

## INSIGHTS | SOLUTIONS BRIEF

# Accelerate Growth, Satisfy Pre-Committed Cloud Spend In Azure Marketplace With WEI

*Identify and provision end-to-end solutions, from open source container platforms to threat detection to blockchain.*

## Optimize Cloud Consumption With WEI, Azure

The time is now for your enterprise to focus on the development, maintenance, and delivery of the world's best cloud technologies in Azure Marketplace. WEI, an early adopter of Microsoft's Multiparty Private Offers (MPO) program, sensibly guides organizations to certified software solutions in Azure Marketplace **while satisfying unused Microsoft Azure Consumption Commitment (MACC) funds that qualify**. Enterprises benefit from faster time-to-value with Azure solutions that integrate seamlessly with an existing technology stack.

As a rare value-added reseller authorized for the MPO in the United States, WEI can transact with any certified Independent Software Vendor (ISV) listed within Azure Marketplace. **Even more, a purchase of the MPO follows the same flow as ISV to customer private offers.** WEI supports customers in their IT environments, workloads, and IT support teams on initiatives designed to deliver efficient operability for their business environment.

## Purchase In Azure Marketplace With Confidence

Every day, WEI answers the business challenges that IT leaders face with a premier Azure solution that is scalable, cost-effective, and correlates with existing IT investments. A longtime Microsoft partner and **certified Microsoft Azure Solutions Architect Expert**, our team applies its advanced knowledge in networking, virtualization, identity, security, business continuity, disaster recovery, data platforms, and governance. While assessing your current IT landscape, our cloud experts will go to work and identify how each critical decision will affect all areas of your current and future IT cloud solutions.



## Azure Cloud Services Offered By WEI

*Architecture Review & Design  
Connectivity  
Backups*

*Deployment Services  
Disaster Recovery  
Identity and Access Management*

*Infrastructure as Code  
Migrations  
Modern End User Computing*

## Common Azure Verticals



ENERGY



FINANCE



HEALTHCARE



MANUFACTURING



RETAIL



## Azure FinOps Framework

Enterprises everywhere are experiencing changes in financial, operational, and cost management practices. As your organization continues its digital transformation, WEI recognizes the importance of bringing financial, IT, and DevOps leadership together to monitor and fine tune these practices in the long term. WEI will assure that Azure provides a strong and consistent focus on cost and financial management through its various accelerators, programs, and tools ecosystem.

## Multiparty Private Offers FAQ

### Which customers can purchase multiparty private offers?

Multiparty private offers are currently available to customers purchasing in the United States.

### What are WEI's qualification criteria to sell through MPO?

WEI is a member of the Microsoft AI Cloud Partner Program and actively uses the Microsoft commercial marketplace as a go-to-market and sales channel.

### What offer types can be purchased through MPO?

Multiparty private offers can be created for all transactable marketplace offer types: SaaS, Azure Virtual Machines, and Azure Applications. MPO doesn't yet support offers in Microsoft AppSource.

### What are the MPO terms and conditions?

Multiparty private offers will adhere to the policies and terms included in the Microsoft Publishers Agreement, the Commercial Marketplace Terms of Use, the commercial marketplace certification policies, and the commercial marketplace review policies.

### What happens when my multiparty private offer ends?

If the customer has autorenew enabled, and you don't create a new multiparty private offer that the customer accepts, the customer will be charged at the list price of the public plan.

## Notable Azure Projects

- Hosting SaaS, IaaS, PaaS integrations
- Hybrid Azure-Datacenter
- Datacenter DR to Azure
- Datacenter Backup to Azure
- Azure to Azure DR
- Azure Landing Zone Environments
- Zero Trust Role Based Access Control (RBAC)
- Azure AD- Privileged Identity Management

