



Azure: Istanze Riservate e Sottoscrizioni Server in CSP

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Agenda



Azure Reserved Virtual Machine Instances

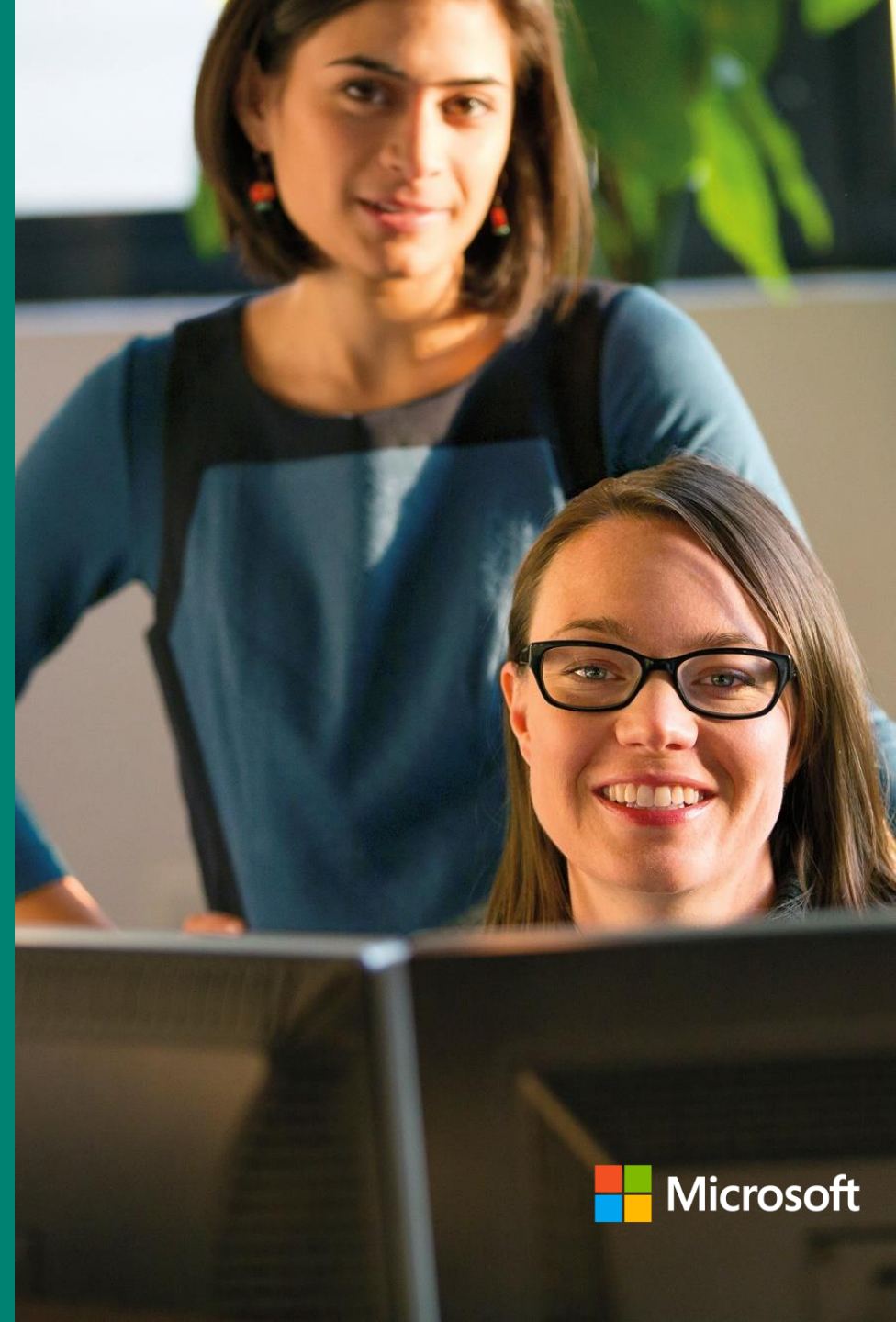
- Azure VMs: caratteristiche e opzioni di acquisto
- I vantaggi delle RI in un esempio concreto
- Reserved Instances in CSP

Software Subscriptions


- Che cosa sono e a cosa servono
- I vantaggi di acquisto

Incentivi Partner

Windows Server Azure Virtual Machines



A Customer ...



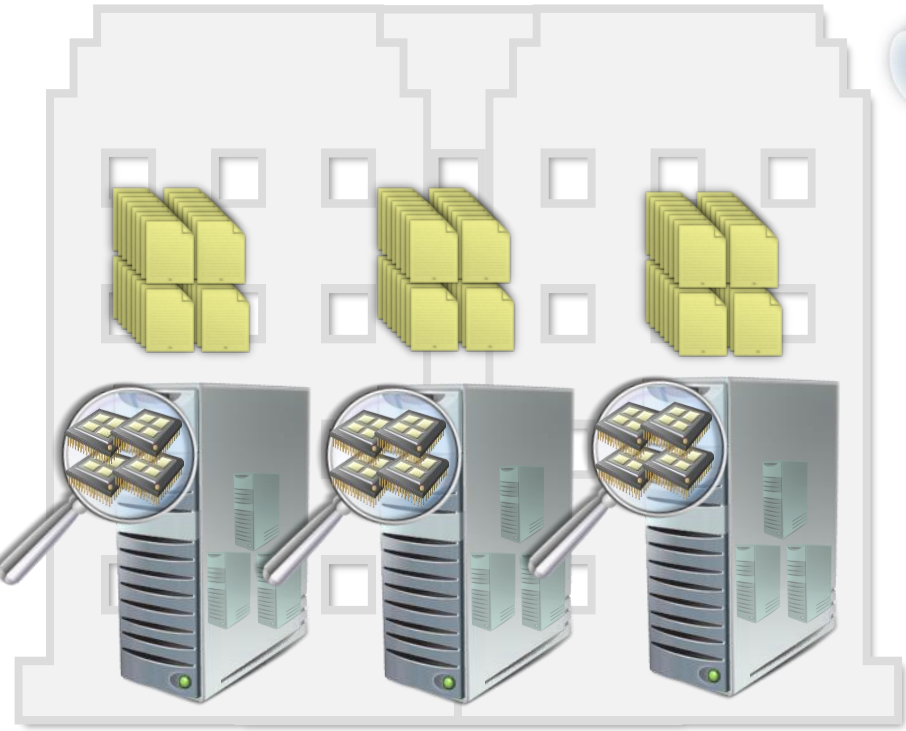
I'm interested in
extending my server
farm to Azure ...

Licensing Windows Server VMs in Azure

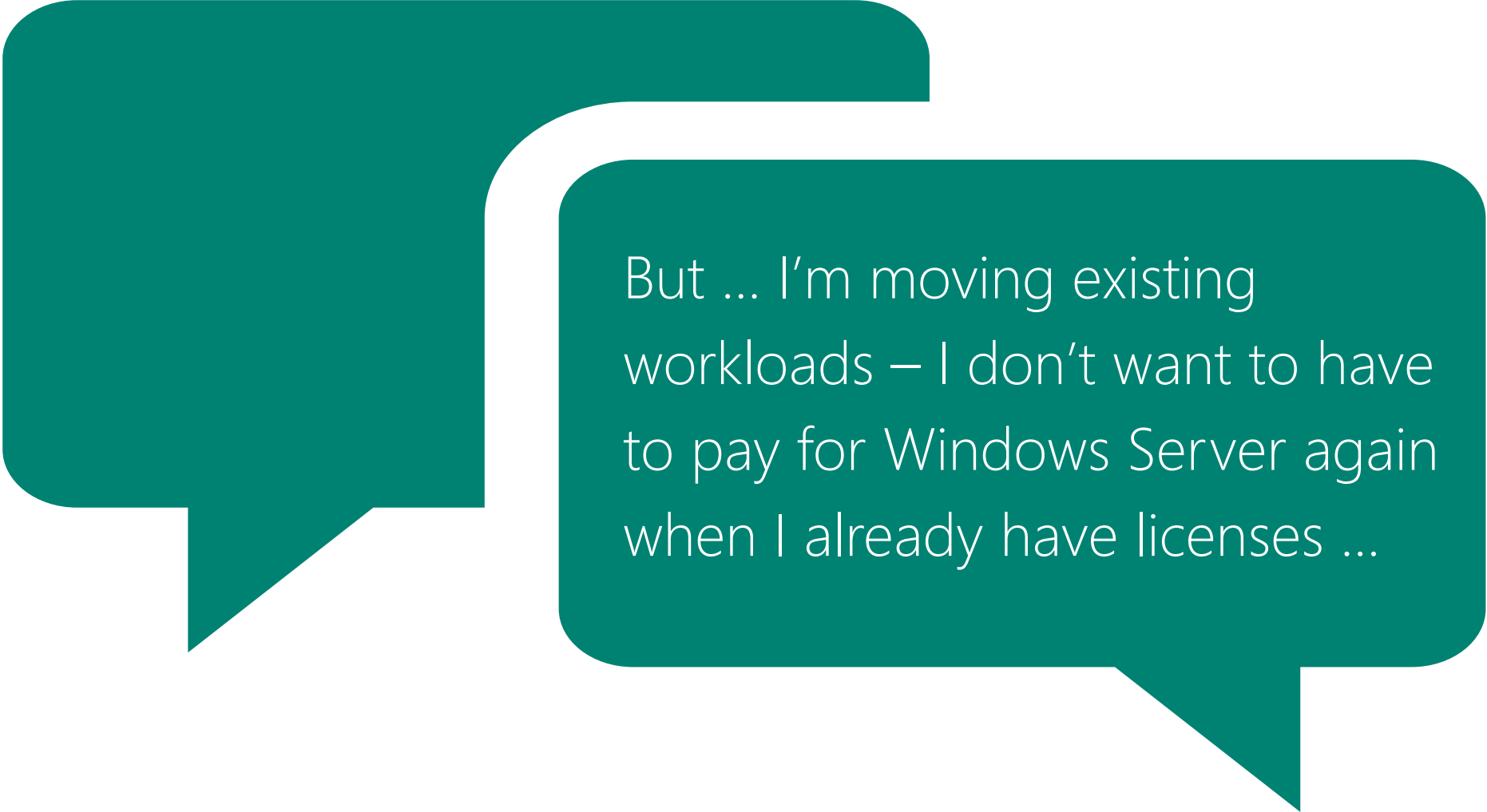
\$ Windows Server
\$ Compute



Virtual Machine charges are typically given as hourly or monthly rates, but billing is always on a per-minute basis



A Customer ...



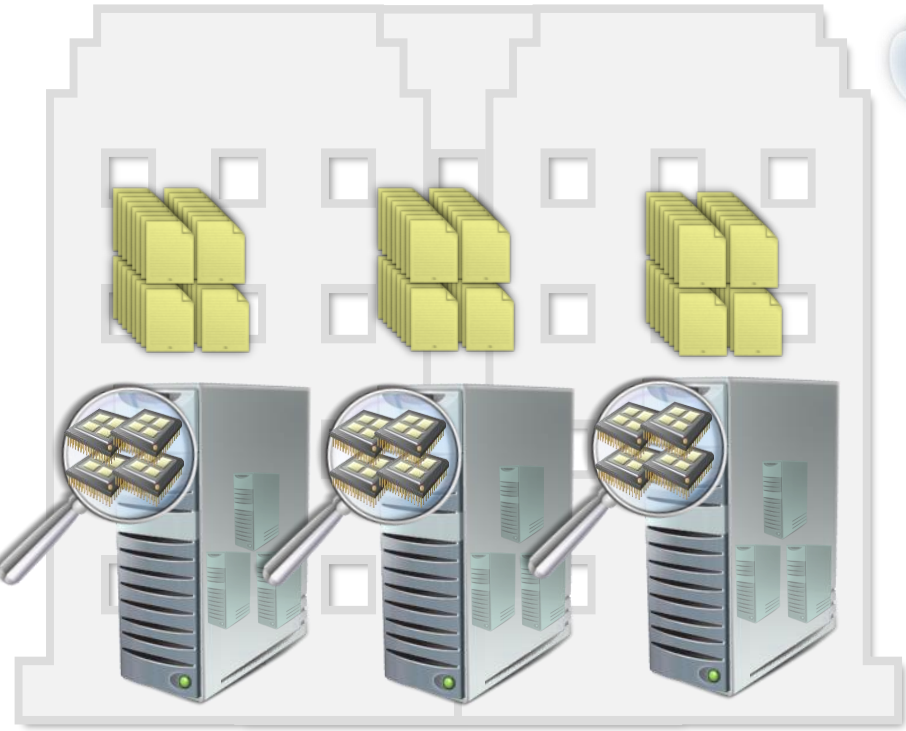
But ... I'm moving existing workloads – I don't want to have to pay for Windows Server again when I already have licenses ...

Licensing non-Windows Server VMs in Azure

\$ Compute




Customers with existing Windows Server licenses with active Software Assurance can use those licenses with non-Windows Server VMs



Azure Hybrid Benefit

Learn more at GetLicensingReady.com

Get Licensing Ready



Louise Ulrick
[Logout](#)


Test Instructions

Core Infrastructure Servers Licensing




This test has 25 questions and the pass mark is 80% which means that you need to get 20 questions correct.

You have 30 minutes to take the test, and if you don't pass, you can re-take it as many times as you like.

Click on the **Next** button to start the test.

