



Cloud Solution Provider (CSP) vs. Enterprise Agreement

When you partner with a trusted Microsoft Tier 1 Cloud Service Provider, you gain access to the power and scalability of the Azure Cloud, while still getting the personalised service of a company that can take the time to support your team's efforts and make sure you succeed. A Microsoft Tier 1 Cloud Service Provider can:

- Help you reduce expenses and eliminate overlapping services by architecting a Public, Private or Hybrid Cloud solution – all on a single invoice
- Increase productivity with solutions customised to your requirements and the rapid deployment and reduced learning curve that comes with Microsoft Azure

YOUR BENEFITS WITH AVNET AS YOUR CSP

- Designed for OEM customers
- Consolidated invoicing
- Customised invoicing
- No upfront commitment
- Value-added services
- Consultancy and trainings
- One single point of contact

ALTERNATIVE WAYS TO BUY AZURE

MICROSOFT ENTERPRISE AGREEMENT

An Enterprise Agreement (EA) falls under the Microsoft Products and Services Agreement (MPSA) and provides for licensing of software and services through a single agreement. This agreement contractually locks a company into a 36-month contract and requires them to "true-up" their licenses each year. The EA is designed for companies with 500 seats who want to standardise their Microsoft products, have the rights for the most-current version of the software, and only want to account for additional seats once a year. An Enterprise Agreement includes a large product set across the Microsoft portfolio, including but not limited to Windows® on desktop machines, Exchange Server, Office and SharePoint®.

DIRECT ONLINE PURCHASE

Microsoft Azure is available directly from Microsoft via an online subscription. This method is ideal for quick tests and for private use. There is no professional support included, and all invoicing is via credit card with little invoicing details.

	Enterprise Agreement (EA)	Avnet CSP	Direct Online
Term	3-year commitment	Pay as you go	Pay as you go
Payment	Upfront, in full block	Monthly, detailed	Monthly, little detail
Products	All Microsoft products	Specialised in Azure	Azure only
Channel	Enterprise reseller	Avnet	Direct
Support costs	\$\$\$\$	Premium included	\$\$\$\$



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