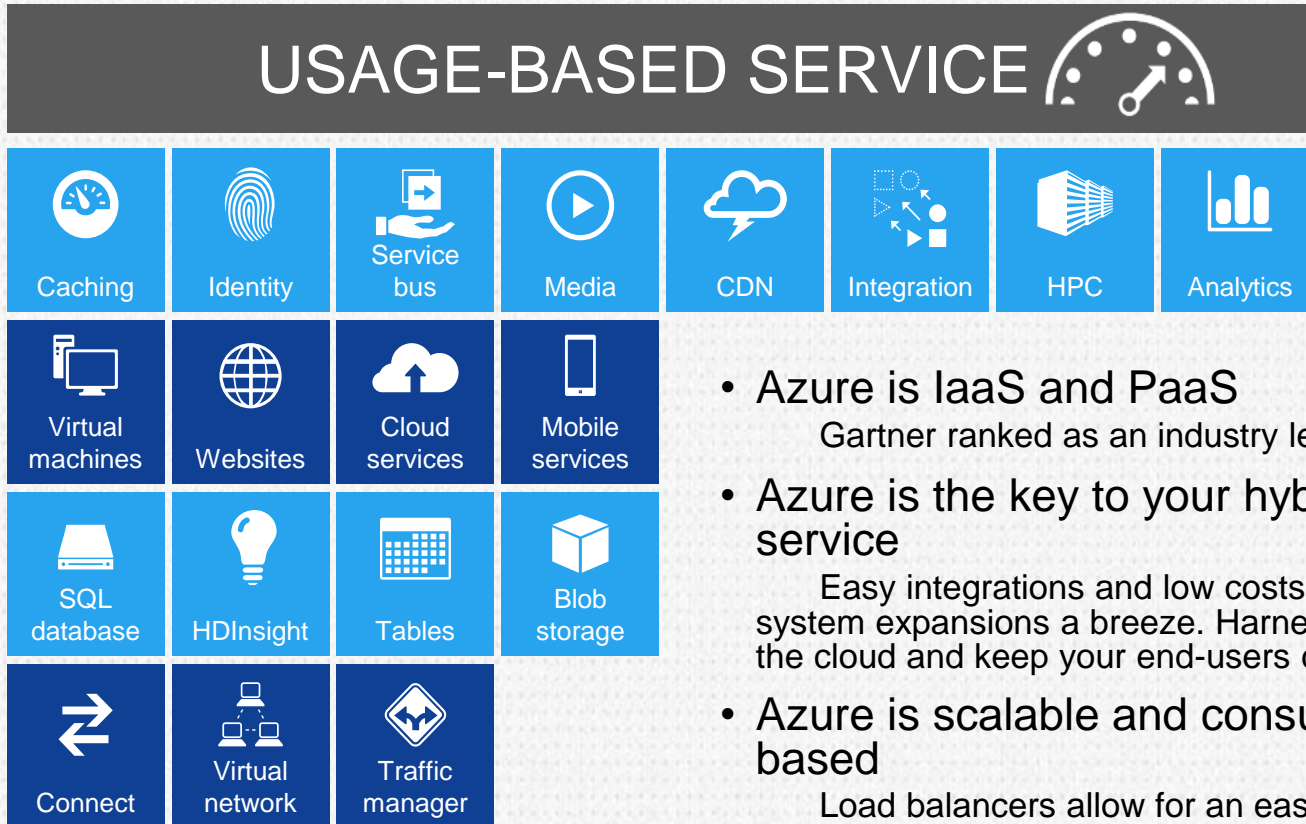


INTRO TO AZURE

LEARN MORE ABOUT MICROSOFT AZURE

What is Microsoft Azure?



- Azure is IaaS and PaaS
Gartner ranked as an industry leader in both
- Azure is the key to your hybrid cloud service
Easy integrations and low costs make clients system expansions a breeze. Harness the power of the cloud and keep your end-users costs down.
- Azure is scalable and consumption based
Load balancers allow for an easy ramp up in infrastructure. You do nothing, the end user reaps the benefits.
- 99.95% Monthly SLA

WHY SELL MICROSOFT AZURE?