 Next

Test Resources

-  Watch the Online Training
-  Windows Server 2016
-  System Center 2016

Licensing Windows Server 2016

Volume Licensing

WINDOWS SERVER 2016 EDITIONS

There are 3 editions of Windows Server 2016:

Licensing Model	Windows Server 2016 Datacenter	Windows Server 2016 Standard	Windows Server 2016 Essentials
Core-based and CAL	Core-based and CAL	Core-based and CAL	Per Server
	options for medium and large organizations		options for small organizations

WINDOWS SERVER 2016 ESSENTIALS

- Licensed with a single Server license
- Host virtualization rights and rights to run in a single physical or virtual OSE
- Restricted to 25 user accounts and 50 devices
- Note that the Foundation edition of Windows Server is no longer available, and Windows Server 2016 Essentials is the recommended edition for Windows Server 2012 R2 Foundation customers wishing to move to Windows Server 2016

CORE-BASED AND CAL LICENSING

A Core license must be assigned to each physical core in the server, with a minimum of 8 Core licenses per processor, and a minimum of 16 Core licenses per server. For example, a single processor server with 4 cores requires 16 Core licenses, and a 4 processor server with 8 cores on each processor requires 32 Core licenses. Core licenses are purchased in 2-packs or 16-packs from resellers. Windows Server 2016 Client Access Licenses are required for either users or devices.

A Device CAL is assigned to the device and allows multiple users to use that device.

A User CAL is assigned to the user and allows that user to use multiple devices.

WINDOWS SERVER SERVICES

Remote Desktop Services

- Remote Desktop Services (RDS) makes it possible to run an application or an entire desktop in one location, but controlled in another. In addition to the traditional session virtualization scenario (formerly known as "Terminal Services"), RDS provides an extensible platform for a Virtual Desktop Infrastructure (VDI).
- RDS must be activated on the Windows Server, and users need licenses for all software they are using, plus an RDS CAL as well as a Windows Server CAL.
- An RDS External Connector is available as an option for non-employees.

Active Directory Rights Management Services

- Windows Rights Management Services is a security technology that works with RMS-enabled applications (such as Microsoft Office 2016 and Microsoft Office 2013) to help safeguard digital information from unauthorized use.
- Within the organization, users must have AD RMS CALs, and an AD RMS External Connector is available as an option for non-employees.

LICENSING VIRTUAL MACHINES

Windows Server 2016 Datacenter

- The server must be fully licensed with Core licenses (as described in the Core-based Licensing section).
- An unlimited number of virtual machines may be run on the server.

Windows Server 2016 Standard

- The server must be fully licensed with Core licenses (as described in the Core-based Licensing section).
- 2 virtual machines may be run on the server.
- The server must be licensed again to run a further 2 virtual machines. For example, a single processor server with 8 cores requires 16 Core licenses to run 2 VMs. A further 16 Core licenses must be assigned to the server to run another 2 VMs.

LICENSING EXTERNAL USERS

External users can be licensed with either individual User or Device CALs or with a Windows Server 2016 External Connector license.

- A physical server must be licensed appropriately with Windows Server 2016 Standard or Datacenter licenses and then a single External Connector license is assigned to the server. There is just one edition of the External Connector license used regardless of whether the underlying server is licensed with Standard or Datacenter edition.
- The External Connector license allows unlimited external users to connect to and use the services of the physical server and any virtual machines running on the server.
- If an organization has more than approximately 70 external users it is likely to be most cost effective to use an External Connector license to license those users.


LICENSE MOBILITY

License Mobility is not available for Windows Server 2016. Licenses can be reassigned to servers no more frequently than once every 90 days.

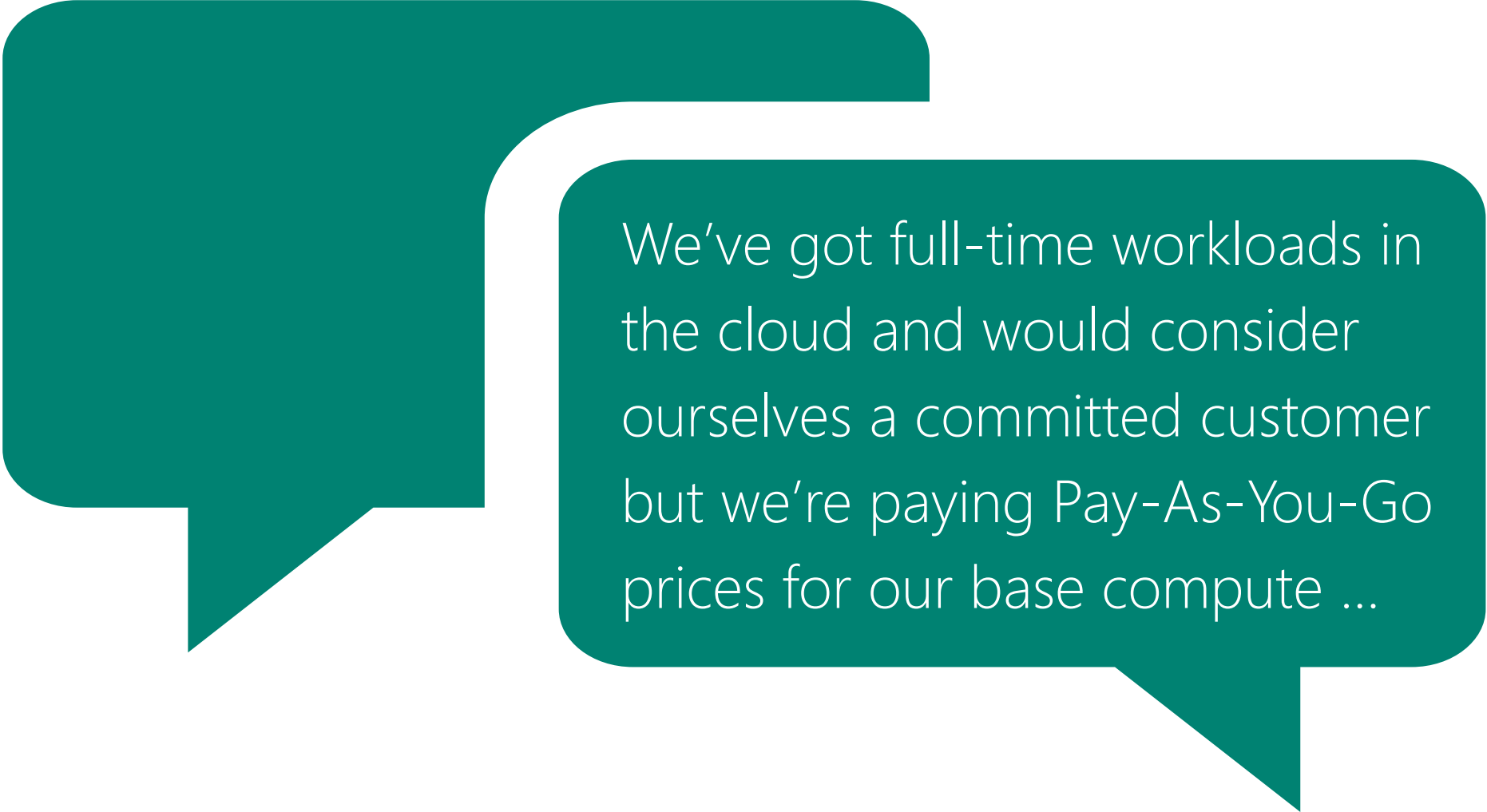
AZURE HYBRID BENEFIT

- The Azure Hybrid Benefit allows organizations to purchase non-Windows virtual machines in Azure and then to use their existing Windows Server with SA licenses to license it for Windows Server.
- 8 Core licenses must be assigned to a virtual machine with 8 cores or less, and further sets of 8 Core licenses can be assigned to virtual machines with a higher number of cores.
- For Windows Server Standard Core licenses with SA, organizations can use these licenses for on-premises workloads OR to license Azure base VMs.
- For Windows Server Datacenter Core licenses with SA, organizations can use these licenses for on-premises workloads AND to license Azure base VMs.

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A Customer ...



We've got full-time workloads in the cloud and would consider ourselves a committed customer but we're paying Pay-As-You-Go prices for our base compute ...

Azure Reserved Instances

What are they?

A way of purchasing Azure base compute with a great price and flexibility, in return for upfront payment and making some choices at time of purchase

Choices

Term:
1 or 3 years



Type of virtual machine:
For example, D4v3



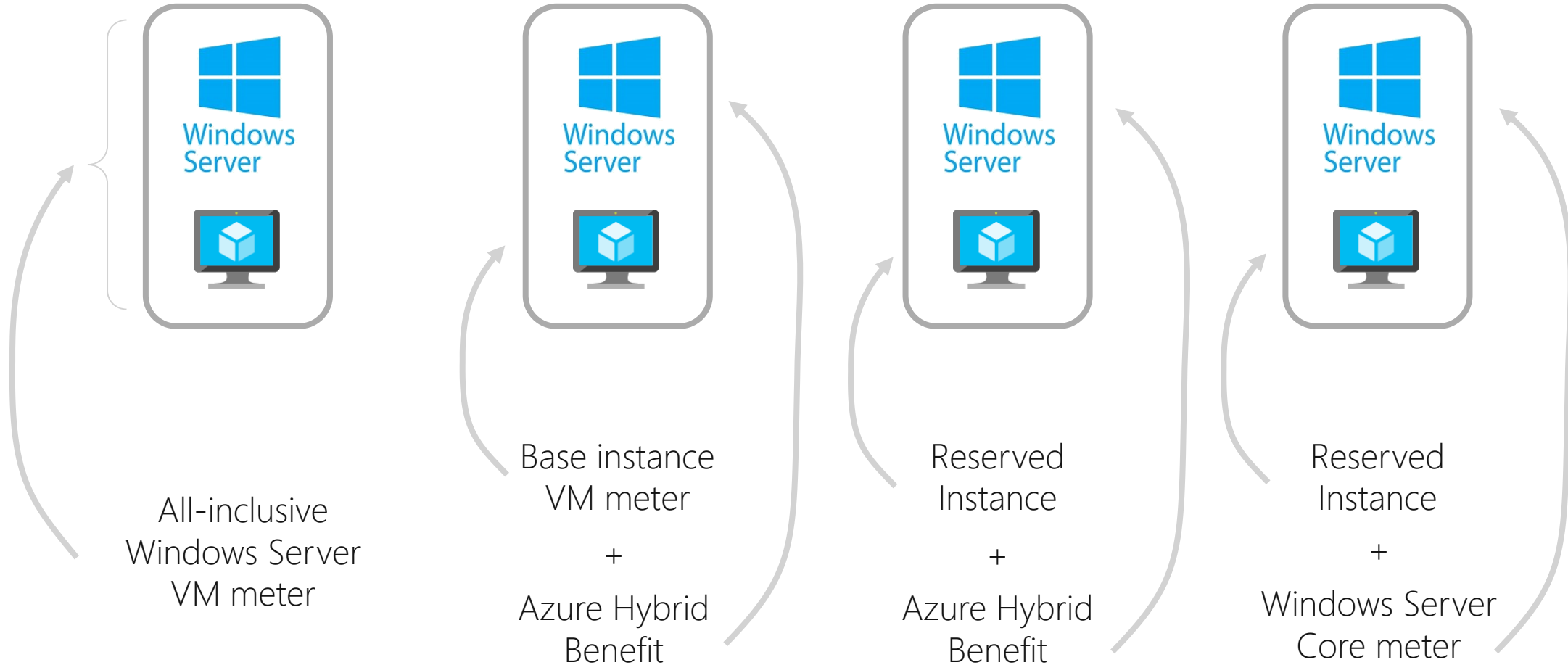
Azure data center:
For example, US East (USE)



Assignment level:
Company or department



Azure Windows Server VM Options



Customer Scenarios

We want the best price for full-time, predictable Windows Server virtual machines in Azure

We want to run 25 Windows Server virtual machines in Azure for a short-term proof of concept project

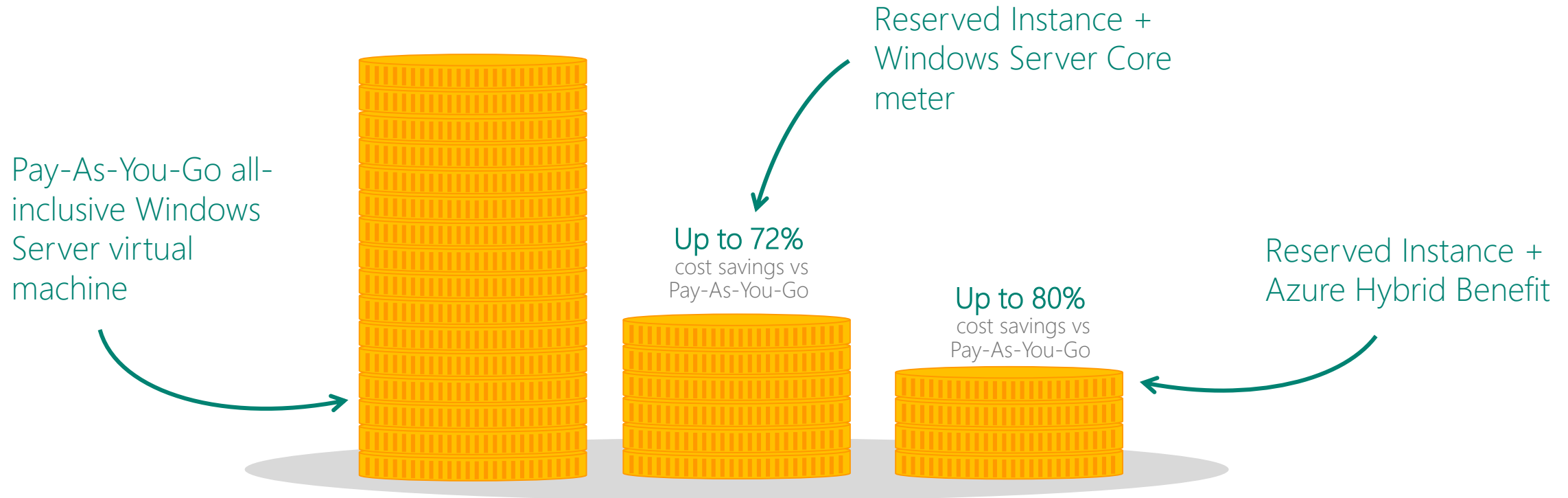
We have Windows Server virtual machines running on-premises licensed with Windows Server licenses with SA. I understand we can use those licenses in Azure, but what if it doesn't work out?

