

Microsoft Azure and AWS Delivery

via GÉANT IaaS Framework

COMPAREX and GÉANT provide the following benefits to all Research and Education institutions:

- access to **cloud-based Infrastructure-as-a-Service (IaaS)** technology under **special commercial terms**
- specialist support for **configuring and optimising** cloud agreements
- **no need** to complete a full OJEU **tender process** for every new IaaS contract
- **high discounts** that are only available under this framework agreement
- one-stop availability of **Amazon Web Services and Microsoft Azure**

COMPAREX offers extensive capability in cloud consultancy and wider professional services. For any GÉANT customer requiring cloud planning, activation or implementation support, COMPAREX's specialists can offer workshops and services. Our priority is to support customers in developing an optimised and cost-effective cloud estate, tailored to their individual requirements.

1 The COMPAREX Group

COMPAREX is a global IT provider specialised in licence management, software procurement and technical product consulting and cloud-based professional services. With a track record spanning thirty years, COMPAREX serves public-sector bodies as well as SMEs, industrial companies and large international corporations.

COMPAREX Facts & Figures 2016/17



At COMPAREX, more than 55 Cloud Architects and 70 Licensing Consultants work on an international scale with a clear focus on Software & Cloud Asset Management. We offer our experience from over 2,000 successfully implemented SAM projects, 500 cloud migration projects and over 200 customers of cloud managed services.

2 About GÉANT



GÉANT runs a pan-European network available to over 50 million users at 10,000 research and higher education institutions. Its focus is on providing advanced high-speed infrastructure access, enabling European researchers to lead international collaboration. The GÉANT Project runs the most advanced and best connected research and education network in the world.

As the needs of Research & Education customers become more complex and diverse, GÉANT ensures that technology can be sourced in the most effective way. GÉANT's IaaS framework, which started in January 2017, is one of many EU-compliant procurement routes set up to ensure good value products and services can be sourced quickly and efficiently.

3 Microsoft Azure Contract Provision



3.1 Microsoft Expertise

COMPAREX is an authorised Microsoft Licensing Solutions Provider and Gold Partner, with a wide range of accreditations. In addition, our expertise is demonstrated by our status as:

- Microsoft SAM Partner of the Year 2015
- Volume Licensing Partner of the Year for 2015

We are the number 1 Microsoft reseller across EMEA, the sixth largest in the world, and recently named one of only 10 Microsoft Global Partners worldwide. This 'Global Partner' title highlights our end-to-end capabilities as a major strategic partner, with unmatched Microsoft expertise, including Licensing, SAM, Cloud and Technical Services.

COMPAREX are highly accredited, with competencies in a wide range of areas, as outlined below:

Gold	Cloud Platform	Application Development
	Volume Licensing	Collaboration & Content
	Communications	Devices & Deployment
	Data Platform	Cloud Productivity
	Messaging	Enterprise Mobility Management
	Identity & Access	Software Asset Management
	Learning	Windows & Devices
	Datacenter	Small & Midmarket Cloud Solutions
Silver	OEM	Application Integration
	Data Analytics	Midmarket Solution Provider

COMPAREX is accredited as a Microsoft Cloud Solution Provider (CSP) 2-Tier, an invitation-only programme which allows approved partners to enhance the support they can offer around Microsoft's cloud technologies, such as Office 365, Intune, Azure and EMS. This status demonstrates our success and capability in this area, and gives us the ability to offer advanced levels of support and management to customers of Microsoft Cloud products.

To complement our competency levels, COMPAREX staff hold over 2,000 Microsoft certifications, with 274 MCPs covering both Volume Licensing and Software Asset Management.

3.2 Dedicated Project Team

COMPAREX will assign a dedicated **Key Account Manager**, leading a Project Team of licensing specialists and technology experts to support and manage your cloud requirements. Your Account Manager will provide comprehensive support as a Primary contact for queries and issues, with fellow team members acting as Secondary contacts.

An experienced **Cloud Specialist** will be available to provide expertise around Microsoft Azure, helping you to design a recommended technical configuration and plan its rollout.

A **Microsoft Product Specialist** will provide advanced licensing support and guidance before the start of your agreement, and throughout. Their main role will be to establish the most beneficial licensing routes to take, including the best way to take advantage of Microsoft's special discounts under the GÉANT IaaS Framework.

3.3 Microsoft Azure Account Setup

After confirming the most suitable technical and licensing options for your circumstances, our team will work with you and Microsoft to set up your Microsoft agreement (for example, Enrollment for Education Solutions – EES, or Server and Cloud Enrollment – SCE). There are particular enrollment numbers in place for GÉANT members to ensure that the correct discounts can be applied.

