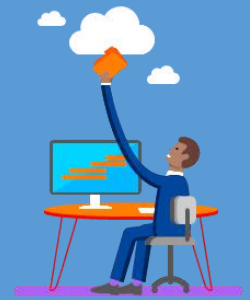


# Selling Azure Reserved Virtual Machine Instances

CSP COMMERCIAL CUSTOMERS



## Which customers will be interested in Azure Reserved Instances?

Customers who want to run full-time virtual machines in the cloud and want best price and flexibility in return for a level of commitment and upfront payment

### Customer commitment

- **Term:** 1 or 3 years
- **Type of virtual machine:** for example, D4v3
- **Azure region:** for example, Europe West (EUW)
- **Assignment level:** Company or Department

### Best price and flexibility

#### Windows Server VMs

- Best pricing on any public cloud
- Significant savings compared to Azure Pay-As-You-Go Windows Server VMs
- Flexibility to evolve an Azure RI as business needs change

#### Linux VMs

- Competitive pricing Significant savings compared to Azure Pay-As-You-Go (PAYG) VMs
- Flexibility to evolve an Azure RI as business needs change

## Best Price

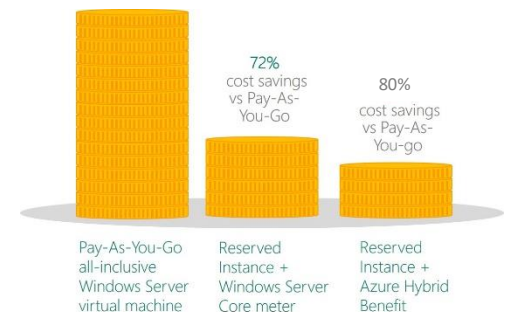
### Save up to 80% with Reserved Instances and Azure Hybrid Benefits

#### Azure Hybrid Benefits for the best prices

- Use existing Windows Server licenses with Software Assurance to maximize existing investments, or
- Purchase Windows Server or SQL Server Subscriptions for Azure (*coming soon!*)

#### Windows Server Core meter

- Alternatively, pay a metered rate for Windows Server only while the VM is running with savings of up to 72% over PAYG Windows Server VMs



## Best Flexibility

### What happens if my business needs change?

While RIs require making upfront commitments on compute capacity, they also provide flexibility should business needs change

#### I need to reassign the Reserved Instance to a different part of my business

Customers can reassign a Reserved Instance at any time to a different department or to the whole company

#### I want to change the type of virtual machine and/or the region

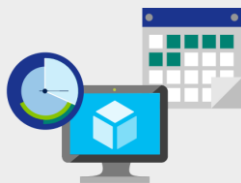
Customers can exchange one Reserved Instance for another  
*Unused duration of original RI is pro-rated and credit is applied to a new 1 or 3-year term RI*

#### I need to cancel the Reserved Instance

Customers can cancel a Reserved Instance at any time  
*Refunds are pro-rated with a cancellation fee deducted*

### Availability

- Azure RI availability for CSP partners starts May 10<sup>th</sup> 2018 in Partner Center
- Server Subscriptions for Azure in CSP are coming soon!



### Start Selling!

Talk to your customers who have:

- Full-time Windows Server virtual machines in Azure
- Existing Windows Server licenses with up to date Software Assurance



You can offer a flexible Azure RI solution with significant cost savings



<https://azure.microsoft.com/en-us/pricing/reserved-vm-instances/>

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