We want the best price for full-time Windows Server virtual machines in Azure but we don't have Windows Server licenses with SA




Best Price: Windows Server VMs

Save **up to 80%** with Reserved Instances and the Azure Hybrid Benefit



All-Inclusive Windows Server VM

 Virtual Machines

REGION:
West US

OPERATING SYSTEM:
Windows

TYPE:
(OS Only)

TIER:
Standard

INSTANCE:
D4: 8 Cores(s), 28 GB RAM, 400 GB Temporary storage, \$1.120/hour

Billing Option

Save up to 72% on pay as you go prices with 1 year or 3 year reserved options. [Learn more about Reserved VM Instances pricing.](#)

☒ Pay as you go
☐ 1 year reserved (~30% savings)
☐ 3 year reserved (~43% savings)

Save up to 40% with Windows Server Licenses you already own. [Learn more about Azure Hybrid Benefit to save compute costs.](#) ☐

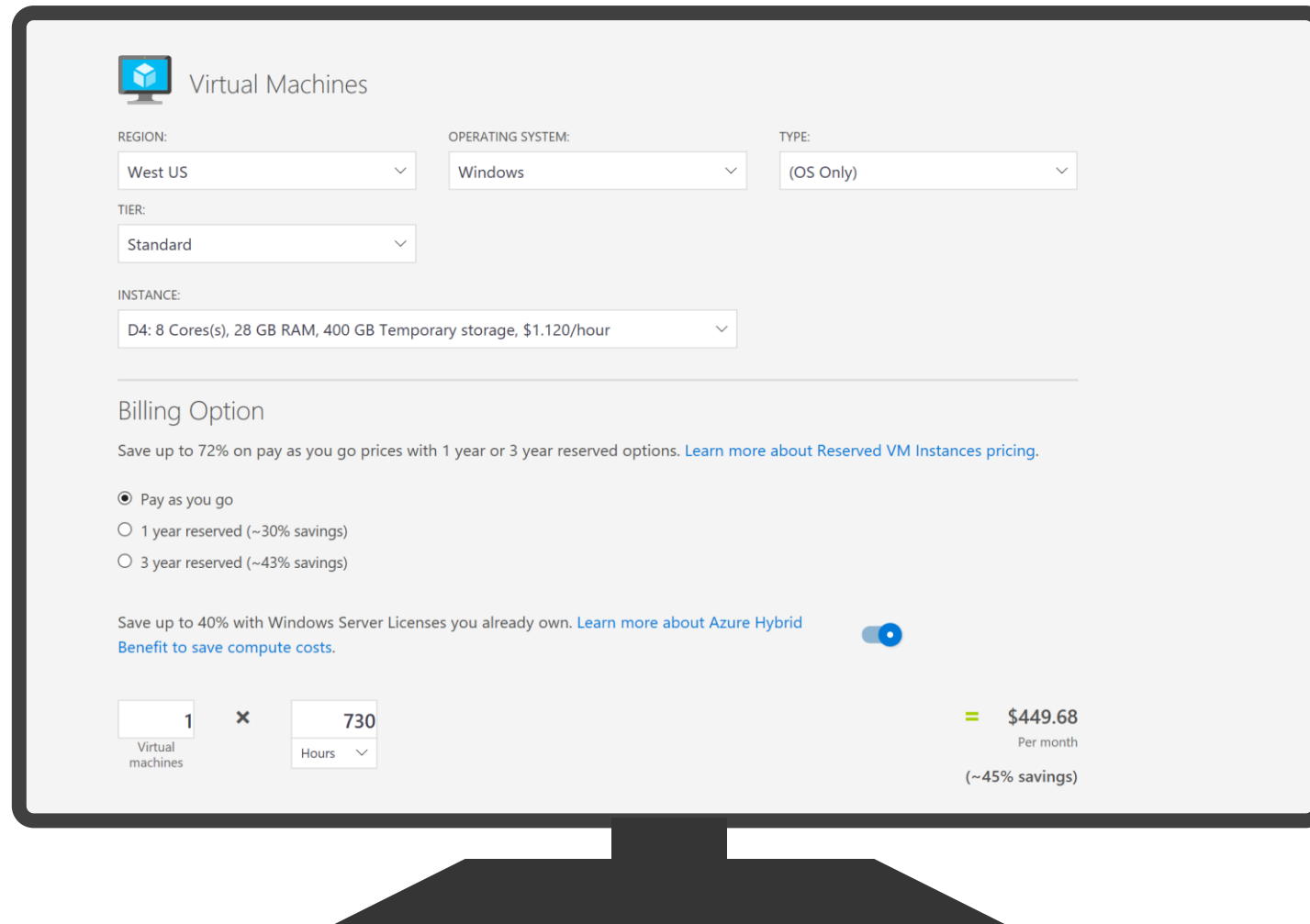
1
Virtual machines

×

730
Hours

= \$817.60
Per month

Base Instance Meter + Azure Hybrid Benefit



The screenshot shows the Azure Virtual Machines pricing calculator interface. It includes dropdown menus for Region (West US), Operating System (Windows), Type ((OS Only)), Tier (Standard), and Instance (D4: 8 Cores(s), 28 GB RAM, 400 GB Temporary storage, \$1.120/hour). Below these is a 'Billing Option' section with radio buttons for 'Pay as you go' (selected), '1 year reserved (~30% savings)', and '3 year reserved (~43% savings)'. A toggle switch for 'Azure Hybrid Benefit' is also present. At the bottom, a calculation shows 1 Virtual machine multiplied by 730 Hours, resulting in a monthly cost of \$449.68, which is a ~45% savings compared to the base rate.

Virtual Machines

REGION: West US

OPERATING SYSTEM: Windows

TYPE: (OS Only)

TIER: Standard

INSTANCE: D4: 8 Cores(s), 28 GB RAM, 400 GB Temporary storage, \$1.120/hour

Billing Option

Save up to 72% on pay as you go prices with 1 year or 3 year reserved options. [Learn more about Reserved VM Instances pricing.](#)

☒ Pay as you go

☐ 1 year reserved (~30% savings)

☐ 3 year reserved (~43% savings)

Save up to 40% with Windows Server Licenses you already own. [Learn more about Azure Hybrid Benefit to save compute costs.](#)

1 Virtual machines × 730 Hours = \$449.68 Per month (~45% savings)

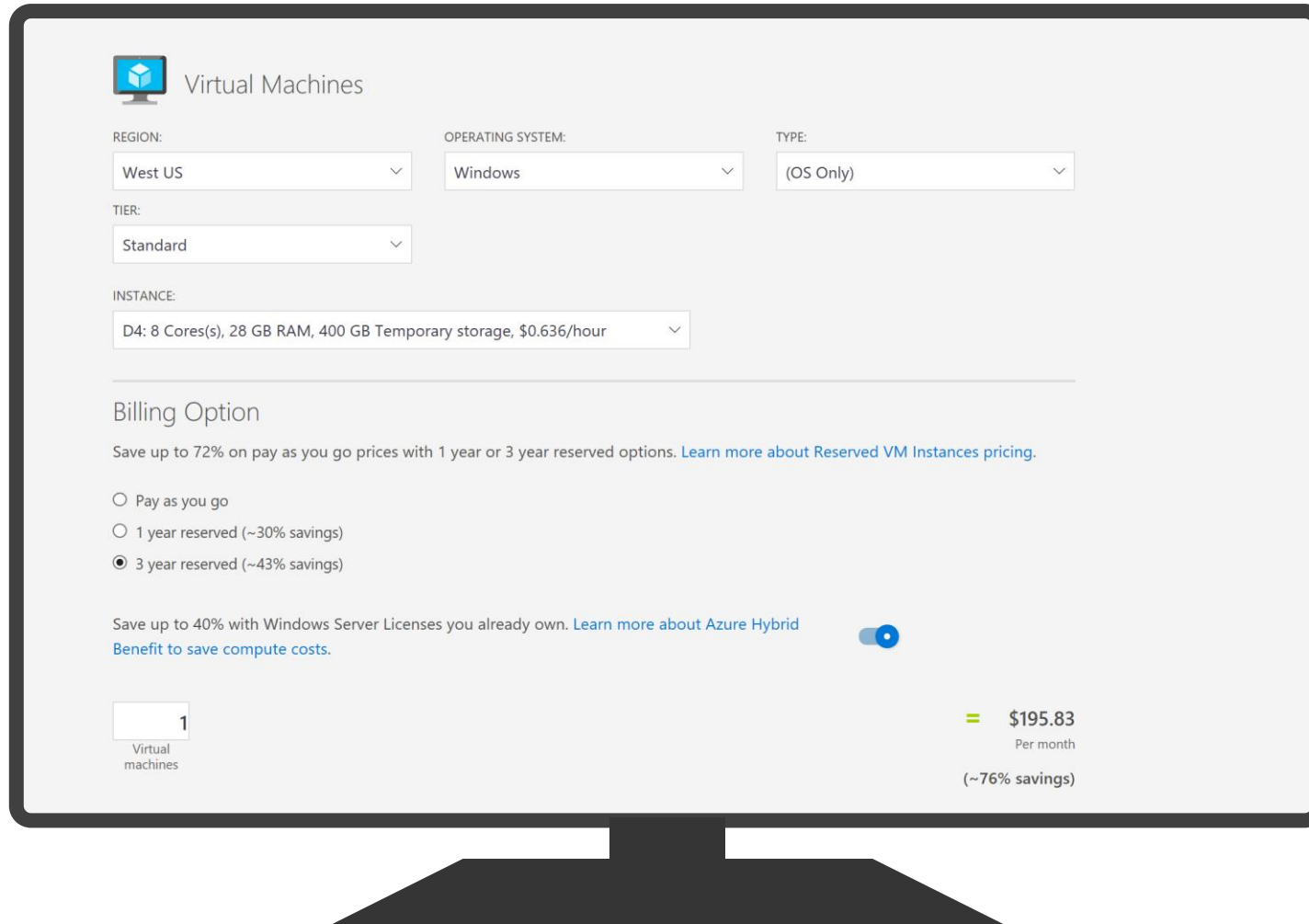
Monthly estimate for 8 x
Software Assurance Core
licenses:

\$9.20

Monthly total:

\$458.88

Reserved Instance + Azure Hybrid Benefit



The screenshot shows the Azure Virtual Machines pricing calculator interface. It includes dropdown menus for Region (West US), Operating System (Windows), Type (OS Only), Tier (Standard), and Instance (D4: 8 Cores(s), 28 GB RAM, 400 GB Temporary storage, \$0.636/hour). Under the Billing Option section, the 3-year reserved option is selected. A toggle for the Azure Hybrid Benefit is turned on. At the bottom, it shows 1 virtual machine with a monthly cost of \$195.83, which includes a ~76% savings from the reserved instance and hybrid benefit.

Virtual Machines

REGION: West US

OPERATING SYSTEM: Windows

TYPE: (OS Only)

TIER: Standard

INSTANCE: D4: 8 Cores(s), 28 GB RAM, 400 GB Temporary storage, \$0.636/hour

Billing Option

Save up to 72% on pay as you go prices with 1 year or 3 year reserved options. [Learn more about Reserved VM Instances pricing.](#)

☐ Pay as you go

☐ 1 year reserved (~30% savings)

☒ 3 year reserved (~43% savings)

Save up to 40% with Windows Server Licenses you already own. [Learn more about Azure Hybrid Benefit to save compute costs.](#)

1 Virtual machines

= \$195.83 Per month (~76% savings)

