

Azure Marketplace

3rd-party billing

Microsoft CSP in StreamOne[®] Ion

Contents

Reasons for Change	3
Scope.....	3
Changes.....	3
New category in Microsoft CSP Pricebook.....	3
Azure Marketplace Products now displaying in Microsoft CSP Billing Customers Report.....	5
Azure Marketplace Products invoicing	7

Reasons for Change

Before this release, Microsoft Azure Marketplace 3rd-party charges were not read by StreamOne Ion and had to be billed manually outside of StreamOne Ion by TD SYNnex' Operations teams, requiring extra time and extra processes to be completed. Now, these Azure Marketplace charges will appear in the Microsoft CSP Billing Customers Report, allowing invoicing through the tiers similar to other Microsoft CSP products. One difference is that these will be treated as pass-through charges, and will not allow any increase/decrease price adjustment from the cost shown in the price book. It was also intended to be able to clearly and easily distinguish these charges in the Report, using the *Publisher Name* and *Usage Type* fields to easily identify them.

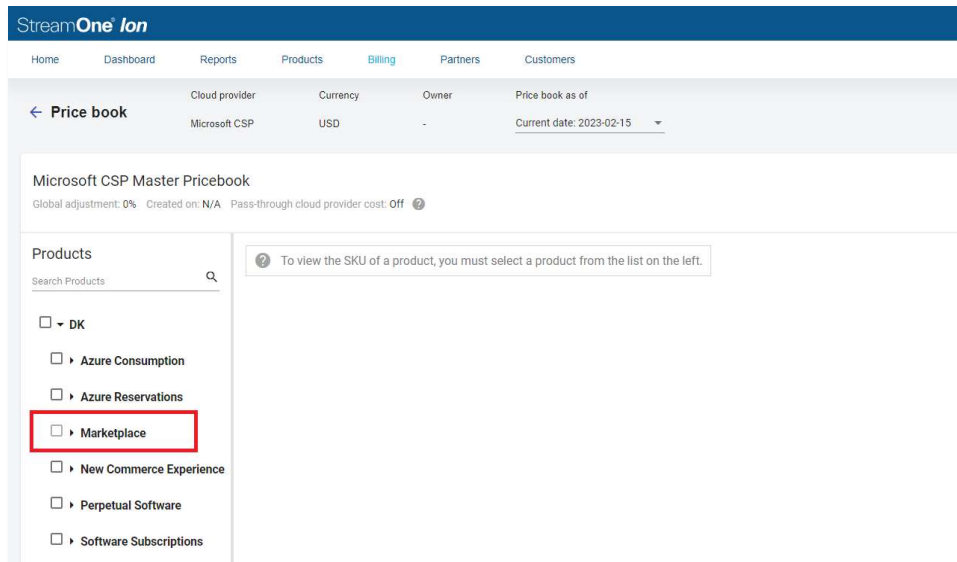
Scope

The scope of this feature includes all StreamOne Ion accounts globally, particularly for Price Books and the invoicing capabilities within the Billing module, as well as the Reports module. However, it will only be noticeable by accounts that have the Microsoft programs active.