SECURE

- Data is stored in secure facilities that can be accessed anywhere, anytime—giving your customers peace-of-mind

VALUE

- Enterprise level capabilities and scalability at an SMB price point

CUSTOMIZABLE

- Easily extend your own datacenter, create a cloud only environment, or pull everything back down on premise allowing a truly hybrid environment

AFFORDABLE

- Great alternative to buying expensive new hardware, licenses, cooling and overhead costs

PRECISE

- Precise billing with down to the minute usage statistics

PROTECTED

- Turn key disaster recovery

INTRO TO THE AZURE PRICING CALCULATOR

The calculator can be used to estimate a monthly/annual spend for any Azure solution

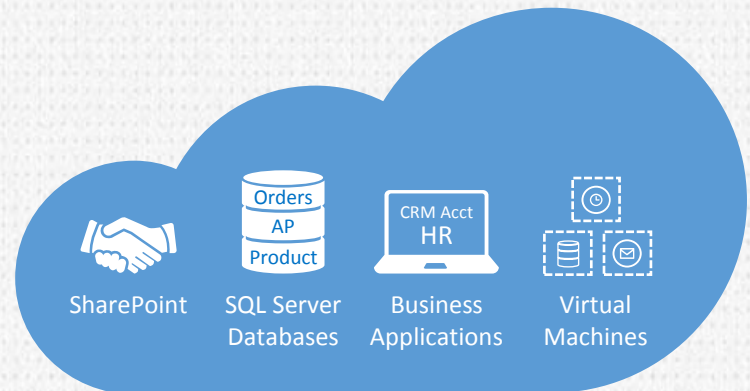
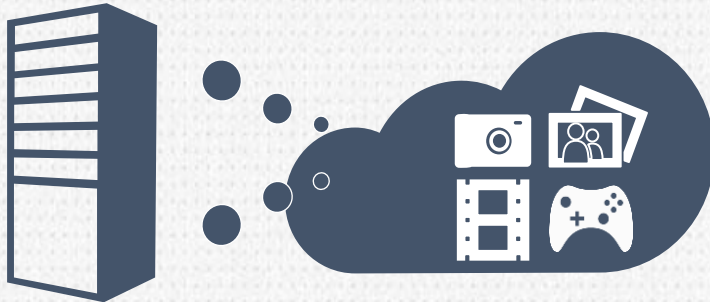
Some important factors to consider to ensure you have the most accurate estimate possible for an IaaS Solution:

- What kind of Virtual Machine instances do I need? (Windows, SQL, Linux)
- What are the current specs (Cores/RAM) of the physical machine/VM I am replacing or, if this is a new Cloud opportunity only, what are the compute requirements for what I need?
- What is the current compute usage if this is an existing environment? Am I overspec'd or underspec'd on prem and do I need to scale up or down in Azure accordingly?
- In Azure the GB storage of the VM Instance is dedicated to the OS only, no production data. Any disk space will need to be accounted for in a separate Azure Storage container.
- Is this standard Windows storage (calculated in Block Blob or Page Blob & Disk) or SQL storage (calculated in Table & Queue)?
- Does my customer want Local Redundant Storage (3 copies of the data stored in 1 Datacenter) or Geo Redundant Storage(6 copies of the data stored in 2 Datacenters at least 400 miles apart)?
- In order to connect your customer's on-prem network to the compute resources in the Azure environment you will need to set up a VPN gateway.
- Does the customer have one central office that all employees work out of or can connect through?(One site-to-site VPN connection will suffice)
- Are there multiple branch offices or remote users who will need to access the cloud directly?(Multiple site-to-site or point-to-site connections will be needed)

FOLLOW ALONG

The following slides will show some common scenarios and what a quote may look like.

- [Access the Azure online calculator here.](#)



Azure calculator: Step 1









Click on the desired products from the module tab which creates corresponding boxes below.

Pricing calculator

Price and configure Azure features for your scenarios

– Add items

Products

Featured	 App Service Create web and mobile apps for any platform and any device
Compute	 DocumentDB Managed NoSQL document database-as-a-service
Networking	 HDInsight Provision cloud Hadoop, Spark, R Server, HBase, and Storm clusters
Storage	 SQL Database Managed relational SQL Database as a service
Web + Mobile	 App Service Create web and mobile apps for any platform and any device
Databases	 DocumentDB Managed NoSQL document database-as-a-service
Featured	 HDInsight Provision cloud Hadoop, Spark, R Server, HBase, and Storm clusters
Compute	 SQL Database
Networking	
Storage	
Web + Mobile	

Azure calculator: Step 2

Make your selections in the dropdown boxes and fields to create an estimated monthly cost on the right side of the screen.