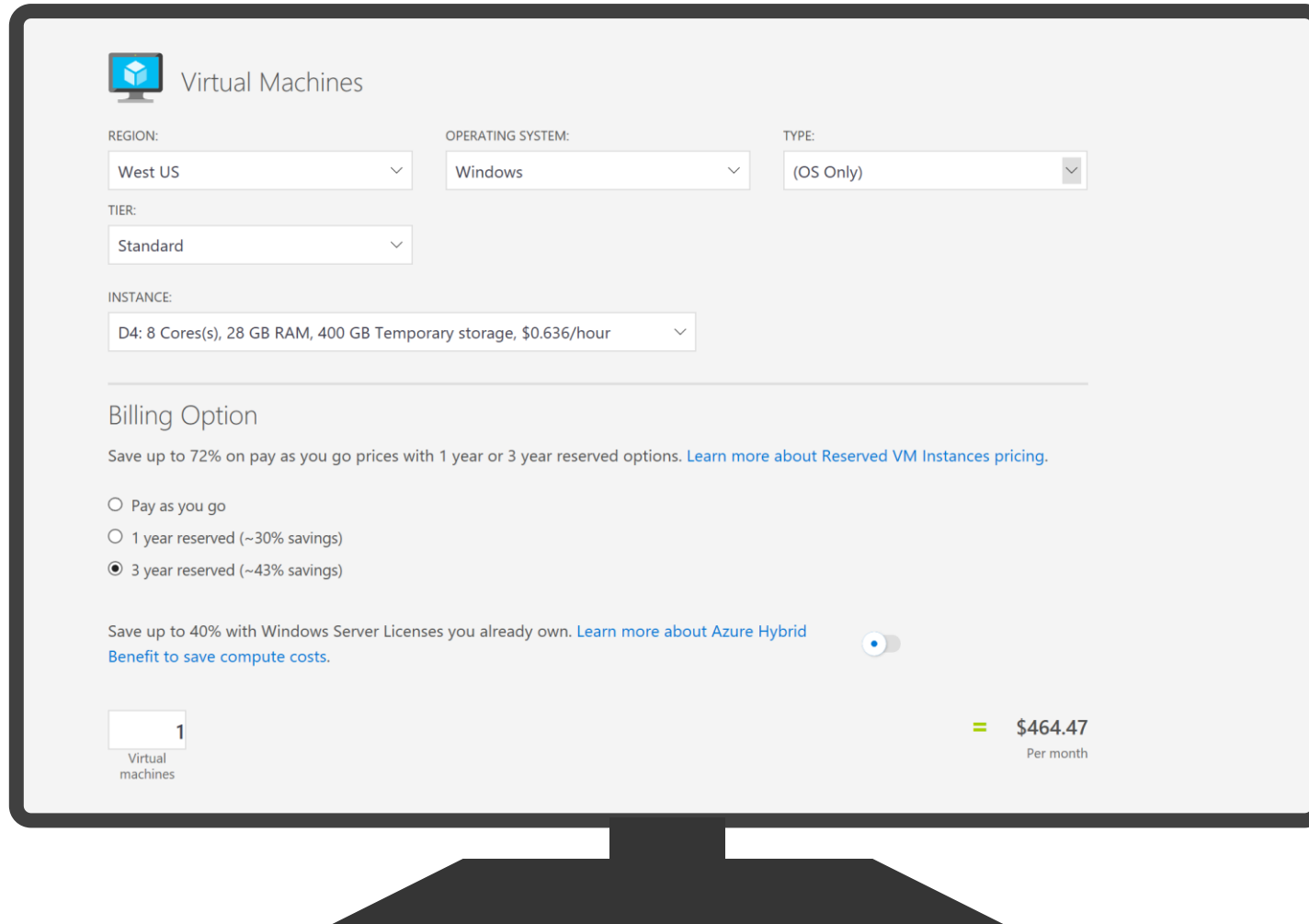
Monthly estimate for 8 x
Software Assurance Core
licenses:

\$9.20

Monthly total:

\$205.03

Reserved Instance + WS Core Meter



Virtual Machines

REGION: West US OPERATING SYSTEM: Windows TYPE: (OS Only)

TIER: Standard

INSTANCE: D4: 8 Cores(s), 28 GB RAM, 400 GB Temporary storage, \$0.636/hour

Billing Option

Save up to 72% on pay as you go prices with 1 year or 3 year reserved options. [Learn more about Reserved VM Instances pricing.](#)

☐ Pay as you go

☐ 1 year reserved (~30% savings)

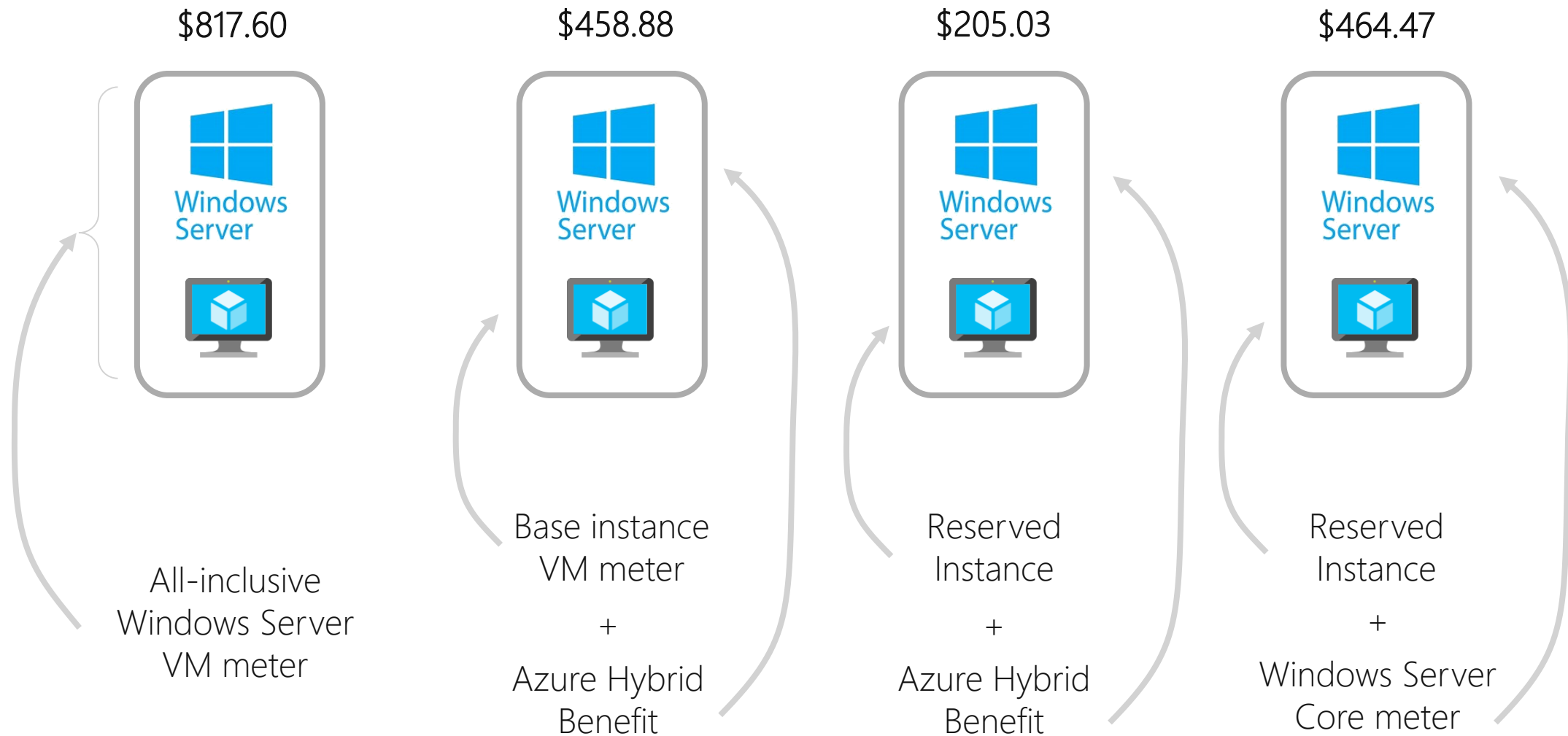
☒ 3 year reserved (~43% savings)

Save up to 40% with Windows Server Licenses you already own. [Learn more about Azure Hybrid Benefit to save compute costs.](#) ☐

1
Virtual machines

\$464.47
Per month

Azure Windows Server VM Options



Prices based on a D4 VM in the West US data center: May 2018

Selling Azure Reserved Instances


Your first customers?

Talk to your customers who have:

- Full-time Windows Server virtual machines in Azure
- Windows Server licenses with SA

You can offer a flexible RI solution with significant cost savings





Selling Azure Reserved Virtual Machine Instances

COMMERCIAL CUSTOMERS

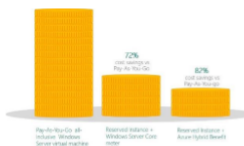
Which customers will be interested in Reserved Instances?
Customers who want to run full-time virtual machines in the cloud and want best price and flexibility in return for a level of commitment and upfront payment

Customer commitment	Best price and flexibility
<ul style="list-style-type: none">• Term: 1 or 3 years• Type of virtual machine: for example, D4v3• Azure region: for example, Europe West (EUW)• Assignment level: company or department	<p>Windows Server VMs</p> <ul style="list-style-type: none">• Best pricing on any public cloud• Significant savings compared to Azure Pay-As-You-Go Windows Server VMs• Highest level of flexibility on any public cloud <p>Linux VMs</p> <ul style="list-style-type: none">• Matched pricing with any public cloud• Significant savings compared to Azure Pay-As-You-Go Linux VMs• Highest level of flexibility on any public cloud

Best Price

Save up to 82% with Reserved Instances and the Azure Hybrid Benefit

Azure Hybrid Benefit	Windows Server Core meter
<ul style="list-style-type: none">• Use existing Windows Server licenses with SA to maximize existing investments, or• Acquire new Windows Server Subscription licenses	<p>Pay a metered rate for Windows Server only while the virtual machine is running with savings of up to 72% over PAYG Windows Server VMs</p>



Best Flexibility


What happens if my business needs change?
While RIs require making upfront commitments on compute capacity, they also provide flexibility should business needs change

I need to reassign the Reserved Instance to a different part of my business	I want to change the type of virtual machine and/or the region	I need to cancel the Reserved Instance
Customers can reassign a Reserved Instance at any time to a different department or to the whole company	Customers can exchange one Reserved Instance for another Unused duration of original RI is pro-rated and credit is applied to a new 1 or 3-year term RI	Customers can cancel a Reserved Instance at any time Refunds are pro-rated with a cancellation fee deducted

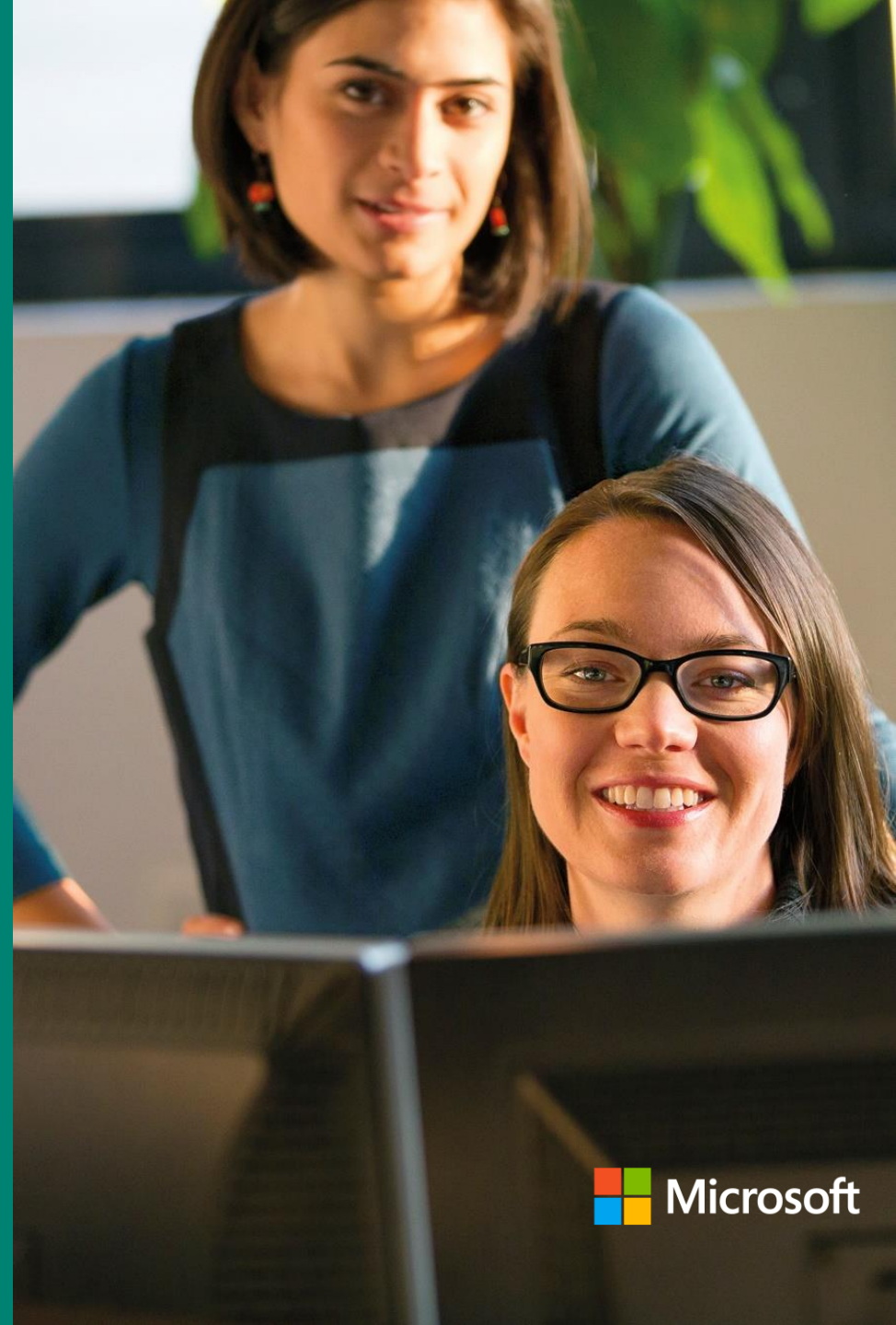
Availability and Payment	Start Selling!
<ul style="list-style-type: none">• Expected availability in the Enterprise Agreement before the end of 2017• Payment for Reserved Instances will be made from Monetary Commitment	<p>Talk to your customers who have:</p> <ul style="list-style-type: none">• Full-time Windows Server virtual machines in Azure• An Enterprise Agreement• Windows Server licenses with SA <p>You can offer a flexible RI solution with significant cost savings</p>

<https://azure.microsoft.com/en-us/pricing/reserved-vm-instances/>

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How Reserved Instances work



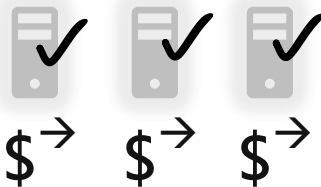


Woodgrove
Bank

Woodgrove Bank has 3 full-time workloads running in the West US data center and wants to save money by acquiring Reserved Instances

