

WE GET HOW TO BRING CLARITY TO YOUR MICROSOFT AZURE ENVIRONMENT.

Azure EA/SCE to Azure from CDW Transition

The benefits of moving to Azure from CDW

Microsoft Azure has seen customers of all sizes leveraging the public cloud to innovate faster, enable greater productivity and become more efficient, with fewer upfront and operational costs. Across a network that spans Microsoft's global data centers, users can quickly build, deploy, scale and manage their applications.

Microsoft recently announced a change to how customers purchase Azure cloud services. New commercial Azure agreements will no longer be transacted on an Enterprise Agreement (EA), including the Azure-specific EA commonly known as Server and Cloud Enrollment (SCE). Lastly, renewing Azure-only SCE agreements will no longer be allowed.

What does this mean to you as a customer? Moving forward you will have a couple of options on how you consume Azure:

1. Transition to Azure from CDW, which gives you full access to the Microsoft Azure platform, that will be billed and managed by your strategic partner, CDW. This will not only provide you the same access to Azure resources but also includes at no additional cost value-added comprehensive services and support from CDW that help you to better realize the platform's benefits and maximize the outcomes of your investment in Azure.
2. Transition to the direct Microsoft Customer Agreement (MCA), which is a pay-as-you-go contract signed with Microsoft. This will allow you to continue leveraging the Azure platform on a consumption-based model, but does not include value-added services and support from CDW without additional investment.

Azure from CDW v. MCA Comparison

	Azure from CDW	MCA
Contract Term ¹	Month to Month	
Pricing ²	Microsoft List Price	
Payment	Monthly in Arrears	
CDW Exclusive Benefits for you:		
Access to a dedicated CDW Account Manager supported by Azure specialists	Yes	No
Leverage CDW Credit Terms	Yes	No
Production Technical Support – Open cases 24x7 ³	Included	Additional Charge
Priority 1 Support for Critical Issues	Included	Additional Charge
Advanced Enterprise Cost Management, Security and Governance Tooling	Included	Additional Charge
Access to CDW Managed Services	Included	Additional Charge

¹CDW Managed Services for Azure – Essential and Premium tiers have a one-year minimum term.

²As published on the Azure Calculator at <https://azure.microsoft.com/en-us/pricing/>

³Cases can be opened 24x7; Priority 1 cases worked 24x7 and lesser priorities are worked 7 a.m. to 7 p.m. CT.

Why CDW?

As one of only a handful of direct Cloud Solution Providers (CSPs) and Azure Expert MSPs to work with Microsoft, CDW has the expertise to bring clarity to complex cloud strategies. Whether you are a new or existing customer, we work closely with Microsoft to ensure the solution and service we provide is a perfect fit for your organization's needs.

From rigorously assessing your current IT environment to designing a cost-effective solution that delivers against your business goals, CDW has the technology partnerships, technical expertise and consultancy skills to ensure that you are getting the most out of your investment in Azure.

Whether it be licenses, migration, deployment or ongoing management and support, CDW has you covered – saving you valuable time, money and resources. In addition, this reduces the likelihood of configuration or build errors that can severely affect the security and stability of workloads running in the cloud. Moreover, working with a CSP like CDW frees up your IT team to focus on other revenue-generating activities across the organization.



SOLUTION BENEFITS

Our cloud experts work closely with you to guide your organization toward the right solution, with end-to-end cloud services that make the entire process easy on you and your IT staff.



Experience: More than a decade of helping customers adopt cloud services successfully



Global reach: Worldwide access that supports you wherever you are



24-hour coverage: Experts to help you around the clock



Azure-certified staff: Multiple Azure certifications across the CDW team



Azure enterprise-level support: CDW has access to Microsoft's highest tier of support, ensuring that you'll have all the backing required for your enterprise workloads



ISO accredited: ISO 9001, 14001 and 27001 certifications

CDW Managed Services for Azure

Managed Services for Azure has three tiers that meet the diverse needs of organizations looking to adopt cloud services at any stage.

Managed Service	Premium	Essential	Basic Included as part of Azure from CDW
Security and Capacity Advisor	✓	✓	✓
Budget Advisor	✓	✓	✓
Billing Advisor	✓	✓	✓
24x7x365 Technical Support ¹	✓	✓	✓
Proactive Monitoring and Remediation	✓	✓	
Technical Account Manager	✓	✓	
Incident Management	✓	✓	
Change and Environment Management	✓	✓	
Tagging Advisor	✓	✓	
Engineer-on-Demand	✓		
Tagging Expert	✓		

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To learn more, contact your account manager or call 800.800.4239.



CDW AMPLIFIED SERVICES