



# Proof of Concept program for Azure in CSP

 Cloud Solution Provider



# Introducing Azure Access CSP POC Program

## ? | WHAT AND WHY

**Free Azure Credits** in customer subscription created by partners in CSP

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**Accelerate small business customer engagements**

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**Enable POC scenarios** for Azure in CSP

## 📄 | REQUIREMENTS

**Azure deal opportunity > 20K/year**

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**Managed partner transacting Azure on CSP**  
(Process is requested internally via PDM or PTS)

## 💰 | BENEFITS

**10x ROI USD Azure Credits**

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2 months of POC duration

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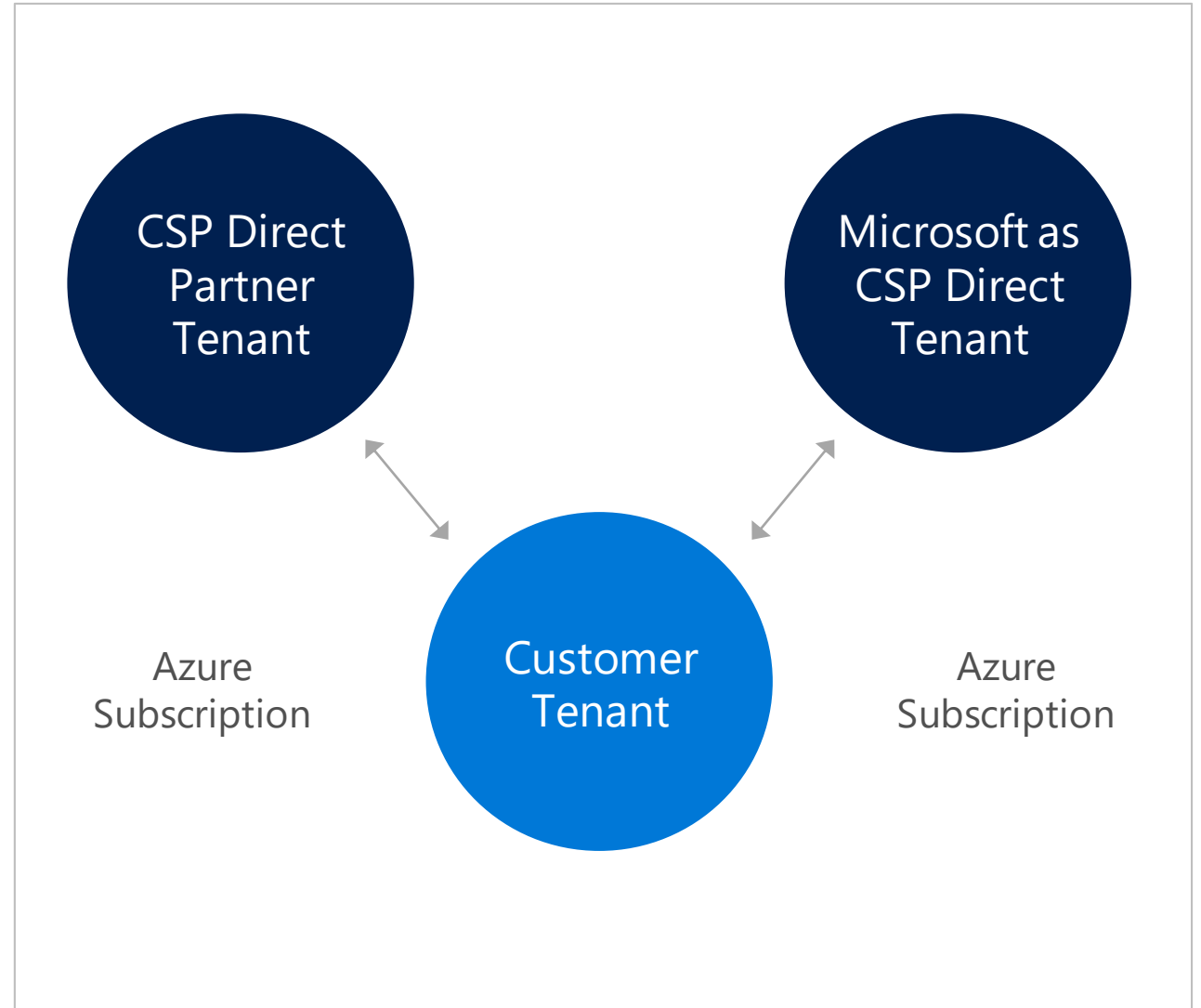
**Unlimited requests per partner** for different customers who fit in the requirements criteria