	Currently		With Reserved Instances	
	Compute	Operating System	Compute	Operating System
E2v3 running Windows Server	 Base VM/hour 	+ Azure Hybrid Benefit 	 	+ Azure Hybrid Benefit 
E2v3 running Windows Server	 All inclusive Windows Server VM/hour 		 	+ Windows Server Core/hour 
E2v3 running Linux	 Base VM/hour 		 	

RI inventory
3 x E2v3 for West US



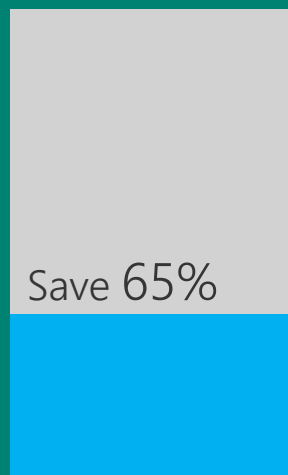
Typical savings with RI



Dv2 Series

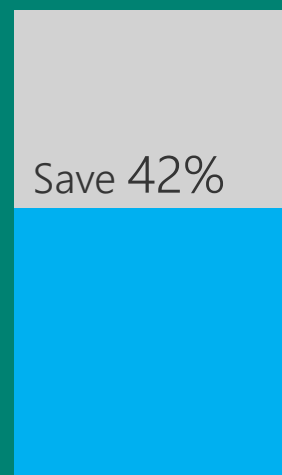


1-year term

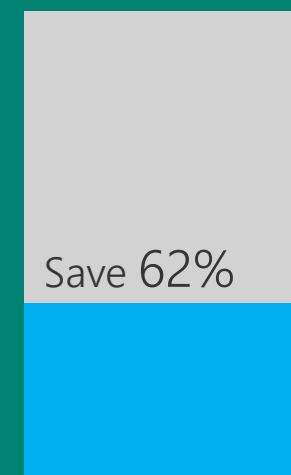


3-year term

Ev3 Series



1-year term

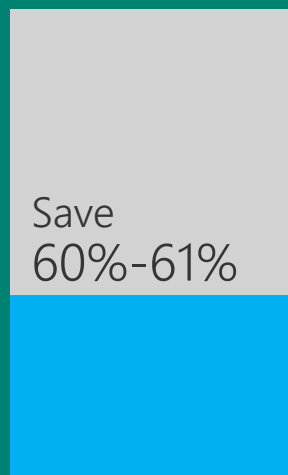


3-year term

F Series

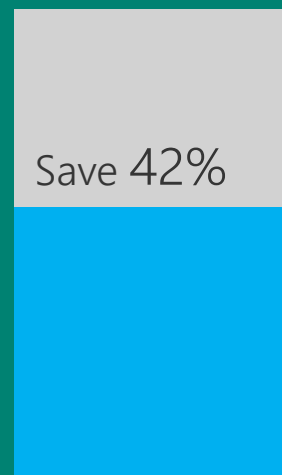


1-year term

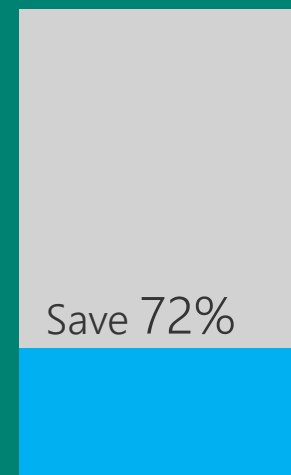


3-year term

M Series



1-year term



3-year term

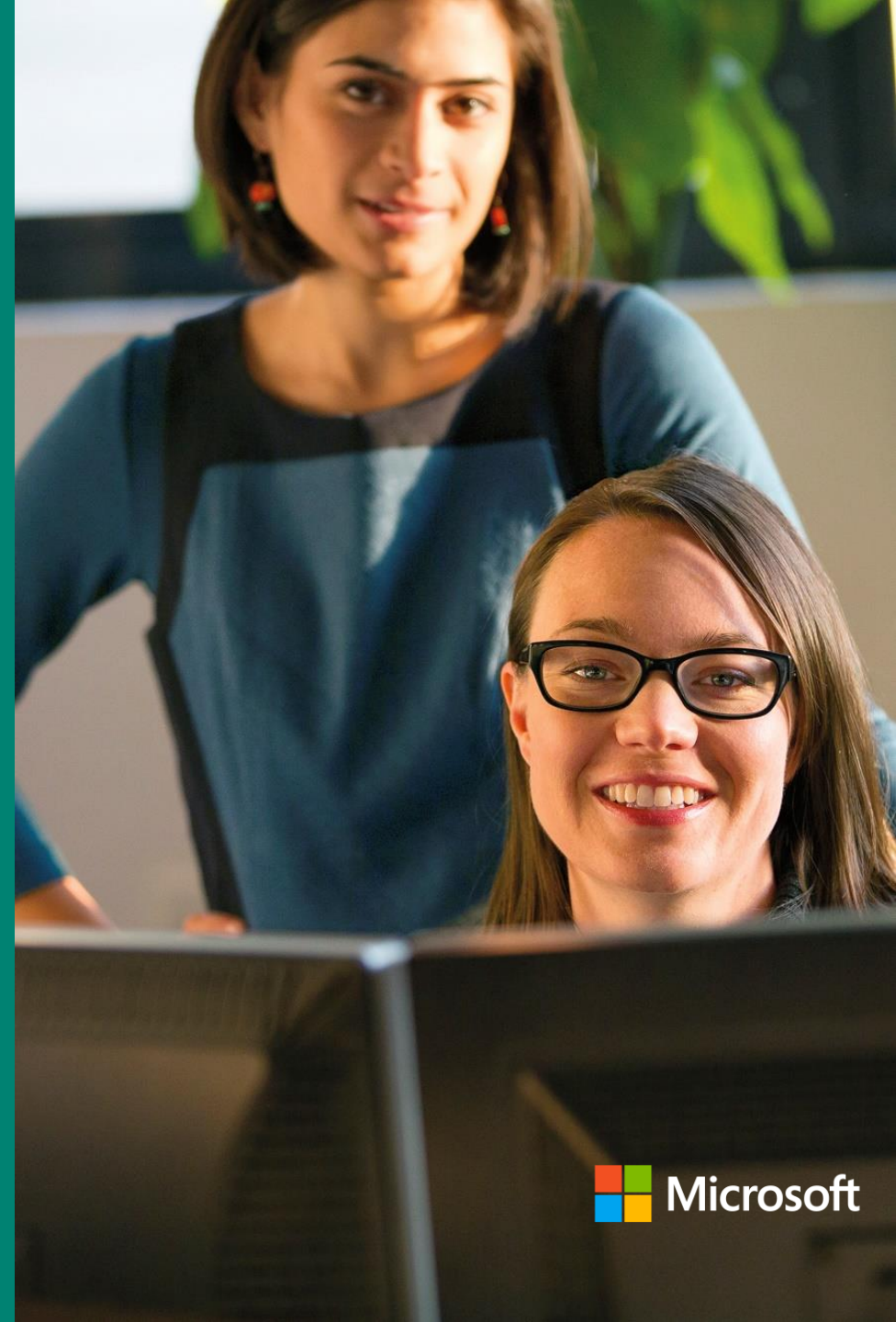
Typical savings with RI + Azure Hybrid Benefit



Base VM pay-as-you-go price

Azure RI + Azure Hybrid Benefit price

Reserved Instances in CSP



Availability

Virtual Machines Types

All VM series will have Reserved Virtual Machines Instance availability with the exception of the A-series, Av2-series and G-series virtual machines



Regions

All global data centers will have RIs, excluding the sovereign clouds:

- US Government and US DOD
- Germany Central and Germany Northeast
- Greater China



Programs

Volume Licensing Agreements

- Enterprise Agreement (EA)
- Enterprise Agreement Subscription (EAS)
- Server and Cloud Enrollment (SCE)
- Enrollment for Education Solutions (EES)

CSP

[Azure.com](https://azure.com)



At Launch: *partners in these countries cannot purchase RI*



Americas

- Argentina
- Brazil
- Mexico

Eurasia

- Azerbaijan
- Russia
- Turkey

Africa

- South Africa

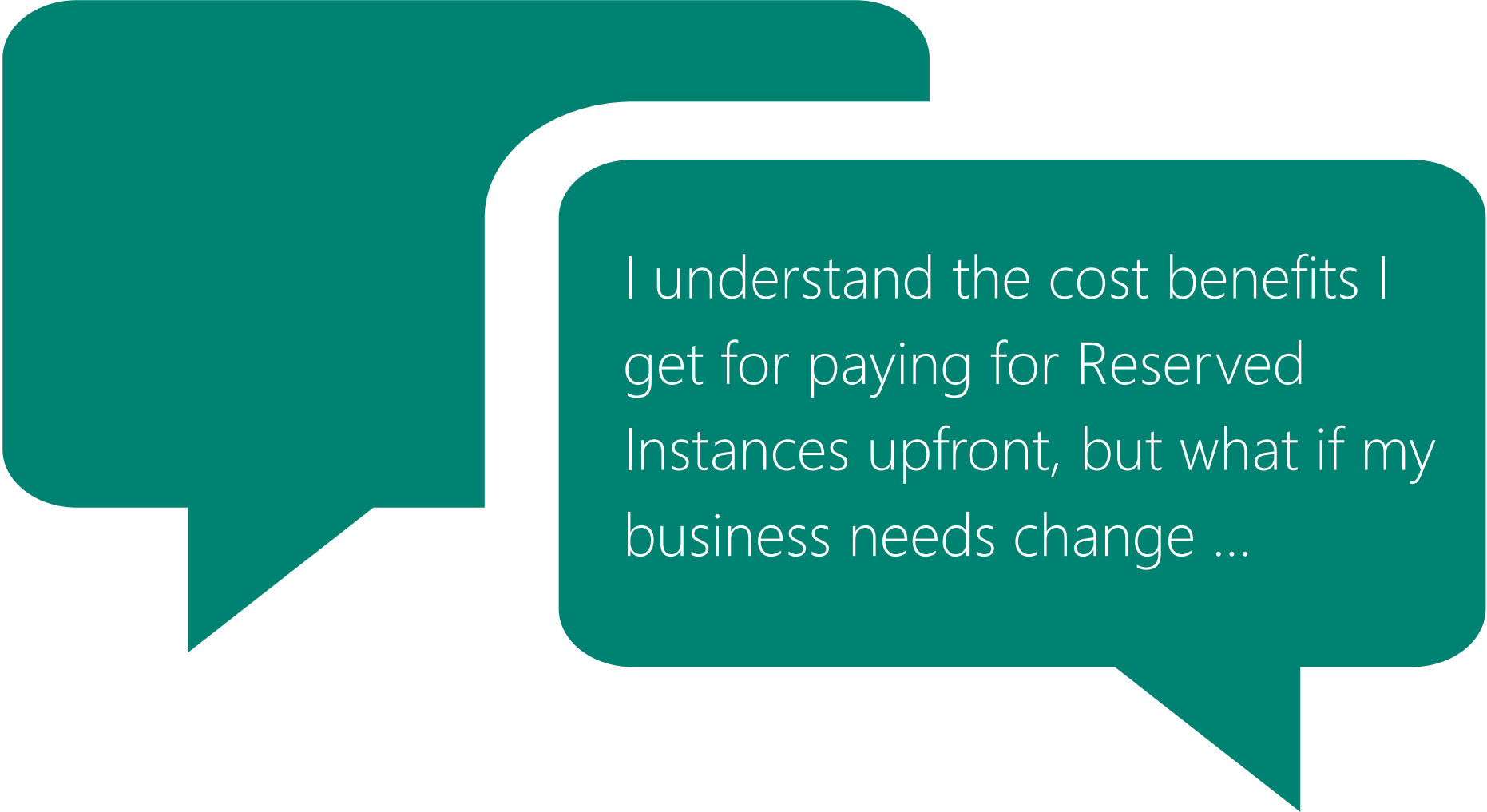
Asia

- Hong Kong
- India
- Indonesia
- Kazakhstan
- Korea
- Malaysia
- Saudi Arabia
- Taiwan

Europe

- Belarus
- Liechtenstein
- Ukraine

A Customer ...



I understand the cost benefits I get for paying for Reserved Instances upfront, but what if my business needs change ...