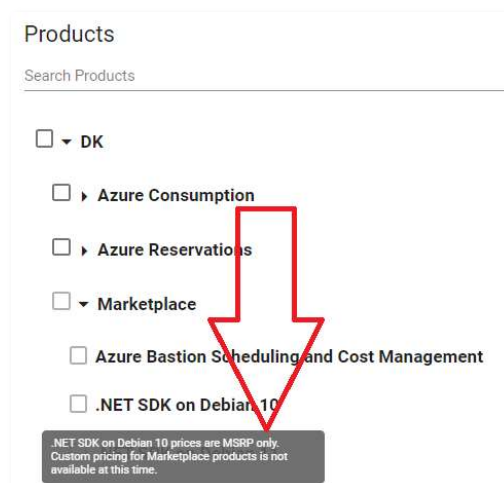
Changes

New category in Microsoft CSP Pricebook

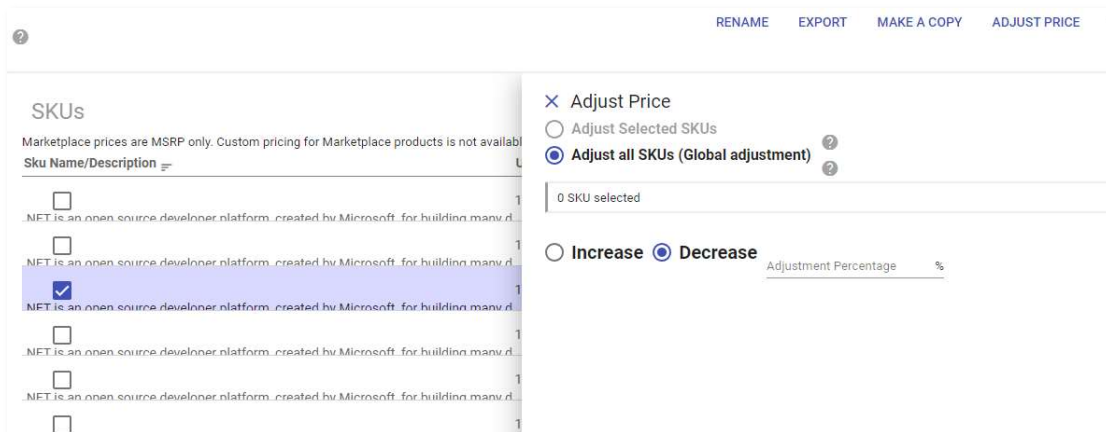
With this release, the Microsoft CSP Pricebook will receive Azure Marketplace SKUs. They will be displayed in the new category "Marketplace":



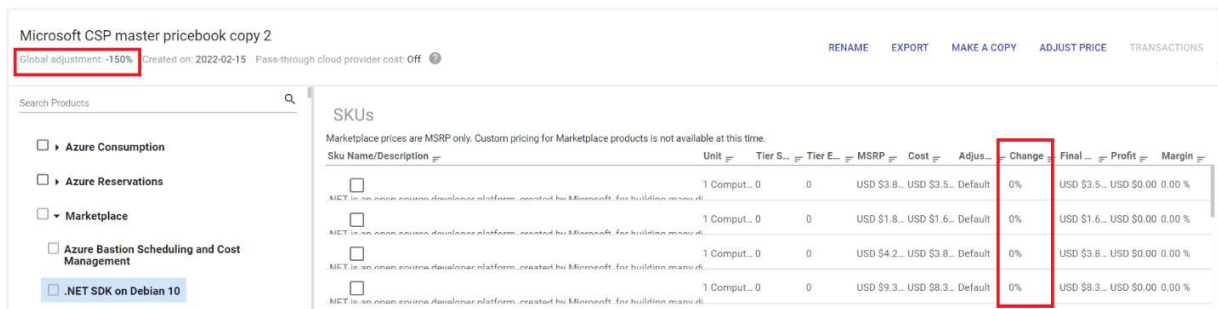
A particular condition for this new *Marketplace* category is that it will not allow any kind of SKU adjustment (increase/decrease) in custom Pricebooks. As you can see above, the checkbox for the category is slightly greyed-out, not allowing Marketplace SKUs to be selected. When expanding the category to show products, the SKU selection at product level is also disabled and an informational message will display when hovering over the products to let the user understand this particular behavior:



On the SKU panel, at the right of the screen, the elements are selectable, but when trying to **ADJUST PRICE** the option to modify *Selected SKUs* will also be disabled, only allowing a *Global adjustment*:



However, even if a *Global adjustment* is made to this Pricebook, all SKUs from the other categories will be affected, but the *Marketplace* category SKUs will ignore the adjustment:



SKU Name/Description	Unit	Tier S	Tier E	MSRP	Cost	Adjus...	Change	Final	Profit	Margin
.NET is an open source developer platform, created by Microsoft, for building many d...	1 Comput...	0	0	USD \$3.8...	USD \$3.5...	Default	0%	USD \$3.5...	USD \$0.00	0.00 %
.NET is an open source developer platform, created by Microsoft, for building many d...	1 Comput...	0	0	USD \$1.8...	USD \$1.6...	Default	0%	USD \$1.6...	USD \$0.00	0.00 %
.NET is an open source developer platform, created by Microsoft, for building many d...	1 Comput...	0	0	USD \$4.2...	USD \$3.8...	Default	0%	USD \$3.8...	USD \$0.00	0.00 %
.NET is an open source developer platform, created by Microsoft, for building many d...	1 Comput...	0	0	USD \$9.3...	USD \$8.3...	Default	0%	USD \$8.3...	USD \$0.00	0.00 %

