



FAQs: Microsoft Azure Marketplace

Ivanti Infographic

FAQs: Microsoft Azure Marketplace

August 2024

Introducing the Microsoft Azure Marketplace

The Microsoft Azure Marketplace is an online store that offers a wide range of industry-leading apps and services that run on Azure. You can find, try, buy and deploy applications and services from both Microsoft and third-party solution providers. The Azure Marketplace simplifies the process of finding, evaluating and deploying software and services within the Azure ecosystem. Whether you're an IT professional or a developer, it's a valuable resource for building and managing your cloud solutions.

Q: What is a Microsoft Azure Contract Commitment (MACC)?

The Microsoft Azure Consumption Commitment (MACC) is a contractual commitment that organizations may make to their Microsoft Azure spend over time. If Your organization has a MACC for a Microsoft Customer Agreement (MCA) billing account or an Enterprise Agreement (EA) billing account, you can track important aspects of your commitment, including start and end dates, remaining commitment and eligible spend.

Here are some key points about the MACC:

Purpose: the MACC outlines the commitment an organization has made regarding Azure spending.

Eligibility: it applies to direct MCA and direct EA customers. A direct agreement is one directly between Microsoft and a customer.

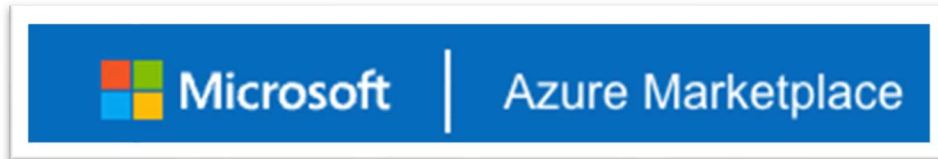
Commitment Period: the MACC is typically signed for a three- or five-year term, with an additional one-year grace term.

Minimum Commitment: unlike some other agreements, the MACC doesn't have a minimum spending requirement.

Prepayment: the MACC commitment value is pre-paid annually. As the customer progresses through the year with their purchases of Microsoft applications, the unused

FAQs: Microsoft Azure Marketplace

August 2024



Introducing the Microsoft Azure Marketplace

The Microsoft Azure Marketplace is an online store that offers a wide range of industry-leading apps and services that run on Azure. You can find, try, buy and deploy applications and services from both Microsoft and third-party solution providers. The Azure Marketplace simplifies the process of finding, evaluating and deploying software and services within the Azure ecosystem. Whether you're an IT professional or a developer, it's a valuable resource for building and managing your cloud solutions.

Q: What is a Microsoft Azure Contract Commitment (MACC)?

The Microsoft Azure Consumption Commitment (MACC) is a contractual commitment that organizations may make to their Microsoft Azure spend over time. If Your organization has a MACC for a Microsoft Customer Agreement (MCA) billing account or an Enterprise Agreement (EA) billing account, you can track important aspects of your commitment, including start and end dates, remaining commitment and eligible spend.

Here are some key points about the MACC:

Purpose: the MACC outlines the commitment an organization has made regarding Azure spending.

Eligibility: it applies to direct MCA and direct EA customers. A direct agreement is one directly between Microsoft and a customer.

Commitment Period: the MACC is typically signed for a three- or five-year term, with an additional one-year grace term.

Minimum Commitment: unlike some other agreements, the MACC doesn't have a minimum spending requirement.

Prepayment: the MACC commitment value is pre-paid annually. As the customer progresses through the year with their purchases of Microsoft applications, the unused

portion remains available as a “credit” to be applied to purchases made on the Azure Marketplace – including Ivanti eligible applications.

Tracking Your Commitment:

- For EA customers, an Enterprise administrator can view the MACC balance.
- For MCA customers, users with owner, contributor or reader roles on the billing account can view the MACC balance.
- You can track your MACC commitment in the Azure portal by selecting the appropriate billing account type (MCA or EA) and navigating to the “Microsoft Azure Consumption Commitment (MACC)” section.
- The portal displays information such as remaining commitment amount since your last invoice¹.

Remember, the MACC helps organizations manage their Azure spending and ensures transparency regarding their commitment to Microsoft Azure services.

Q: If we have an interested customer, and they don't have MACC, can they purchase the service through the Microsoft Azure Marketplace? And make the payment via a credit card or the Monthly Payment contract you have with Microsoft?