Great Flexibility

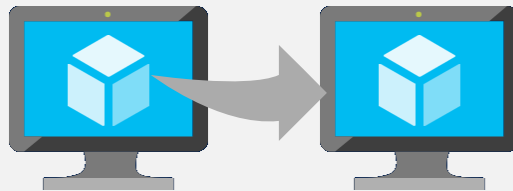
Reassign

- Customers can reassign a Reserved Instance at any time to a different department or to the whole company



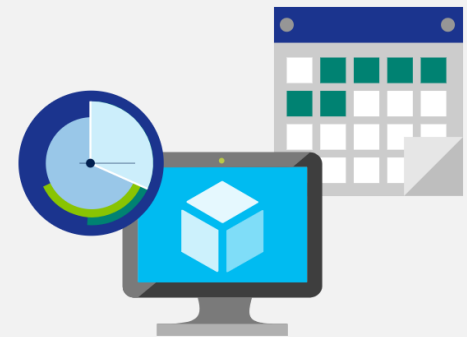
Exchange

- Customers can exchange one Reserved Instance for another
- Unused duration of original RI is pro-rated and credit is applied to a new 1 or 3-year term RI




Cancel

- Customers can cancel a Reserved Instance at any time
- Refunds are pro-rated with a cancellation fee deducted

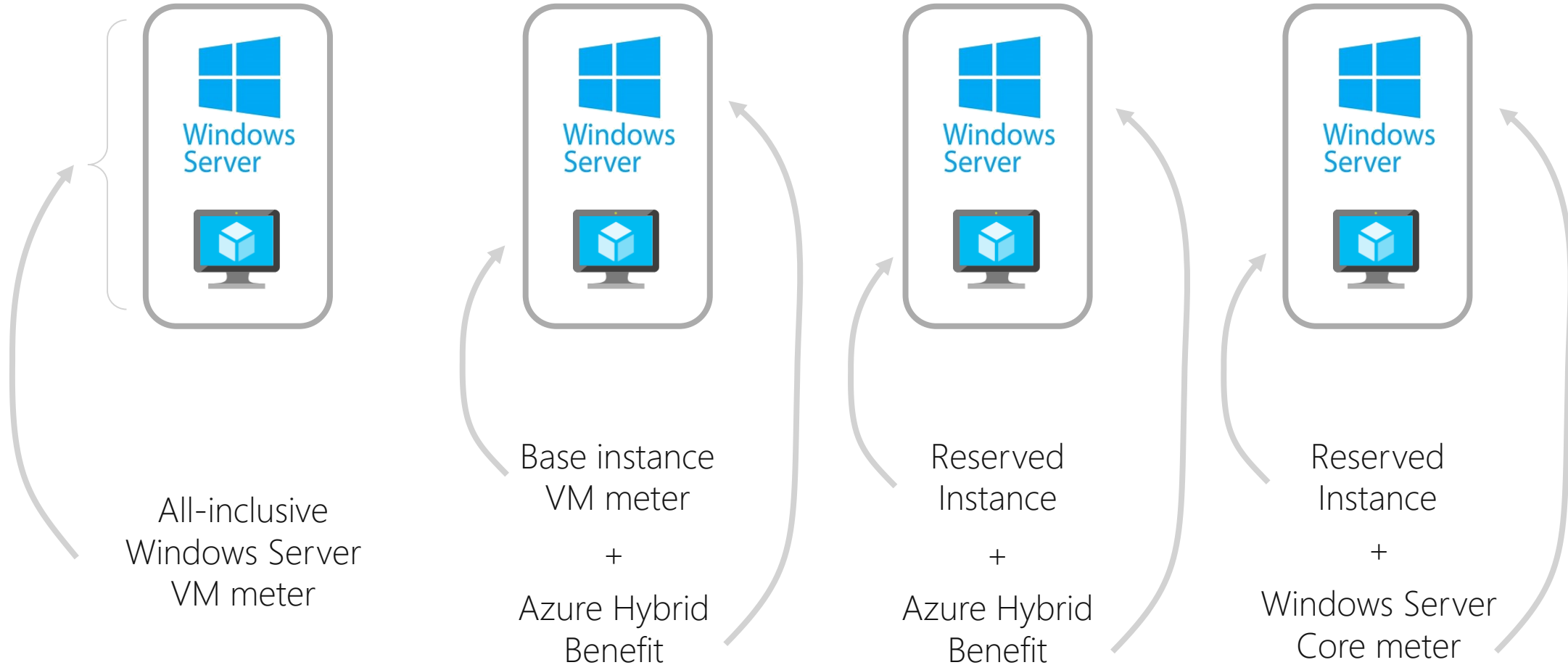


A Customer ...

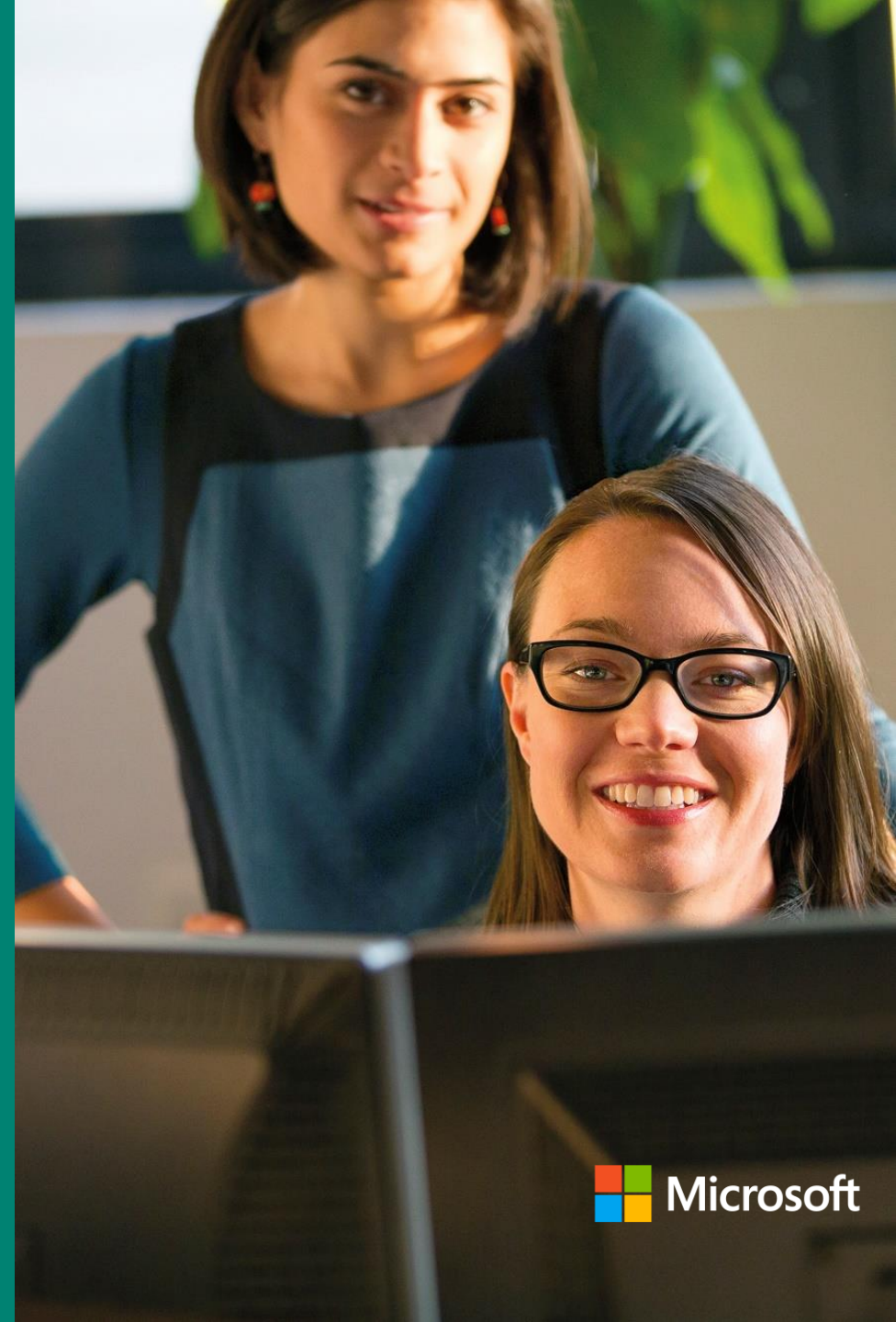


I want the best possible price for Windows Server virtual machines running in Azure but I don't have Windows Server licenses with active Software Assurance ...

Azure Windows Server VM Options



Software Subscriptions



Software Subscriptions: Highlights

1 or 3-year subscriptions

- Upfront payment

Windows Server

- Windows Server Standard Core licenses, sold in 8-packs

License usage

- Licenses may be used in virtual machines running in Azure or to license an on-premises deployment: Azure Hybrid Benefit
- CAL subscriptions will also be available for an on-premises deployment



Windows Server : On-premises Usage

Additional on-premises rights

- Self-Hosting, Disaster Recovery, Semi-Annual Channel releases

Downgrade rights

- Available as per “traditional” Windows Server licenses

Upgrade rights

2.1 Version Upgrade Rights

Customers with Server Subscriptions for Azure may use new versions released during the subscription period subject to the Use Rights in effect when those versions are released. Similarly, CAL and External Connector License Subscriptions for Azure permit access to new versions of the corresponding software released during the subscription period.



SQL Server: Overview

1 or 3-year subscriptions

- Upfront payment

SQL Server

- SQL Server Standard and Enterprise Core licenses, sold in 2-packs
- A minimum of 4 licenses must be assigned to an Azure virtual machine
- Further packs of 2 licenses may be assigned to larger virtual machines

Transacting

- As per Windows Server Subscriptions



Server Subscriptions: On-premises Usage

Additional on-premises rights

- Self-Hosting, Disaster Recovery, License Mobility across Server Farms, Fail-over Rights, Unlimited Virtualization*, Power BI Report Server*

Downgrade/upgrade rights

- Available as per “traditional” SQL Server licenses

Bits and keys

- Available to the partner via Partner Center who then makes them available to the customer



WINDOWS SERVER SUBSCRIPTIONS

Siamo lieti di annunciare l'immediata disponibilità di acquisto di **Windows Server, SQL Server & RDS** tramite il programma **CSP (Cloud Solution Provider)**. Cosa ti offrono?

1. **Azure Hybrid Benefit**, incluso con le sottoscrizioni server: ti offre fino al 40% di sconto sulle tue VM Azure con Win.Server (fino al 70% se combinate alle Azure Reserved Instances)
2. **Possibilità di downgrade** fino a 2 versioni precedenti;
3. Possibilità di licenziare il tuo ambiente in **modalità On-premise e/o attivando VM su Azure (puoi utilizzare la Server Subscription per entrambi gli ambienti per i primi 180 gg)**.

Le licenze in sottoscrizione aumenteranno la prevedibilità dei costi e semplificheranno il processo di vendita. Inoltre, il programma CSP consente ai partner di acquisire, fornire e gestire le sottoscrizioni server le istanze riservate Azure per conto dei clienti, attraverso il Microsoft Partner Center e il portale Azure.

Comparazione prezzi

3 YEAR	CSP	Volume Licensing			SAVING		
		OVS	OVL	OLP+SA (6 Years)	CSP vs OVS	CSP vs OVL	CSP vs OLP+SA (6 Years)
RDS CAL - 1 User CAL – 3 year	✓				3%	35%	7%
Windows Server CAL - 1 User CAL - 3 year	✓				87%	53%	32%
Windows Server CAL - 1 Device CAL - 3 year	✓				86%	49%	26%
Windows Server 2019 Standard - 8 Core License Pack - 3 year	✓	✓				32%	4%
SQL Server Standard - 2 Core License Pack - 3 year	✓	✓				32%	5%
SQL Server Enterprise - 2 Core License Pack - 3 year	✓	✓				32%	5%
1 YEAR	CSP	Volume Licensing			SAVING		
		OVS	OVL	OLP+SA (2 Years)	CSP vs OVS	CSP vs OVL	CSP vs OLP+SA (2 Years)
RDS CAL - 1 User CAL – 1 year	✓	✓				23%	40%
Windows Server CAL - 1 User CAL - 1 year	✓				88%	56%	64%
Windows Server CAL - 1 Device CAL - 1 year	✓				86%	52%	62%
Windows Server 2019 Standard - 8 Core License Pack - 1 year	✓	✓	✓				20%
SQL Standard - 2 Core License Pack - 1 year	✓	✓				25%	42%
SQL Enterprise - 2 Core License Pack - 1 year	✓	✓				25%	42%

*Il contratto OVS richiede almeno un prodotto piattaforma tra: Sistema Operativo, applicazioni Office System, CAL (client Access License).

**Nell'analisi è stato considerato il licenziamento minimo previsto per un ambiente on premise: 16 Core per Windows Server e 4 Core per SQL Server. Nel caso di un ambiente Azure il numero min di core per Windows Server scende ad 8

PROCESSO DI ATTIVAZIONE DELLE LICENZE:

Dopo aver acquistato l'abbonamento al software, segui i passaggi seguenti per scaricarlo.

Nota:

Per scaricare il software e ottenere le chiavi di attivazione sarà necessario avere le credenziali da amministratore.

1. Accedi al profilo del cliente e seleziona **Software**.
Vedrai un elenco di tutto il software che hai acquistato per conto del cliente;
2. Individua il prodotto che desideri scaricare. Nel campo **Seleziona prodotto**,
selezionare la **versione, la lingua ed il tipo di file / SO** che si desidera;
3. Selezionare **Invia/Submit** per visualizzare i prodotti;
4. Selezionare **Ottieni chiavi e download**;
5. Selezionare **Scarica** per iniziare il download oppure
selezionare **Copia collegamento** per copiare il collegamento e **inviarlo al cliente**.

Thank you!





Microsoft Azure: Partner Incentives



Incentives

Valido dal
1° luglio 2018 al
30 giugno 2019

1 Scopo

Premiare e supportare i rivenditori indiretti CSP che promuovono e offrono ai clienti Online Services basati su tecnologia Microsoft.

