



Azure Credit Offer (ACO) thru CSP

For Nonprofit Customers



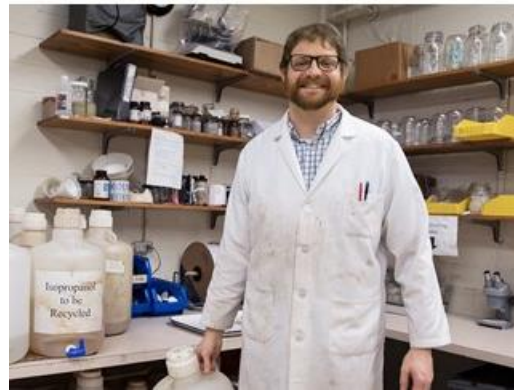
Introduction

Azure Credit Offer (ACO) is an initiative to allow the use of Azure credits to win and accelerate Azure consumption. ACO provides customers with a fixed amount of free Azure usage, which can be used within a defined timeframe.

This deal-making mechanism is on our modern commerce platform and is available to our CSPs.

Applicable Scenarios:

- To mitigate customer's concerns on dual-costs during migration projects. i.e., to unblock customer's budget constraints for onboarding to Azure
- To increase and accelerate cloud adoption
- To effectively compete against other cloud provider offers
- To provide funding for a production POC/Test for a new Azure workload the customer is considering for implementation



Why ACO?

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- Increased Azure win rate in unmanaged Microsoft accounts by 37%*
 - Reduced time to close – avg of 46 days
 - Fast application and approval process

*Results from use of ACO in unmanaged account transacting Azure Direct. Results may vary.

Program Guidance

Available to all CSPs – Direct & Indirect

Deal Minimum - \$5k estimated annual ACR

We will consider \$5k annual ACR

ACO ROI 10:1 (Estimated 12-month ACR divided by 10)

Ex: Estimated 12-month incremental ACR \$5k, ACO = \$500 (applied in the 1st month of ACO approval)

Partner **MUST:**

- Have established Reseller Relationship with the customer and have them registered in Partner Center
 - Attest customer has accepted the Microsoft Customer Agreement – MCA (not avail on legacy)
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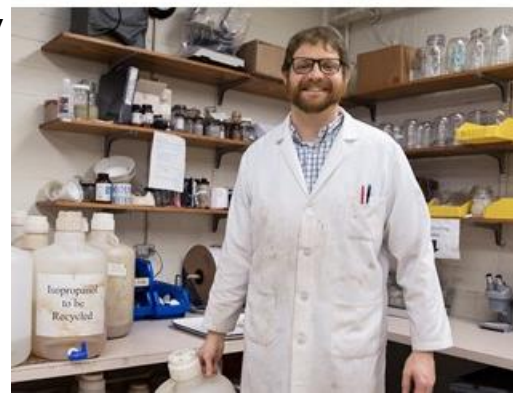
Customer **MUST:**

- Transact through the Partner
- Have Microsoft billing account established and up to date
- Be an approved Microsoft nonprofit: [Nonprofits Grants & Credits Eligibility](#) | [Microsoft Nonprofits](#)



Common Azure Scenarios

- Reduce IT costs while adding flexibility to scale as needed regardless your technology preference
- Store and secure large amounts of information on older systems in your facilities
- Improve decision making by analyzing and transforming information into insights
- Modernize applications that support core processes of your organization's mission
- Enable your organization to detect and respond to security threats
- Leverage AI, predictive analytics and other advanced services to accelerate your mission



How can I use my Azure Credit Offer?



Scenario 1

Michelle is a volunteer pharmacist with *Contoso Community Services*. She is taking part in a project delivering medical supplies to rural communities and needs to access Line of Business (LOB) applications out in the field.

Solution

Azure Virtual Machine to access LOB applications

Cost

Running one (1) Azure Virtual Machine for 5 hours per day/ 5 days a week/ 48 weeks:

Estimated cost per day ~ USD 1

Estimated cost per year ~ USD 340

How can I use my Azure Credit Offer?

Scenario 2

Hailey is the Development Director for *Contoso Foundation*. She needs a secure solution to store and backup sensitive data of their donors and beneficiaries.

Solution

Azure Files Storage

Cost

Storing 1TB of data on Azure:

- **Estimated cost per day ~ USD \$4.59**
- **Estimated cost per year ~ USD \$1615**



How can I use my Azure Credit Offer?



Scenario 3

Leah is a Lead Program Manager for *Learn with Contoso* charity who delivers training to underserved primary school children. Leah needs to access her notes, Word documents and PowerPoint presentations on her own device when she is volunteering at schools to deliver training.

Solution

Azure Virtual Desktop

Cost

Running AVD for 8 hours per day/ 5 days a week/ 48 weeks a year

Estimated cost per day ~USD 1.70

Estimated cost per year ~ USD 595

End to End Process



Identify Customer

ACO is for modern commerce [Azure offers \(17G\)](#) only and not applicable for [Microsoft Online services \(145P\)](#).



Submit request through [Tech for Social Impact \(TSI\) Partner Request form](#)

Fill out form requesting ACO. TSI Partner Lead team will review request and determine if deal is supported.

📌 When completing request, please provide as much detail as possible "MORE is MORE"



Microsoft internal approval process

If partner request is supported, TSI Partner Lead team will initiate formal Microsoft internal approval process with customer and partner tenant details



Customer signs Microsoft Customer Agreement (MCA) Amendment

End customer will be sent an MCA contract amendment with ACO terms and amount (Partner will be CC: on email)

📌 Customer has 30-days sign and accept



Azure Credit Offer (ACO) is activated

System will apply ACO for the duration and amount it is approved



Azure Credit Offer (ACO) adjusted in the 1st month of billing cycle (month of approved)

ACO will offset the monthly invoice

ACO for CSP: Helpful Links

[Transact with customers in Partner Center](#)

[Request a reseller relationship](#)

[Invite a customer to establish a reseller relationship with you and your Indirect Provider](#)

[Azure plan billing – invoice & recon files](#)

[Azure credit offer balance](#)

[How to add a new customer record in Partner Center](#)

[Create a new customer and invite the customer to review and accept the agreement](#)

[How to confirm that your customer has accepted the Microsoft Customer Agreement to the CSP program](#)

[Nonprofit customer eligibility registration](#)

If you need more information or guidance about this funding, contact our Nonprofit Partner Leads team at:
tsipartnerlead@microsoft.com

[Click here if you are ready to submit your request for ACO](#)



Thank you