The screenshot displays the Azure calculator interface. At the top, there is a blue header with a green button labeled "+ Add items". Below this, the interface is divided into two main sections: "Virtual Machines" and "Storage".

Virtual Machines Section:

- REGION:** East US
- TYPE:** Windows
- PRICING TIER:** Standard
- INSTANCE SIZE:** A2 (HDD, 2 cores, 3.5 GB RAM, 135 GB disk, \$0.180/hr)
- Quantity:** 1 Virtual Machines
- Duration:** 744 Hours
- Cost:** = \$133.92/MO

Storage Section:

- REGION:** East US
- TYPE:** Page Blob and Disk

Your estimate Panel:

- Currency:** US Dollar (\$)
- Virtual Machin...:** \$133.92
- Storage:** \$25.00
- Support Options:** \$0.00
- Total Estimated Monthly Cost:** \$158.92
- Buttons:** Purchase options, Export estimate
- Disclaimer:** Prices are estimates and are not intended as actual price quotes.

Azure calculator: Step 3

Click on the Export estimate button underneath your estimated cost to create an Excel spreadsheet with a summary of your selections.

	A	B	C	D	E
1	Your estimate				
2	Service type	Custom name	Region	Description	Estimated Cost
3	Virtual Machines	Virtual Machines	East US	1 standard virtual machine(s) windows type, a2 size, 744 hours	\$133.92
4	Storage	Storage	East US	500 GB storage page type. basic tier, lrs redundancy, 1 x100,000 transactions	\$25.00
5	Support			Support	\$0.00
6				Monthly Total	\$158.92
7				Annual Total	\$1,907.08
8					
9	Disclaimer				
10	<i>All prices shown are in US Dollar (\$). This is a summary estimate, not a quote. For up to date pricing information please visit</i>				
11	<i>This estimate was created at 7/28/2016 3:23:27 PM UTC.</i>				
12					

SCENARIO 1: EXTENDING YOUR DATACENTER

LOB application server running on aging hardware. Customer desires reliable, highly available, cost effective alternative solution

Microsoft Azure Services	Monthly Cost
2* x Application Server Virtual Machine – Standard A6	\$982
2* x Domain Controller Virtual Machine – Standard A1	\$134
Site to Site VPN (744 hours/month)	\$27
Disk Storage – 1 TB (Geo Redundant Page Blob & Disk)	\$97
Backup – 500 GB	\$64
Estimated egress traffic**	\$17
Total Monthly Estimated Cost	\$1,338
VAR Services	Cost
Deployment (\$1k/day x 5 Days)	\$5,000
Annual Managed Service Fee	\$1,500
Total Estimated Cost	\$6,500

**Since these are critical production servers, 2 VM's are quoted. They will be part of an availability set, qualifying for the Azure SLA.*

***Egress traffic will fluctuate based on usage but generally a low cost. *** Example only scenario, costs vary by deal.*

SCENARIO 2: AZURE BACKUP* & AZURE SITE RECOVERY** OF ON-PREMISE DATACENTER

Customer has on premise servers and backup but wants to start using geo-redundant due to natural disaster concerns

Microsoft Azure Services	Monthly Cost
12 x On Premise Virtual Machines Site Recovery to Azure (@ \$54/instance)	\$468
4 x Geo Redundant Server Backup with 500GB	\$40
Azure Backup for 5TB total data	\$242
Site to Site VPN Gateway (necessary for Site Recovery)	\$27
Total Monthly Estimated Cost	\$957

VAR Services	Cost
Deployment (\$1k/day x 2.5 day)	\$2,500
Annual Managed Service Fee	\$1,500
Total Estimated Cost	\$4,000

*Azure Backup is scalable data protection solution for backing up on-premises data to the cloud

**Azure Site Recovery is automated replication of VM's to protect services.

SCENARIO 3: IDENTITY MANAGEMENT

Customer uses several cloud SaaS providers including Office 365 and is having challenges with managing users and passwords for all services.