3 Informazioni essenziali

- Acceleratori locali potenzialmente disponibili (per scelta di paese)
- Acceleratori globali disponibili
- Aggiornamento della cadenza dei pagamenti per rimborso (ora mensile)
- Adeguamento dei tassi di base in funzione del semestre 2
- Licenze software con abbonamento ora disponibili per il CSP su Centro per i partner

La Guida agli incentivi e altre risorse sono disponibili su MPN all'indirizzo aka.ms/partnerincentives

2 Idoneità

- Adesione MPN attiva.
- Conseguimento di una competenza MPN di livello Gold o Silver
- Onboarding allo strumento di incentivi CSP

4 Tassi di incentivo

Tassi globali	Pagamenti in base a	AF 2019 S1	AF 2019 S2
Di base - O365	ricavi fatturati	8%	6%
Di base - Tutti gli altri prodotti CSP*	ricavi fatturati	8%	8%
Istanze di macchine virtuali Azure (RI)	utilizzo	10%	10%
Software nel CSP - Abbonamento**	ricavi fatturati	Di base - 1,25% Strategico - 6%	Di base - 1,25% Strategico - 6%

* Ad esempio EMS, Windows Intune, CRM Online, offerte Cloud Dynamics e Azure

** Di base = Windows Server | Strategico = SQL Server

Acceleratori globali (possibilità di guadagno incrementale)	Pagamenti in base a	AF 2019
Clienti CSP aggiunti (novità dell'AF 2019)	ricavi fatturati	2%
Chiamate e Servizi di conferenza PSTN globali	ricavi fatturati	20%
Acceleratore globale per i prodotti strategici	ricavi fatturati	2%

Per le definizioni e i requisiti di idoneità, consultare la Guida agli incentivi e l'addendum per il prodotto



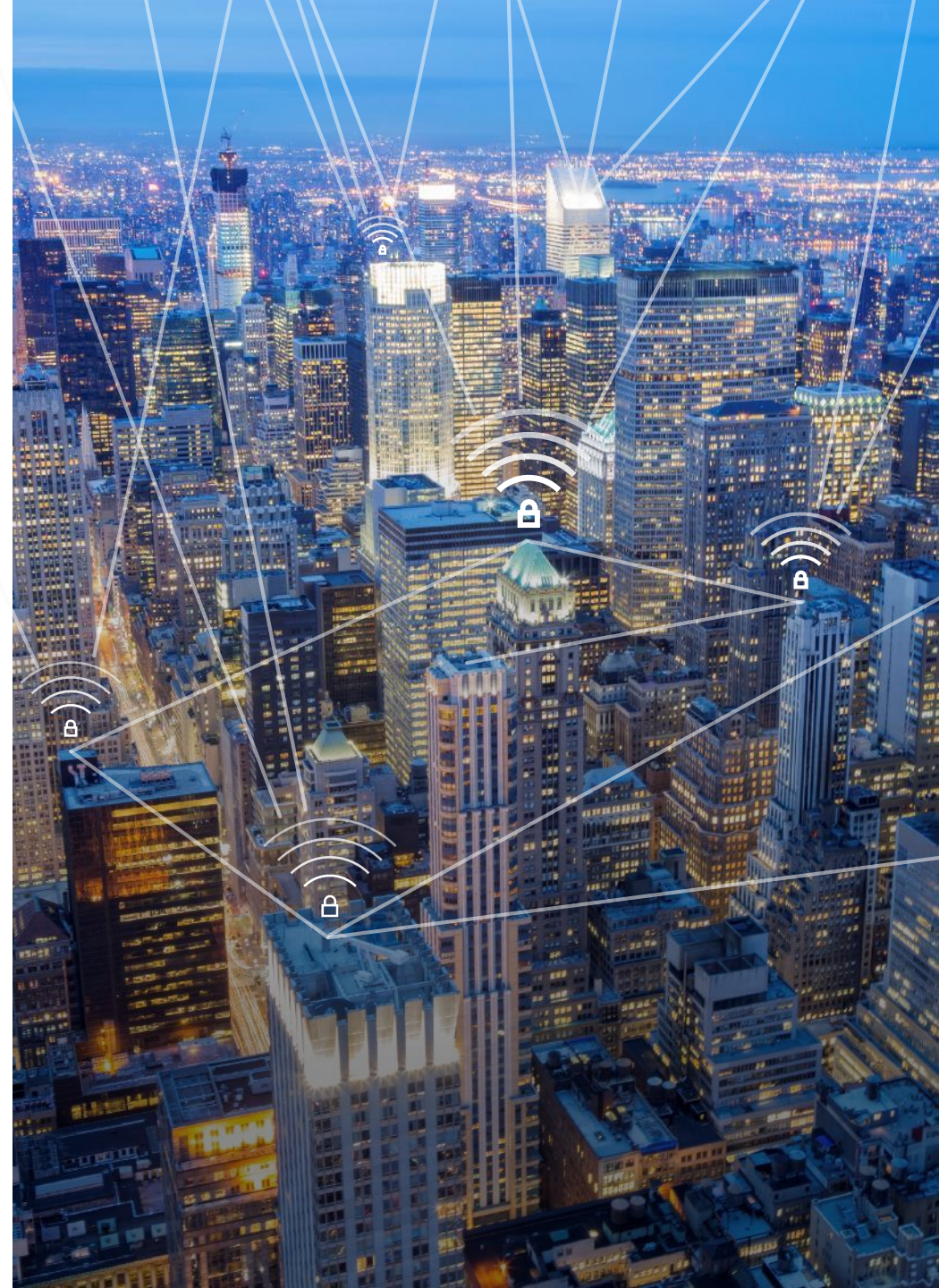
February 2018



Additional Resources

GDPR documents

- GDPR on the Microsoft Trust Center
<https://microsoft.com/gdpr>
- Microsoft white paper "How Microsoft Azure can help organizations become compliant with the EU GDPR"
<https://aka.ms/gdpr-azure-whitepaper>
- Azure GDPR Page
<https://www.microsoft.com/en-us/TrustCenter/CloudServices/Azure/GDPR>
- Microsoft white paper "An Overview of the General Data Protection Regulation (GDPR)"
<https://aka.ms/gdproverview>
- Create your free Azure account today
<https://azure.microsoft.com/free>



Microsoft Trust Center

All compliance information in one place


- Compliance backgrounders
- GDPR information
- Cloud privacy policies
- Resources

<https://www.microsoft.com/trustcenter>

Microsoft Trust Center Security and privacy Compliance Products Evaluation and guidance Resources About

Trust Center Compliance Security Privacy Products Services Industry Resources

Federal Risk and Authorization Management Program (FedRAMP)



The US Federal Risk and Authorization Management Program (FedRAMP) was established to provide a standardized approach for assessing, monitoring, and authorizing cloud computing products and services under the Federal Information Security Management Act (FISMA), and to accelerate the adoption of secure cloud solutions by federal agencies.

The Office of Management and Budget now requires all executive federal agencies to use FedRAMP to validate the security of cloud services. (Other agencies have also adopted it, so it is useful in other areas of the public sector as well.) The National Institute of Standards and Technology (NIST) 800-53 sets the standard, and FedRAMP is the program that certifies that a cloud service provider (CSP) meets that standard.

CSPs desiring to sell services to a federal agency can take three paths to demonstrate FedRAMP compliance: earn a Provisional Authority to Operate (P-ATO) from the Joint Authorization Board (JAB); receive an Authority to Operate (ATO) from a federal agency; or work independently to develop a CSP Supplied Package that meets program requirements. Each of these paths requires a stringent technical review by the FedRAMP Program Management Office (PMO) and an assessment by an independent third-party organization that is accredited by the program.

FedRAMP authorizations are granted at three impact levels based on NIST guidelines—low, medium, and high. These rank the impact that the loss of confidentiality, integrity, or availability could have on an organization—low (limited effect), medium (serious adverse effect), and high (severe or catastrophic effect).

Audit cycle and authorizations

Audit cycle

Microsoft is required to re-certify its cloud services each year to maintain its P-ATO and ATOs. To do so, Microsoft must monitor and assess its security controls continuously, and demonstrate that the security of its services remains in compliance.

[Microsoft cloud services authorizations](#)

[Microsoft FedRAMP Audit Reports >](#)


Microsoft in-scope cloud services

Covered services include:

- Azure and Azure Government [detailed list*](#)

*Note: The use of Azure Active Directory within Azure Government requires the use of components that are deployed outside of Azure Government on the Azure public cloud.

Compliance update



Microsoft on trust, privacy, and the GDPR

Join Brad Smith, President, and Brendon Lynch, Chief Privacy Officer, to learn about Microsoft's commitments and approach to privacy and the GDPR.

[Watch the webinar now >](#)

Security

[We build security into our products](#)

Privacy

[Our policies on data](#)

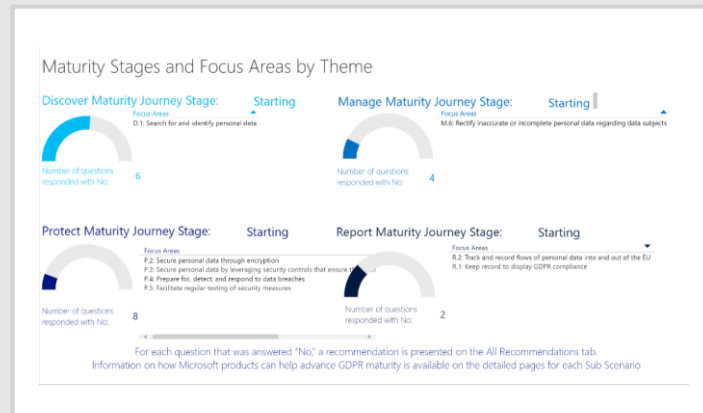
Compliance

[We provide industry-verified conformity with global standards >](#)

GDPR assessment tools

The **GDPR Assessment** is an online interactive tool that will help you structure your conversations with customers. It's a conversation starter that can be useful for the initial part of your presales efforts.

The **Detailed GDPR Assessment** is an offline tool containing approximately 150 questions to help you assess a customer's readiness and maturity across technology, people, and processes. It will help you structure your paid assessment offerings and scope out subsequent managed services offerings with an appropriate SOW.



Find both at
aka.ms/GDPRPartners



V-Valley & Azure

A cura di

Paradiso Francesco

Business Developer Cloud & IoT



V-valley

- V-Valley the Value of Esprinet
- Il team Cloud: una squadra per TE!

VM in one click

- Cresci con noi!
- Perché è nato VM in one click
- Cos'è

UVP

- i nostri servizi (gestione, attività e servizi)



Chi è **V-valley**???

V-valley è parte del Gruppo Esprinet, nata nel 2011 che raggruppa soluzioni a valore e tecnologie complesse che ruotano attorno al data center, server, storage, networking, security, enterprise software, cloud, cabling ed efficienza energetica, unified communication, identificazione automatica e videosorveglianza, il tutto accompagnato da servizi professionali.

Il team Cloud: una squadra per TE!



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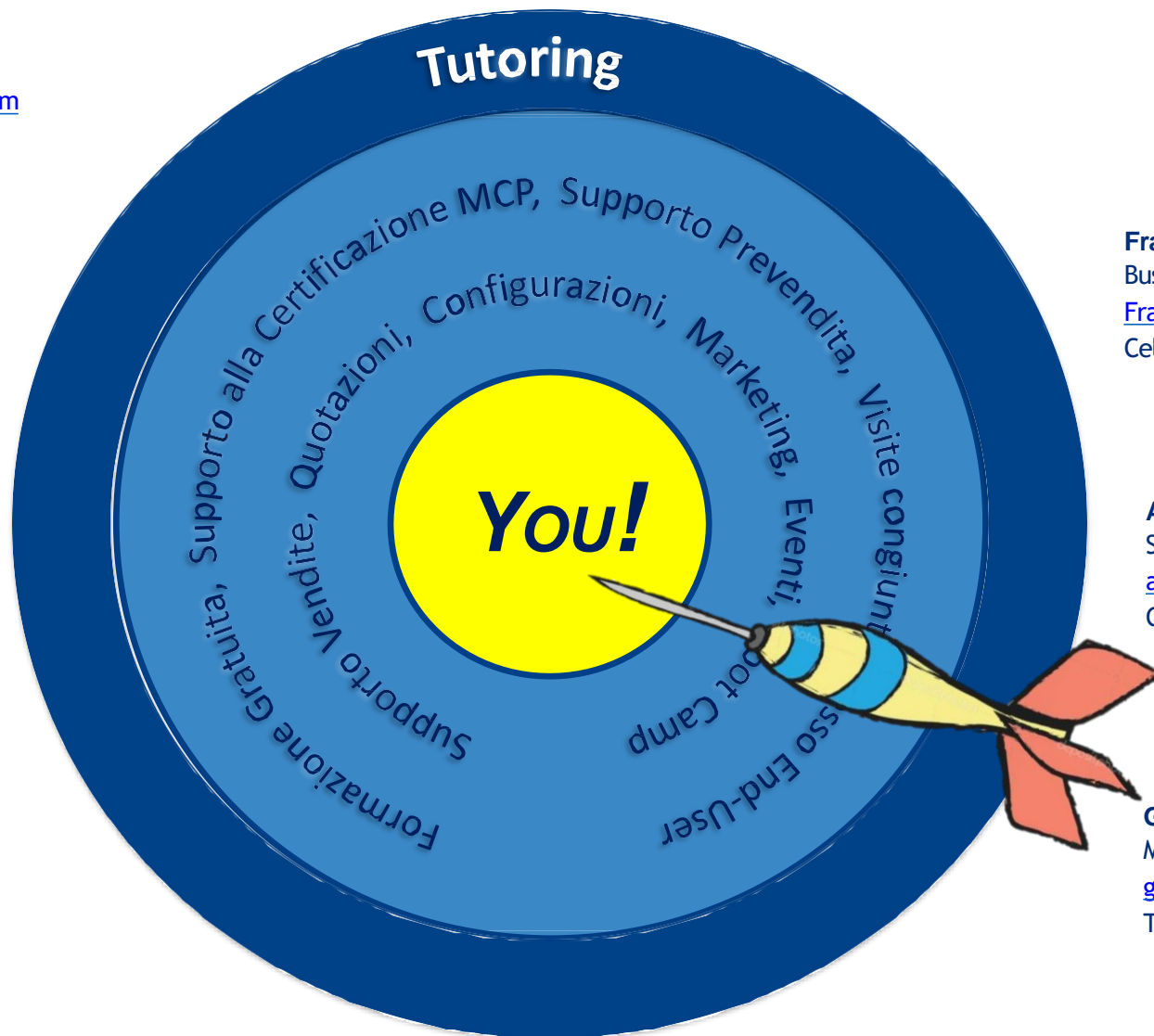
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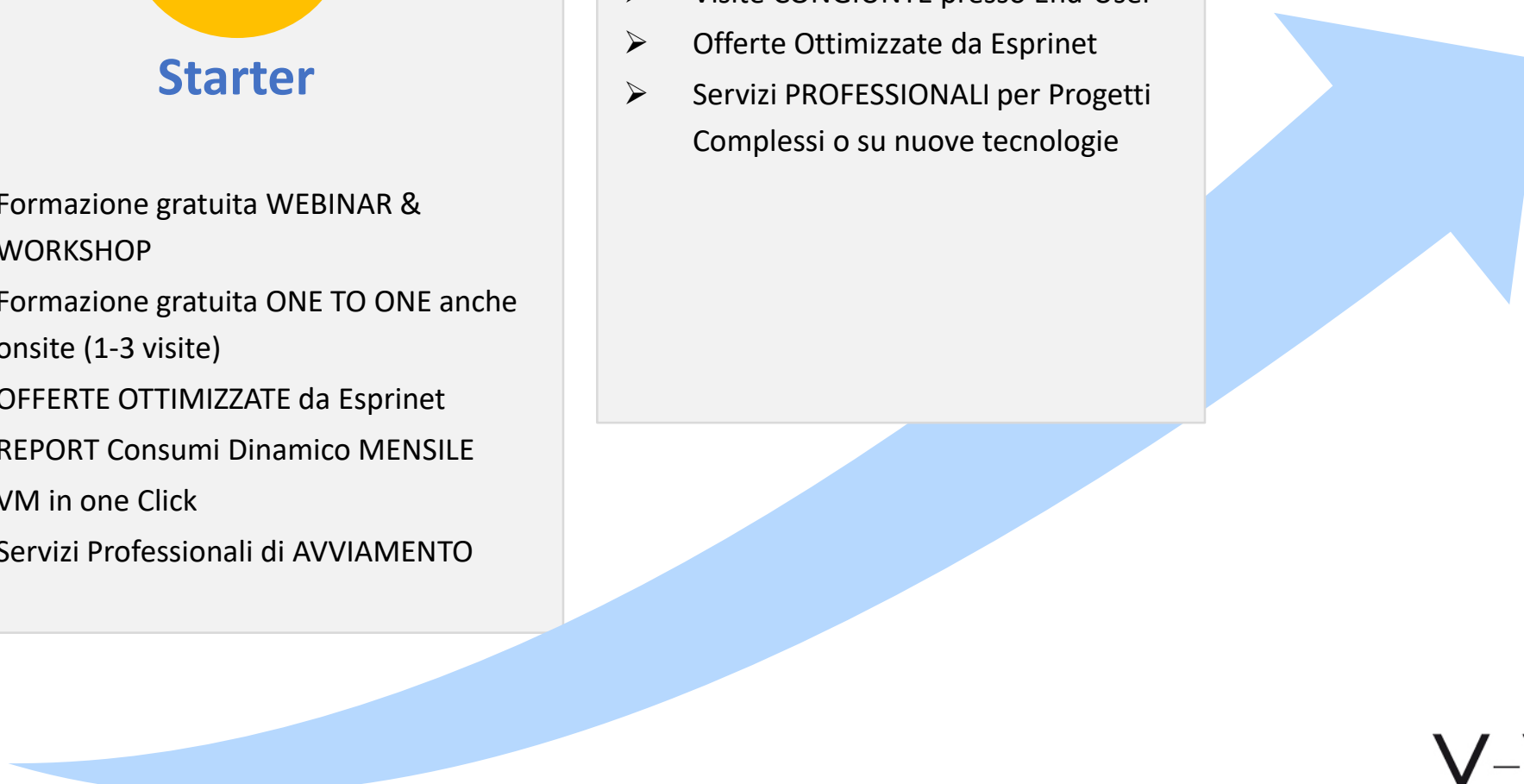
Starter

