

How to buy at Microsoft

Options for commercial customers buying cloud-based products



There are three ways for businesses to buy Microsoft products...



Partners

Fully managed partner services

Technical, billing and licensing support

Direct contractual relationship with partner



Sales

Microsoft involvement to manage terms

Work with partners on pre- and post-sales

You have full control and governance



Online

Buy via the Azure portal, Microsoft 365, AppSource, and more

Self-service

Pay with a credit card (maximums apply)

Which way is best for me? Is your business...

In need of a fully-managed and tailored solution by a partner with specific expertise?

Leveraging partners to govern other IT solutions?

Looking to have a partner manage your deployment, billing, usage, and support?

Currently working with a Microsoft sales contact?

In need of involvement to manage terms?

Managing your own IT services currently?

Looking to manage your own deployments, usage and billing?

Interested in managing the purchase via self-service?

Able to leverage the standard contract terms?

Managing your own IT services currently?

Looking to manage your own deployments, usage and billing?

You have choices when you buy from Microsoft

Microsoft's partner network has expertise to support any purchasing method

Understanding the options can help you make the best choice for your business







What is the buying journey for each purchasing method?

Partners Sales Online Visit Microsoft.com Find a partner Contact Microsoft Visit the Microsoft Partner Reach out to your Visit the product page Center to find a partner that on Microsoft.com, the assigned Microsoft specializes in your needs. sales representative. Microsoft 365 Admin Center. or the Azure portal. Purchase directly or start a trial. Contact the partner Discuss your needs Choose your plan Contact the partner to discuss Discuss your needs with Choose monthly, annual, your needs and get a quote. the sales team and get or three-year terms, or for a quote. Azure, try for free up to 30 days or pay-as-you-go. **Purchase** Checkout Purchase Purchase directly from Purchase from and get Purchase with a credit the partner. Your partner billed directly by Microsoft. card. Microsoft will bill you. will provide any needed Get support via Microsoft Get support via Microsoft support and manage all or engage a partner or engage a partner for additional services. for additional services. billing. Get started

What other resources are important for me?

Begin using your new product or service via instructions provided to you based on your method of purchase.



Learn about <u>licensing</u> at <u>Microsoft</u> and the <u>Microsoft Customer</u> <u>Agreement</u>



Understand what the <u>product terms</u> are for your purchase



Learn about the Microsoft partner network

Be sure to consider your existing Microsoft agreements across your organization. Discuss with Microsoft or your partner.