

PRESIDIO & MICROSOFT

Maximize Your Microsoft Azure Investments with MPO



Microsoft's Multiparty Private Offers (MPO) program is a game-changer for businesses looking to optimize their Azure investments. By partnering with Presidio, you can leverage this innovative program to streamline purchasing, reduce costs, and enhance your overall Azure experience.

WHY PARTNER WITH PRESIDIO FOR MPO?

- ◆ **Deep expertise:** As a leading partner for AWS Marketplace and an early adopter of MPO, Presidio brings unparalleled expertise to the table. Our team understands the program's intricacies and can seamlessly guide you through the process.
- ◆ **Comprehensive support:** Presidio provides extensive support from initial consultation to ongoing management at no additional cost. Our dedicated team is committed to helping you maximize the value of your Azure investments.
- ◆ **Strategic marketplace planning:** We'll work closely with you to develop a plan tailored to your needs. This ensures you're making the most of the MPO program and achieving your business objectives.
- ◆ **Simplified purchasing:** MPO streamlines the purchasing process, consolidating contracts and reducing administrative overhead. With Presidio as your partner, you'll benefit from a single Microsoft invoice, making procurement easier than ever.

KEY BENEFITS OF THE MPO PROGRAM

- ◆ **Consolidated purchasing:** MPO allows you to consolidate your purchasing contracts with Presidio, simplifying the procurement process and providing greater flexibility.
- ◆ **Optimized ISV spend:** Every dollar spent on eligible ISV solutions through MPO contributes towards your Microsoft Azure Consumption Commitment (MACC) burndown, reducing your commitment and helping you achieve additional discounts.

HOW DOES MPO WORK?

1. **Scoping and negotiation:** Presidio works with you and your preferred independent software vendor (ISV) to define the scope of the transaction and negotiate pricing.
2. **Quote and PO generation:** You receive a quote from Presidio, which you review and approve. Once approved, you generate a purchase order (PO) payable to Microsoft.
3. **Offer creation:** Presidio uploads your quote and PO to the Microsoft portal and provides a clickable link to accept the offer.
4. **Offer acceptance:** You review and accept the offer in the Microsoft portal.
5. **Microsoft invoicing:** Microsoft will invoice you directly for the MPO transaction.

TAKE THE NEXT STEP

By partnering with Presidio, you can unlock the full potential of the Microsoft Azure MPO program. Our expertise, support, and strategic guidance will help you streamline purchasing, reduce costs, and optimize your Azure investments.

Contact your Presidio Account Manager for more information or visit www.presidio.com