Microsoft Azure Services	Monthly Cost
Add Office 365 Azure Active Directory to existing Azure tenant	Free
2 x Domain Controller Virtual Machine (One running DirSync) – Standard A1	\$134
Virtual Network for Site to Site VPN	\$27
10 SaaS identity integrations in Azure Active Directory	Free
Estimated egress traffic** (172 GB/Month)	\$10
Total Monthly Estimated Cost	\$171

VAR Services	Cost
Deployment (\$1k/day x 3 days)	\$3,000
Annual Managed Service Fee	\$1,500
Total Estimated Cost	\$4,500

**Egress traffic will fluctuate based on usage but generally a low cost.

SCENARIO 4: SQL MIGRATION OPPORTUNITY TO AZURE

Customer is looking to migrate to a full cloud solution including a SQL database:	Monthly Cost
2x A6 SQL Server VM Instances*	\$1,577
2x A2 File Servers*	\$267
2x A1 Domain Controllers	\$134
1x Geo Redundant Page Blob & Disk Storage 1 TB	\$97
1x Geo Redundant Table & Queue storage 500 GB	\$48
1x VPN Gateway Connection	\$27
Estimated Egress data via VPN	\$17
Monthly Estimated Total	\$2,168

VAR Services	Cost
Deployment (\$1k/day x 3 days)	\$5,000
Annual Managed Service Fee	\$1,500
Total Estimated Cost	\$6,500

WHAT KIND OF PROFITS CAN I EXPECT?*

Reseller Clients/Monthly Retail Cost	Customer Cost @ 5 years	5 Year Front End Profit	5 Year Back End Rebate*	5 Year Azure Profit
Data Center Extension- \$1338	\$80,280	\$8,028	\$4,816.80	\$12,844.80
Backup and Site Recovery- \$957	\$57,420	\$5,742	\$3,445.20	\$9,187.20
Identity Management- \$171	\$10,260	\$1,026	\$615.60	\$1,641.60
SQL Migration- \$2,168	\$130,080	\$13,008	\$7,804.80	\$20,812.80
Totals- \$4,634	\$278,040	\$27,804	\$16,682.40	\$44,486.40

VAR Services	Deployment Costs	5 Year Managed Service Fee	5 Year Profit
Data Center Extension	\$5,000	\$7,500	\$12,500
Backup and Site Recovery	\$2,500	\$7,500	\$10,000
Identity Management	\$3,000	\$7,500	\$10,500
SQL Migration	\$5,000	\$7,500	\$12,500
Totals-	\$15,500	\$30,000	\$45,500

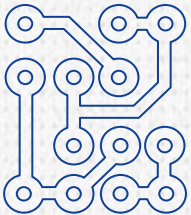
AZURE NOW AVAILABLE IN CSP

Tech Data recommends Microsoft Azure through CSP (the Cloud Solution Provider program)



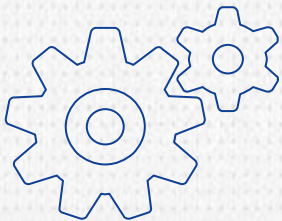
Consumption Model

- Partners no longer have to purchase Azure credits ahead of time for use. You only pay for what you use!



Bundle your own services

- CSP gives you the freedom and ability to include your managed services when billing your end user customer



Support

- Tech Data offers training modules and workshops to help enable partners as well as exclusive promos for partners

GET ENABLED TO SELL AZURE WITH TECH DATA

Azure Boot Camps

- Azure training sessions hosted by Microsoft that are exclusive to Tech Data. Receive all of the training you'd need to develop your Azure practice.

Azure How To Video Library

- Get access to a library of videos that includes a walkthrough of the Azure calculator and a demo of StreamOne.

Go To Market Guide

- Take a deeper dive into common Azure workloads, understand how to build, operate, and scale, leverage available services and the recommended steps to get your first customer running on Azure. Download the free eBook [here](#).

ACTIVATE YOUR IUR TODAY



What to Test?	Azure Scenarios for SMB	How to Activate: Log in with your Microsoft Live ID associated with your partner account Click on the Microsoft Online Services box Select the benefit associated with Azure and create!
Why?	Develop expertise now in a controlled environment using \$100 of monthly Azure credits at no charge	Azure Benefits through MPN (MAPS) Azure Benefits through MSDN
Where to Start?	Partner Programs, Azure Technical Scenario 101's	Azure 101's Azure Backup – Virtual Machines – Active Directory – Websites



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