COMPAREX will undertake all paperwork and processing required in order to implement your agreement. We will also ensure you have access to the Microsoft Azure Management Portal, enabling you to begin managing your investments immediately.

3.4 Microsoft Agreement Management

Under your EES or SCE agreement, COMPAREX would provide ongoing management and regular reviews of the licensing provided, to ensure maximum Return on Investment.

3.4.1 T-36 Plan

Our T-36 Agreement Management Plan will ensure that all objectives, including True-Ups/Downs, are delivered accurately and successfully throughout the 3 year agreement. Our plan incorporates a schedule of Quarterly Business Reviews with you to address licensing requirements, utilising free MLS reports showing full licence entitlement, identifying any potential for optimisation.

3.4.2 Software Assurance Benefits and Additional Funding

COMPAREX will manage and track all available Software Assurance (SA) benefits throughout the agreement, to ensure they are fully utilised. Remaining quantities of the benefits available will be visible within the Volume Licence Service Centre (VLSC), a Microsoft portal offered to assist in the monitoring of licensing agreements, detailing the available software and SA benefits entitlement.

Your Account Manager will also seek to negotiate Microsoft funding for the deployment of new technology. Examples include Business Improvement Funding, FastTrack Funding and Partner of Record rebates, which may be available to support you in the development of your estate, including workload migration.

4 Amazon Web Services



4.1 AWS Agreement Setup

After confirming the most suitable technical and licensing options for your circumstances, our team will work with you and AWS to set up and configure your agreement.

COMPAREX will undertake all paperwork and processing required in order to implement your agreement. We will also ensure you have access to all relevant AWS management portals, enabling you to begin managing your investments immediately.

4.2 Dedicated Project Team

COMPAREX will assign a dedicated **Key Account Manager** to you, leading a Project Team of licensing specialists and technology experts to support and manage your cloud requirements. Your Account Manager will provide comprehensive support as a Primary contact for queries and issues, with fellow team members acting as Secondary contacts.

An experienced **Cloud Specialist** will be available to provide expertise around Amazon Web Services, supporting you in achieving your objectives. This person will also provide advanced licensing support and guidance before the start of your agreement, and throughout. Their main role will be to establish the most beneficial licensing routes to take, including the best way to take advantage of our special discounts under the GÉANT IaaS Framework.

The Project Team is also supported by the **COMPAREX AWS Team**, a centralised resource of highly experienced staff providing operational support around the configuration of AWS agreements.

A **Microsoft Product Specialist** will also be allocated to your account where necessary, for example where customers would like to migrate their existing Microsoft workloads into an AWS infrastructure. This person will identify the usage rights and the configuration potential within the Microsoft licences in place, providing advanced licensing support and guidance around how to optimise both the AWS and Microsoft agreements where applicable.

4.3 Ongoing Management

Our dedicated Account Manager will regularly review the AWS agreement and ensure it is providing the best possible value for money. We will assess all available licensing techniques, and evaluate them regularly based on your requirements and cost reduction potential. For example, by using reserved or spot instances, or scheduling workloads and services, we may be able to reduce cost for you. The various AWS pricing options include:

- Pay as you go. No minimum commitment or long-term contract is required. Customers can turn off cloud resources and stop paying for them when they are not needed, maximizing Return on Investment (ROI) through full utilisation.
- Pay less when you reserve. For certain AWS products, customers can invest in reserved capacity, paying a low up-front fee to receive a significant discount. This results in overall savings of up to 60% (depending on the type of instance reserved) over equivalent on-demand capacity.
- Pay even less per unit by using more. AWS pricing is tiered for storage and data transfer, so the more you use, the less you pay per gigabyte.

5 Additional Cloud Services

5.1 Microsoft Technology Planning and Delivery

Our specialist teams can work with you to confirm your Azure requirements. If required, additional consultancy and workshops can be provided to explore the technical and licensing options available, as well as in-depth scoping and design services to tailor any plans to your circumstances. For example, to support a full Cloud migration, we can offer:

- Detailed introduction of the six Azure themes (e.g. Data & Storage, Apps)
- Azure Readiness Assessment – identifying workloads suitable for migration, with detailed planning
- Migration of workloads, including full training

COMPAREX also offer our Unified Cloud Management (UCM) service, which provides comprehensive support for the migration of Microsoft Office 365. Further details can be found [here](#).

Additional pricing for these services can be provided upon request.