- Formazione gratuita WEBINAR & WORKSHOP
- Formazione gratuita ONE TO ONE anche onsite (1-3 visite)
- OFFERTE OTTIMIZZATE da Esprinet
- REPORT Consumi Dinamico MENSILE
- VM in one Click
- Servizi Professionali di AVVIAMENTO

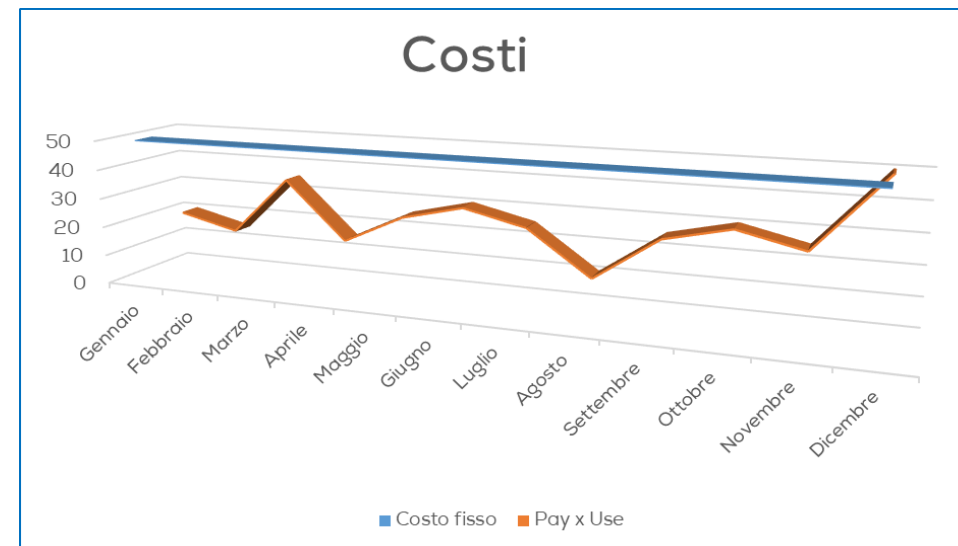
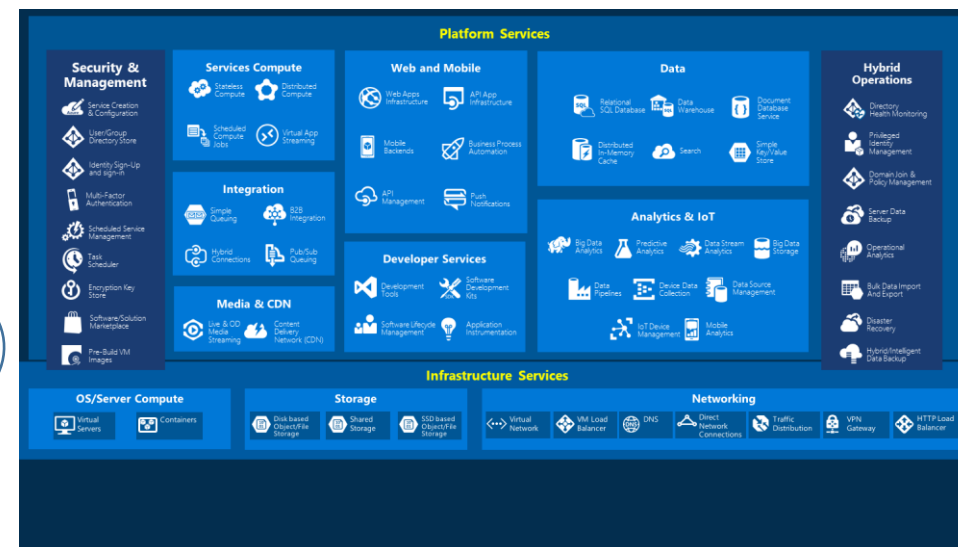


Runner

- Visite CONGIUNTE presso End-User
- Offerte Ottimizzate da Esprinet
- Servizi PROFESSIONALI per Progetti Complessi o su nuove tecnologie

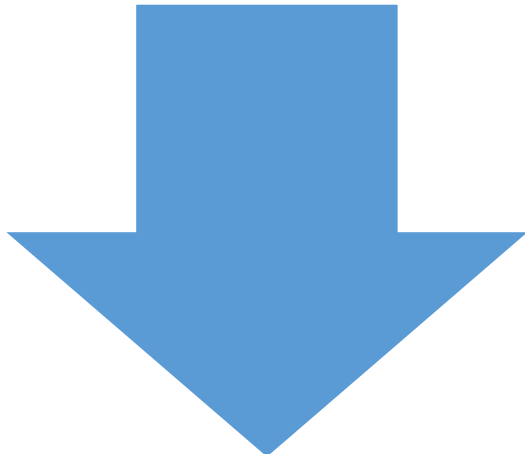


Perché è nato VM in one Click

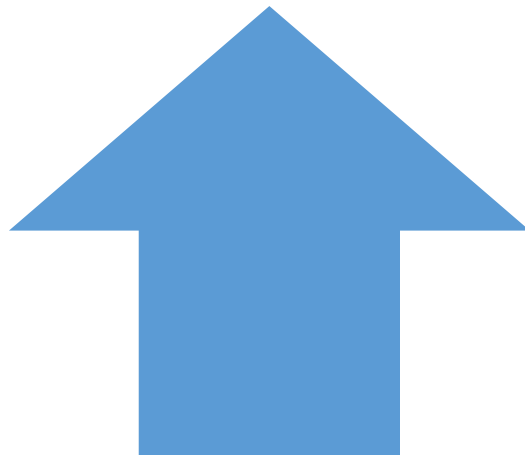




Cos'è?

- 
1. Piattaforma da cui partire per aggiungere le proprie applicazione ed i propri servizi
 2. Modo per scalare velocemente nei volumi ed acquisire nuovi clienti
 3. si affianca all'attuale vendita di Azure in modalità «pay per use»

A chi si rivolge

- 
1. a tutti i Rivenditori clienti di Esprinet che hanno sottoscritto il Contratto Cloud di Esprinet
 2. Rivenditori che vogliono crescere anche seguendo strade diverse
 3. Rivenditori che considerano Microsoft un Partner Strategico sul quale investire



Shop

V-Valley
★★★★★ the Value of espresset



Size 0
€



Size 1
€€



Size 2
€€€

Click

One Click

- Scegli il size
- Fornisci poche informazioni
 - Nome VM
 - ...
- Acquista

Use

End User

- La VM è pronta all'uso



Size 1
€€



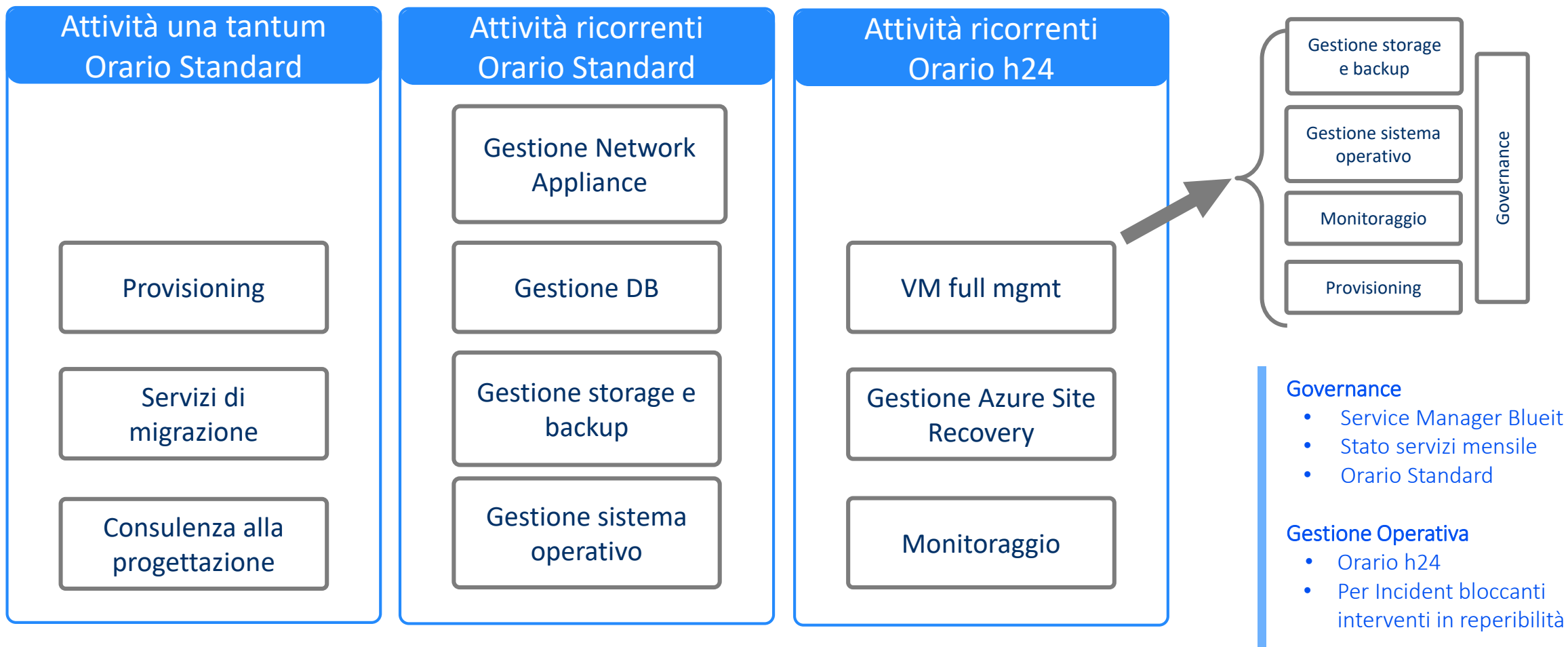
**Gestione
Sistema
Operativo**

**Gestione
Storage &
Backup**

Monitoraggio

**Gestione
DB**

**Gestione
Network
Appliance**



I servizi ricorrenti nascono con durata mensile

Grazie

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V-Valley & Azure