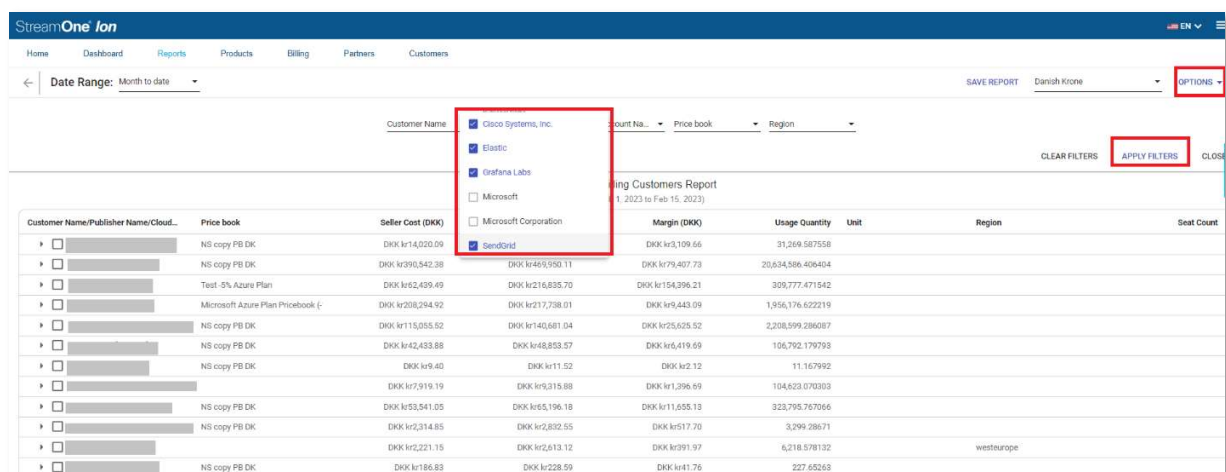
Azure Marketplace Products now displaying in Microsoft CSP Billing Customers Report

After this release Azure Marketplace charges will also display in the *Microsoft CSP Customers Report*. One way to identify them is by adding the column *Usage Type* to the report, where these products will have the value “Marketplace” as opposed to “Licensed”, or “Consumption”. Additionally, the *Publisher Name* will display key information: while Microsoft’s product will all either have the values “Microsoft” or “Microsoft Corporation” in this field, the Azure

Marketplace products will have the name of the publishing company, such as “Cisco Systems, Inc.”, “SendGrid”, “Grafana Labs”, “Elastic”, etc.

Customer Name/Cloud Account Name/...	Publisher Name	Usage Type	Price book
» <input type="checkbox"/> [Redacted]			
» <input type="checkbox"/> [Redacted]	Microsoft Corporation	Licensed	NS copy of copy PB DK
» <input type="checkbox"/> Denmark Test Reseller 1 [Reseller]	Microsoft Corporation	Licensed	
» <input type="checkbox"/> [Redacted]		Marketplace	NS copy PB DK
» <input type="checkbox"/> [Redacted]	SendGrid	Marketplace	NS copy PB DK
» <input type="checkbox"/> [Redacted]	Cisco Systems, Inc.	Marketplace	Microsoft Azure Plan Price
» <input type="checkbox"/> [Redacted]	Cisco Systems, Inc.	Marketplace	NS copy PB DK
» <input type="checkbox"/> [Redacted]	SendGrid	Marketplace	NS copy PB DK

Another way to sort these charges out from Microsoft product charges (Modern Workplace, Azure, Perpetual Software...) is to use filters, precisely on the above mentioned field *Publisher Name*:



Customer Name/Publisher Name/Cloud...	Price book	Seller Cost (DKK)	Margin (DKK)	Usage Quantity	Unit	Region	Seat Count
» <input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr14,020.09	DKK kr3,109.66	31,269	587558		
» <input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr390,542.38	DKK kr79,407.73	20,634,586	406404		
» <input type="checkbox"/> [Redacted]	Test -5% Azure Plan	DKK kr62,439.49	DKK kr216,635.70	309,777	471542		
» <input type="checkbox"/> [Redacted]	Microsoft Azure Plan Pricebook (-	DKK kr208,264.92	DKK kr217,738.01	DKK kr9,443.09	1,956,176	622219	
» <input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr115,055.52	DKK kr140,681.04	DKK kr25,625.52	2,208,599	286087	
» <input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr42,433.88	DKK kr68,853.57	DKK kr5,419.69	106,792	179793	
» <input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr9.40	DKK kr11.52	DKK kr2.12	11	167992	
» <input type="checkbox"/> [Redacted]		DKK kr7,919.19	DKK kr5,315.88	DKK kr1,396.69	104,623	070303	
» <input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr53,541.05	DKK kr65,196.18	DKK kr11,655.13	323,795	767066	
» <input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr2,314.85	DKK kr2,832.55	DKK kr517.70	3,299	28671	
» <input type="checkbox"/> [Redacted]		DKK kr2,221.15	DKK kr2,613.12	DKK kr391.97	6,218	578132	westeurope
» <input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr186.83	DKK kr228.59	DKK kr41.76	227	65263	