5.2 Cloud Consumption Monitoring

For all GÉANT customers signing a Microsoft Azure contract with COMPAREX, we will offer our Cloud Consumption Monitoring service included (with only an initial setup fee of up to £1,000).

Our CCM dashboard provides in-depth and meaningful data regarding your Microsoft Office 365 usage and Azure consumption. You can therefore manage your cloud costs and create a reliable budget. The system even provides email alerts to keep you updated on defined Azure budget thresholds and prevents you from unexpected costs.

Transparency enabling accurate planning

- ✓ Overview of Azure and Office 365 workload consumption, updated daily
- ✓ E-mail, notifications and budget threshold
- ✓ Visibility of department and cost center usage, enabling internal charge back
- ✓ Overview of consumed Office 365 workloads
- ✓ Transparency of available plans
- ✓ Assigned licences and status

Optimisation of costs for cloud services

- ✓ Comparison of commitment and spend against actual usage
- ✓ Avoidance of unnecessary purchases of seats
- ✓ Overview of available licences, and the ability to reassign unused licences
- ✓ Reassign unused licences

Reliable budget planning

- ✓ Details about consumption per cost center
- ✓ Trend lines about consumption development

- ✓ Projection of consumption development for budget planning
- ✓ Avoidance of unbudgeted invoices
- ✓ Overview of available licences

Detailed Reporting

Several pre-defined standard reports are available via CCM immediately. New KPIs can be created upon request.

Azure reports include:

- Comparison of commitment against actual usage
- Consumption per department, application or system
- Trendline for development of Azure consumption

Office 365 reports include:

- Overview of purchased plans and assigned licences
- Consumed workloads per user

Further details regarding the COMPAREX Cloud Consumption Monitoring (CCM) service can be found [here](#).

5.3 COMPAREX Unified Cloud Management for Office 365

For customers looking to develop their Office 365 usage, COMPAREX offer our Unified Cloud Management (UCM) service. Our technology and consultancy included in this service supports the migration of workloads, as well as the ongoing management of Office 365 subscriptions, ensuring cost optimisation and data security.

UCM is a proven successful methodology for Office 365 and hybrid cloud environments, which helps organisations to successfully implement, manage and optimise their investments. UCM offers options that include:

- ✓ Full service onboarding to Office 365, including Mail Migration to Exchange Online
- ✓ A detailed solution roadmap
- ✓ Access to extensive training and adoption programs
- ✓ 24x7 support, accessing an unlimited Microsoft Premier Support agreement
- ✓ Service health monitoring, with outage alerts and escalation immediately
- ✓ Full management of your environment
- ✓ Dedicated Service Manager

With UCM, you gain access to dashboards providing transparency into service health, program adoption and usage, allowing you to reduce costs, increase ROI and improve your employees' productivity.

COMPAREX offers unmatched expertise in Microsoft cloud integration and management. Our team of cloud experts have performed:

- ✓ Over 400 company migrations to Office 365
- ✓ Migrations from small and large organisations covering over 325K users
- ✓ Management of over 5 million Office 365 users worldwide

COMPAREX offer a low cost Proof of Value exercise for UCM, which migrates 25 users to Office 365, with a Customer Immersion Experience for staff to use and review Office 365 technology in their own environment. Administrators will have access to our UCM modules, dashboards and support for 30 days.

Further details regarding our Unified Cloud Management service can be found [here](#).

6 Commercial Proposition

6.1 Microsoft Discounts - GÉANT

Microsoft has compiled a commercial package including high discounts only available under the GÉANT IaaS Framework Agreement. Some examples include:

- **15% discount** on Azure Metered SKUs
- **Up to 69% discount** on other products, such as ExpressRoute Unlimited Data Plan
- **Between 5% and 10%** consumption credit on annual Azure consumption over \$60k
- **Data Egress waiver** for Zone 1 (including UK) and Zone 2 customers

In addition, COMPAREX has **fixed prices** for many relevant Microsoft Azure products - offering customers pricing at levels of 2016 for the framework's duration until 1 January 2021.

Please contact your local COMPAREX Account Manager for further information and pricing.

6.2 AWS Discount - GÉANT

AWS pricing is offered at list price. We offer additional discounts based on monthly spend across the global GÉANT framework with COMPAREX:

1. Between 1 and 100.000 EUR – 0% discount
2. Between 100.001 and 300.000 EUR – 1% discount
3. Between 300.001 and 500.000 EUR – 2% discount
4. Between 500.001 and 1.000.000 EUR – 3% discount
5. Above 1.000.000 EUR – 4% discount

7 Personal Contacts

All JISC customers can contact the following team within COMPAREX UK:

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