## 🗣️ | HOW TO REQUEST

Work with your Partner Develop Manager or Partner Technology strategist to get instructions

# How Azure CSP POC Works

- 1** CSP Partner creates a new Azure subscription for customer in CSP
- 2** Customer establishes relationship with Microsoft CSP tenant in customer location
- 3** Microsoft takes ownership of the Azure subscription during POC phase (2 months) and pays for the consumption (up to 10x ROI)
- 4** Microsoft flips the subscription back to partner at the end of POC
- 5** Partner moves from POC to production environment and pays for upcoming consumption on the Azure subscription



# How to request Azure Access CSP POC



1. **(PDM)** Identifies Azure opportunities > \$20K USD per year with partners transacting Azure on CSP
2. **(PDM)** Sends Azure CSP POC request template to partner



3. Creates customer tenant or establishes relationship with an existing one
4. Creates Azure customer subscription in CSP
5. Asks customer to establish relationship with Microsoft based on customer location



6. Establishes relationship with Microsoft tenant in the region they are located



7. Submits request template to [PLSR@microsoft.com](mailto:PLSR@microsoft.com)



Azure CSP POC Request.oft



8. **PLSR** fills out the request at [Azure Access CSP POC](#)
9. **CORP** Approves/Declines request
10. **CORP** Switches the Azure subscription billing back to partner after POC duration

# FAQ

Questions	Answers
What are the requirements for partners to request the CSP POC credits?	New Azure deal size opportunity higher than \$20K per year
Can partners request the Azure Access CSP POC directly to Azure Access team?	No, partners must work with their PDM or PTS, providing the required information from Step-by-Step section F of the Azure Access CSP POC instructions.
Can partners use an existing Azure Subscription in SCP to apply the credits?	No, the credit can only be applied on a new Azure subscription created in the Customer Tenant via CSP
Can partners ask for POC credit for multiple Azure subscriptions for a single customer?	No, we are only accepting one subscription per customer at this time.
What happens when the POC duration is over?	Partner will pay for subsequent consumption on that subscription after the duration as any other Azure CSP subscription
What is the maximum POC duration?	Two months however, if longer periods are needed, we can evaluate the request with clear details on that need.
Can the partner continue using the same Azure subscription created for the POC after the POC period?	Yes. Partners may continue using the same subscription moving POC to production environment.
Can partners request more POC credit for other customers?	Yes. Partners can request POC credit for other customer opportunities that fit into the program requirements.
During the POC period, will the CSP partner be able to see the customer subscription on the CSP Partner Center?	No. During the POC duration Microsoft will have ownership of the customer subscription in order to pay for the consumption, but the partner can still manage the subscription via Azure portal, PowerShell or APIs since the partner still has delegated admin or the subscription.
Why is the customer required to establish relationship with Microsoft's CSP tenant?	During the CSP POC duration, Microsoft will act as another CSP Direct Partner so we ask the customer to establish a relationship with Microsoft's CSP named "TEST_TEST_Microsoft_CSPPoCBenefit" in the customer region so we can pay for consumption during the POC.
Can POC be enabled in any Azure region and any CSP entity?	The Azure CSP Credit can be applied in any region where CSP is available except Brazil, Germany and U.S. Government Cloud datacenters at this time.