SUSE Linux</li> </ul>	<b>Terms</b> <ul style="list-style-type: none"> <li>Typically, 1 or 3-year term paid upfront or monthly</li> </ul> <b>Availability</b> <ul style="list-style-type: none"> <li>All Reservations including Reserved Instances, Reserved Capacity for SQL Database or Cosmos DB, and Software Plans for Red Hat and SUSE Linux</li> </ul>	<b>Terms</b> <ul style="list-style-type: none"> <li>Typically, 1 or 3-year term paid upfront or monthly</li> </ul> <b>Availability</b> <ul style="list-style-type: none"> <li>All Reservations including Reserved Instances, Reserved Capacity for SQL Database or Cosmos DB, and Software Plans for Red Hat and SUSE Linux</li> </ul>
Azure Hybrid Benefit	<b>Windows/SQL Server licenses with SA or Server Subscriptions may be used with virtual machines</b>	<b>Windows/SQL Server licenses with SA or Server Subscriptions may be used with virtual machines</b>	<b>Windows/SQL Server licenses with SA or Server Subscriptions may be used with virtual machines</b>
Server Subscriptions	<b>Not available</b>	<b>Terms and products</b> <ul style="list-style-type: none"> <li>1-year or 3-year term paid upfront</li> <li>Windows Server and SQL Server</li> </ul> <b>Server subscriptions available</b> <ul style="list-style-type: none"> <li>Windows Server Standard Core licenses (8-pack)</li> <li>Windows Server and RMS Device and User CALs</li> <li>Windows Server RDS User CALs</li> <li>SQL Server Standard/Enterprise Core licenses (2-pack)</li> <li>SQL Server Big Data Node Core licenses (2-pack)</li> </ul>	<b>Not available</b>
Azure Marketplace	<b>All solutions available</b> <ul style="list-style-type: none"> <li>Azure Marketplace orders show on consolidated invoice</li> </ul>	<b>A growing number of solutions available</b>	<b>All solutions available</b> <ul style="list-style-type: none"> <li>Azure Marketplace orders show on separate invoice</li> </ul>

### Development and test

	Microsoft Customer Agreement		Enterprise Agreement (Direct EA/SCE)
	Enterprise motion	Breadth motion (CSP)	
Visual Studio subscribers can use subscriber software on VMs	<b>Yes</b>	<b>Yes</b>	<b>Yes</b>
Dev/Test subscription giving special rates for some services	<b>Yes</b>	<b>No</b>	<b>Yes</b>

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### Managing Azure resources

	Microsoft Customer Agreement		Enterprise Agreement (Direct EA/SCE)
	Enterprise motion	Breadth motion (CSP)	
Access to Azure resources	<b>Customer access by default</b> <ul style="list-style-type: none"> <li>Customers granted full access to manage their resources</li> <li>Customers may grant partners admin access to resources for assistance in managing solutions</li> </ul>	<b>Partner access by default</b> <ul style="list-style-type: none"> <li>Partners have AOBO (Admin-On-Behalf-Of) access to all subscriptions to manage resources on behalf of customers</li> <li>Partners may grant customers admin access to resources if required</li> </ul>	<b>Customer access by default</b> <ul style="list-style-type: none"> <li>Customers granted full access to manage their resources</li> <li>Customers may grant partners admin access to resources for assistance in managing solutions</li> </ul>
Management portal used	<b>Azure portal</b> <ul style="list-style-type: none"> <li>Used directly by customers</li> <li>Used directly by partners that are granted access</li> </ul>	<b>Azure portal</b> <ul style="list-style-type: none"> <li>Used directly by partners on behalf of customers</li> <li>Access may be granted to customers to use it directly</li> </ul>	<b>Azure portal</b> <ul style="list-style-type: none"> <li>Used directly by customers</li> <li>Used directly by partners that are granted access</li> </ul>
Management across multiple tenants	<b>Azure Lighthouse</b> <ul style="list-style-type: none"> <li>Available for customers to manage resources if they have multiple tenants</li> </ul>	<b>Azure Lighthouse</b> <ul style="list-style-type: none"> <li>Available for partners to manage resources for customers that have multiple tenants</li> </ul>	<b>Azure Lighthouse</b> <ul style="list-style-type: none"> <li>Available for customers to manage resources if they have multiple tenants</li> </ul>
Viewing consumption and spend	<b>Azure Cost Management</b> <ul style="list-style-type: none"> <li>Used directly by customers</li> <li>Used by partners that are granted access</li> </ul>	<b>Azure Cost Management</b> <ul style="list-style-type: none"> <li>Used by directly partners</li> <li>Used by customers that are granted access</li> </ul>	<b>Azure Cost Management</b> <ul style="list-style-type: none"> <li>Used directly by customers</li> <li>Used by partners that are granted access</li> </ul>