



AZURE CLOUD SOLUTION PROVIDER PROGRAM GUIDE

BUILT
AROUND
YOU

AZURE CSP SERVICE

Sayers Azure CSP, in partnership with Microsoft, is a program providing customers high value services in support of their Azure and Microsoft 365 workloads. Our CSP customers benefit from 24x7 Azure engineering and Microsoft account management support to ensure a superior customer journey with Microsoft cloud services.

Sayers Azure CSP offers significantly more benefits to Azure customers, regardless of size, than traditional methods of consuming Microsoft Azure cloud services. CSP customers maintain full control of their Azure tenant, with flexibility to pay only for what they use or plan to use (pre-paid), with a trusted partner to help along the way.

TECHNICAL SERVICES	ACCOUNT MANAGEMENT
◆ Named Sayers Customer Advisor ◆ Annual Security Assessment ◆ Cloud Migration Services ◆ Quarterly Cost Savings Analysis ◆ Technical Training Workshops ◆ Enhanced 24x7 Microsoft Support	◆ Provisioning ◆ Subscription Management ◆ Billing ◆ Subscription/Tenant/License Consolidation

THE PROGRAM

Customers purchasing their Microsoft licensing and cloud services through Sayers Azure CSP will gain access to additional services beyond traditional Microsoft Enterprise Agreements (EA), Microsoft Customer Agreements (MCA), and Pay-as-You-Go. These services fall into two main areas: Billing and Engineering. It's also important to note, Sayers Azure CSP customers will utilize their own Microsoft tenant, and will retain full control.

	CONTRACT LENGTH	DISCOUNTS	SPEND COMMITMENT	SUPPORT	VALUE-ADD SERVICES
MICROSOFT CLOUD SOLUTION PROVIDER (CSP)	✓ MONTHLY	✓ YES	✓ NONE	✓ STANDARD MS + SAYERS EXPERTS	✓ YES, LOTS!
ENTERPRISE AGREEMENT (EA)	✗ 3 YEARS WITH ANNUAL TRUE-UPS	✓ YES, WITH SPEND COMMITMENT	✗ YES, WITH ANNUAL TRUE-UP	⊖ STANDARD MS SUPPORT	✗ NONE
MICROSOFT CUSTOMER AGREEMENT (MCA)	✓ MONTHLY	✗ NO, RETAIL PRICING	✓ NONE	⊖ STANDARD MS SUPPORT	⊖ LIMITED
PAY-AS-YOU-GO	✓ MONTHLY	✗ NO, RETAIL PRICING	✓ NONE	⊖ STANDARD MS SUPPORT	✗ NONE

BILLING BENEFITS

◆ CONSOLIDATED BILLING

Sayers will consolidate and simplify billing associated with Customer's Azure and O365 tenant(s) and/or subscription(s) under management by Sayers Azure CSP. Often this involves summarizing multiple Azure invoices into fewer easy to read consolidated invoices per Customer guidance.

◆ CONSUMPTION (PAY-GO) VS COMMITMENT (PRE-PAY)

Customers can determine whether they will procure/pay for license consumption on monthly basis, pre-pay for licenses over annual terms for additional cost savings, or a combination of both. Microsoft has provided these mechanisms to CSP customers to decide based on their unique business needs.

◆ PRICING TRANSPARENCY

Customers will see their Microsoft pricing in the associated Microsoft portals. This allows for accurate real-time decisions on resource consumption and long-term budgetary planning.

AZURE ENGINEERING BENEFITS

The Sayers Azure team is comprised of Microsoft experts covering core Azure and Office 365 services. The Azure engineering team provides our customers additional engineering capabilities critical to a successful cloud strategy. The Sayers Azure engineers will be engaged during initial migration/provisioning and through the ongoing cloud journey. This includes ad-hoc inquiries regarding best practices, professional services engagements, and strategic planning sessions.

◆ SAYERS CUSTOMER ADVISOR

The assigned Sayers MDR Customer Advisor will act as the "Customer Advisor" or "CA" for the Customer, assisting them through the customer lifecycle, from initial technology deployment through ongoing cloud consultation—to shepherd the Customer's organization's cloud journey. The Advisors are available during normal business hours, and a member of the engineering team is on-call if escalation is needed outside normal hours.

◆ AZURE PLATFORM ARCHITECT

Sayers Azure Platform Architects hold certification requirements in-line with Microsoft Azure Solutions Architect Expert and/or equivalent real-world experience. Our Azure architects provide expertise and leadership regarding solutions for infrastructure and applications in Microsoft Azure. The architect team is there to consult on topics like migrations, new deployments, and site resiliency.

◆ AZURE SECURITY ARCHITECT

Sayers Azure Security Architects hold advanced security certifications with Microsoft Azure as well as other industry and 3rd party solutions. Our security architects assist customers' adoption of cloud services following security best practices. Our 360-degree view of the security landscape encompasses identity, perimeter, endpoint, cloud security posture, detection, response, and much more.