Yes, the client or partner makes the private agreement and purchases through the Azure Marketplace and pays with their credit card or with the MACC Benefit (the latter if they have MACC credits available).

If they have a Microsoft account, they pay them directly. The MACC is something that the end user and Microsoft establish based on their cloud consumption. Consider it like free money to use by a certain date or they lose it. Any deals in the marketplace gets paid directly to the marketplace provider and not Ivanti. Then The marketplace provider pays Ivanti.

Q: What are the benefits of selling through the Microsoft Azure Marketplace?

Selling through the Microsoft Azure Marketplace provides a streamlined procurement process for purchasing Ivanti. Customers can utilize their MACC (pre-committed spend) credits based on their Azure consumption to acquire Ivanti, overcoming budgetary or contractual challenges.

Q: Can Microsoft sales teams Co-Sell with Ivanti to close deals?

Absolutely. Our Microsoft sales teams can co-sell with Ivanti to help book deals. Co-selling with Microsoft sales teams is a great benefit to Ivanti sellers. The Microsoft teams are experts on MACC agreements and will likely also have great sponsors within the customer to help you book your deal. For more details, please reach out to Gary Adams at gary.adams@ivanti.com

Q: In which countries is this offer available?

Ivanti’s applications posted on the Azure Marketplace are available globally for direct sales. The offers are available in the United States, Canada and the UK for Tier 1 deals. As Microsoft expands their support for channel deals, we expect additional countries to be added.

Q: What is the Go-to Market model? (as of 30th April 2024)

Our Go-to Market model supports both Ivanti Direct deals and channel deals. Ivanti encourages co-selling with Microsoft sales teams. The offers available for channel deals vary by country.

Q: What Ivanti applications are available to sell via the Microsoft Azure Marketplace? (as of 15th August 2024)

Select Ivanti products are available for purchase through the Microsoft Azure Marketplace, including:

- Ivanti Connect Secure
- Ivanti Neurons for ITAM
- Ivanti Neurons for Secure Access
- Ivanti Neurons for Patch Management
- Ivanti Neurons for Digital Experience,
- Ivanti Neurons for Zero Trust Access
- Ivanti Neurons for Discovery
- Ivanti Neurons for ITSM
- Additional applications will be announced as they're available.

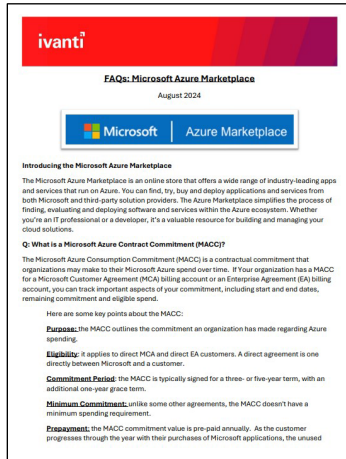
Q: What questions should a sales team or Ivanti partner ask the customer?

We recommend that sales teams and Ivanti partners inquire about the customer's current Azure platform usage, MACC commitments and interest in Ivanti Neurons applications.

Q: What are the requirements for a customer to be ready to transact through the Microsoft Azure Marketplace?

Customers must have an active Azure subscription and an adequate balance of MACC credits or alternative payment methods to finalize the purchase.

Microsoft will bill the customer, one of the biggest benefits of the Azure Marketplace — it's easy for the customer.



FAQs: Microsoft Azure Marketplace

Ivanti Infographic

Thank you for downloading this Ivanti infographic. Carahsoft is the distributor for Ivanti federal solutions available via GSA 2GIT, NASA SEWP, ITES-SW2, and other contract vehicles.

To learn how to take the next step toward acquiring Ivanti's solutions, please check out the following resources and information:



For additional resources:
carah.io/ivantiresources



For upcoming events:
carah.io/ivantievents



For additional Ivanti solutions:
carah.io/ivantisolutions



For additional federal solutions:
carah.io/ivanti



To set up a meeting:
ivanti@carahsoft.com
703-871-8585



To purchase, check out the contract vehicles available for procurement:
carah.io/ivanticontracts

For more information, contact Carahsoft or our reseller partners:
ivanti@carahsoft.com | 703-871-8585