As mentioned [in the Pricebook section above](#), StreamOne Ion is currently not allowing any price modification to be applied to Azure Marketplace products, and is treating them as pass-through charges. This means that whatever value is provided for the Seller Cost will also be the Customer Cost. Below you can see an already-filtered report showing only Marketplace charges (as their *Publisher name* reveals), where no margin or markup is allowed, regardless of which Pricebook is applied to them:

StreamOne Ion						
Home Dashboard Reports Products Billing Partners Customers						
Date Range: Month to date						
Microsoft CSP Billing Customers Report Month to date (Feb 1, 2023 to Feb 15, 2023)						
Customer Name	Publisher Name/Cloud...	Price book	Seller Cost (DKK)	Customer Cost (DKK)	Margin (DKK)	Usage Quantity
SendGrid						
			DKK kr99.67	DKK kr99.67	DKK kr0.00	3
Cisco Systems, Inc.						
			DKK kr0.00	DKK kr0.00	DKK kr0.00	1
Grafana Labs						
	80abf3ab-a721-47b2-cdcf-a6a227e		DKK kr55.21	DKK kr55.21	DKK kr0.00	1
Total Grafana Labs			DKK kr55.21	DKK kr55.21	DKK kr0.00	1
Total			DKK kr154.88	DKK kr154.88	DKK kr0.00	5

Azure Marketplace Products invoicing

The fact that Azure Marketplace products and charges now are able to flow into StreamOne Ion populating the Pricebook and Reports respectively, implies that all other standard functionalities can also be utilized.

That includes the ability to select any billing period at the *Microsoft CSP Billing Customers Report* described above, selecting any number of Customers, and selecting at the OPTIONS menu to “Generate Invoices”:

StreamOne[®] *Ion* EN

Home Dashboard **Reports** Products Billing Partners Customers

← Date Range: Month to date SAVE REPORT Danish Krone OPTIONS

Microsoft CSP Billing Customers Report
Month to date (Feb 1, 2023 to Feb 15, 2023)

Customer Name/Publisher Name/Cloud...	Price book	Seller Cost (DKK)	Customer Cost ...	Margin (DKK)	Usage Quantity	Unit	Region
<input checked="" type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr14,020.09	DKK kr17,129.76	DKK kr3,109.66	31,269.587558		
<input checked="" type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr390,542.38	DKK kr469,950.11	DKK kr79,407.73	20,634,586.406404		
<input type="checkbox"/> [Redacted]	Test -5% Azure Plan	DKK kr62,439.49	DKK kr216,835.70	DKK kr154,396.21	309,777.471542		
<input type="checkbox"/> [Redacted]	Microsoft Azure Plan I	DKK kr208,294.92	DKK kr217,738.01	DKK kr9,443.09	1,956,176.622219		
<input type="checkbox"/> [Redacted]	NS copy PB DK	DKK kr115,055.52	DKK kr140,681.04	DKK kr25,625.52	2,208,599.286087		

Export as CSV
Export Billing Details
Generate Invoices
Select All
Select None

In the invoice, all Azure Marketplace charges will display by *Publisher Name*, after all Microsoft charges*:

Billing Statement #1079
Invoice date: 2023-02-16

Currency: DKK: DKK1.00 = DKK1.00

Reseller

Reseller Account ID:
Billing Interval: 2023-02-01 - 2023-02-28

Contact

Tech Data Denmark ApS
144 Bregneradvej
Birkørød, 3460, DK
CloudSupport.emea@techdata.com
Cloud Accounts:
Supplier: MS-CSP: 2ae78d3e-127e-8f76-623f-31c4ae80db97
Supplier: MS-CSP: 8c00e7f8-fc2e-4f75-c1ee-4337cf4a77d2

Details

Item	QTY*	Price	Total (DKK)
Microsoft			
Virtual Machines BS Series - Reserved VM Instance, Standard_B2s, EU West, 3 Years	1	DKK577.48	DKK <div></div>
Windows Server Burst - 8 vCPU VM	1	DKK36.99	DKK <div></div>
		Subtotal	DKK <div></div>
Cisco Systems, Inc.			
Cisco Meraki vMX - Cisco Meraki vMX	1	DKK0.00	DKK <div></div>
		Subtotal	DKK <div></div>
Elastic			
Elastic Cloud (Elasticsearch Service) - Elastic Cloud - Pay as you Go	1	DKK0.00	DKK <div></div>
		Subtotal	DKK <div></div>
		Total	DKK <div></div>

Totals

Subtotal
Total

UPDATE STATUS
Draft

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*The above example represents having the toggle “Group invoice lines by cloud account” present at [Settings>Billing>Invoice options] turned off. In case it were on, the order of the charges in the invoice is by Cloud Account (subscription ID), alphabetically.