

# Comparing the previous Azure offer and the new Azure offer (Azure plan) in CSP

When a partner transacts the Azure consumption services for a customer within CSP they may currently choose to transact via either the previous Azure offer or the Azure plan. This document compares these two offers.

*Note: Microsoft will be making changes to the previous Azure offer availability starting in July 2021. To learn more, visit the [readiness collection](#).*

## Overview

	Previous Azure offer	New Azure offer (Azure plan)
<b>Agreement</b>	Microsoft Customer Agreement	Microsoft Customer Agreement
<b>Azure consumption services available</b>	Full Azure catalog	Full Azure catalog
<b>Azure offer transacted</b>	"Microsoft Azure"	"Azure plan"
<b>Creation of Subscriptions</b>	Each time the "Microsoft Azure" offer is transacted via Partner Center, an additional Subscription is created	An initial Subscription is created when the "Azure plan" offer is transacted via Partner Center, and then additional Subscriptions are created in the Azure Management Portal
<b>Default partner access</b>	AOBO on all Subscriptions	AOBO on all Subscriptions

## Availability

	Previous Azure offer	New Azure offer (Azure plan)
<b>Azure Lighthouse tools</b>	Available	Available
<b>Reservations</b>	All available	All available
<b>Marketplace offers</b>	All available	All available
<b>Graduated pricing</b>	Not available	Available for some services such as storage
<b>Azure Cost Management</b>	Not available	Available for transacting partners, and Indirect Resellers or customers who have been given Subscription access
<b>Automated tooling</b>	None available	<b>Tool 1:</b> to transition customers' Subscriptions from the original Azure offer to the new Azure plan <b>Tool 2:</b> to transition customers' Azure plan Subscriptions between partners <b>Tool 3:</b> to transition customers' Subscriptions from a Direct EA to the Azure plan in CSP. Available for Azure Expert MSP partners only

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## Price lists

	Previous Azure offer	New Azure offer (Azure plan)
Price list	Standard discount off the list price	List price
Price list currency	Partner location currency	US Dollars
Frequency of price list updates	Infrequent, to adjust for significant exchange rate changes	Monthly

## Invoicing and billing

	Previous Azure offer	New Azure offer (Azure plan)
Commerce platform used for billing	Original commerce platform	New commerce platform
Invoice date and billing period	Issued on the partner billing date covering the previous 28 – 30 days	Issued by 8 <sup>th</sup> of month for the previous calendar month
Invoice currency	Partner currency	End-customer currency. In the EU/EFTA region the invoice currency will change to the partner currency during 2021.
Invoices issued	<b>Invoice 1:</b> Azure consumption services (original commerce platform) <b>Invoice 2:</b> Any Reservations or Marketplace purchases (new commerce platform)	Consolidated invoice for Azure consumption services, Reservations, and Marketplace purchases (all invoiced through new commerce platform)

## Partner rewards

	Previous Azure offer	New Azure offer (Azure plan)
Margin/Partner Earned Credit	Partners are invoiced at a standard discount off the list price, to provide a margin	Partners with admin access to Subscriptions are eligible for Partner Earned Credit which is taken off the amount due on the invoice
Incentives	Partners enrolled in the CSP Incentive program are eligible for a Core Incentive, which is a percentage of the Azure Consumed Revenue (ACR)	Partners enrolled in the Microsoft Commerce Incentive program are eligible for a Core Incentive, which is a percentage of the Azure Consumed Revenue (ACR)