

# Arraya

## CLOUD LICENSING

### When to consider purchasing Azure and Office 365 through Arraya Solutions' CSP program vs. an Enterprise Agreement

On July 1, 2016, Microsoft announced a 500 minimum user/device requirement for commercial customers to be eligible for an Enterprise Agreement (EA). Customers that want to ensure they receive flexible licensing and support for cloud services like Microsoft Azure, Office 365 and the Enterprise Mobility + Security suite need to purchase the infrastructure or licensing through a Microsoft Cloud Solution Provider (CSP), like Arraya Solutions.



### MICROSOFT ENTERPRISE AGREEMENT

For years, an EA has been the choice for medium to large organizations to obtain software from Microsoft. Microsoft built the EA to make traditionally standalone products available on a subscription.

This agreement locks a company into a three-year contract, requiring them to true-up their licenses every year on the anniversary of the agreement. Annually, IT must make choices about the total number of users, workstations and servers and adjust their agreement accordingly. This can lead to unused licenses and cost increases.

The EA helps an organization that wants Microsoft technologies throughout their infrastructure, only needs to change their quantities annually, and demands the latest Microsoft software.

Traditionally, an EA requires three base components – Windows desktop licenses, Office software, and Enterprise Client Access Licenses. Virtually any Microsoft software can be added to an EA.

### ARRAYA'S CLOUD SOLUTION PROVIDER

Microsoft created the CSP program to allow value-added service providers like Arraya to do two things: help customers obtain cloud licenses and provide guidance to getting the most out of a solution.

Guidance, governance, and support are the big differentiators between an EA and CSP. Arraya Solutions becomes your partner in success when you purchase licenses, not just another license transaction partner that you engage annually.

Arraya Solutions is your first level contact for assistance with any Microsoft cloud service and billing. As your CSP, we will generate your invoice monthly, covering all your Microsoft cloud infrastructure, security and collaboration fees.

	ENTERPRISE AGREEMENT (EA)	ARRAYA AS YOUR CSP
Terms	3-year commitment	Pay as you go
Payment	Upfront, in full (use it or lose it)	Month to Month
Support Hours	Limited to set number of pro-active or reactive hours	24x7x365
Supported Products	All Microsoft products	Specializes in Azure, EMS and Office 365
Vendor	Enterprise Reseller	Arraya direct
Discount	Discounts 7-30% (Level A, B, C, D)	Comparable to EA Level A, B
Support Cost	\$1,000 monthly	Premium support included
SLA	Expensive Rapid Response fees, to get 15-minute response	As low as 15-minute response time SLA for emergency situations

## ARRAYA BENEFITS

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**CORE CLOUD FOR YOUR BUSINESS** – Whether your need is infrastructure, security, or collaboration, Arraya can provide a solution. We make using the cloud easy and help you understand the business value in these solutions through our ongoing engagement.
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**PAIN-FREE SCALABILITY**— Microsoft’s cloud is fully scalable, so it’s prepared to continue to meet your company’s needs even as those needs grow and evolve over time. At any time, you can add and remove licenses based on your organization’s needs.
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**NON-STOP SUPPORT** – Arraya Solutions provides support for everything you subscribe to 24 hours a day, 365 days a year.