OrbusSoftware

# **OrbusInfinity Azure Marketplace** Purchase Guide

**Everything you need to seamlessly buy OrbusInfinity via private offer**

Whether you're exploring how to purchase OrbusInfinity through a private offer or finalizing your internal readiness, this guide is designed to help you navigate every step with clarity and confidence.

From confirming billing details and Marketplace eligibility to understanding Microsoft Azure Consumption Commitment ( MACC) alignment and governance controls, this resource ensures your organization is equipped to transact efficiently via the Microsoft Azure Marketplace.

Purchasing through a private offer not only streamlines procurement but also allows OrbusInfinity to contribute directly to your MACC, helping you maximize your cloud investment.

# Marketplace Readiness:

| Question | Why it matters for OrbusInfinity | What you need | Where to find this information | Answer |
|---|---|---|---|---|
| Are you an Azure customer? | Required to purchase via Azure Marketplace. | Just confirmation – check if you currently transact on Azure. | Speak with your IT Procurement, Vendor Management, Finance, FinOps Lead, Microsoft Account Manager, Azure Admin, or Cloud Ops team (your "Identified Contact for Microsoft Azure"). | Yes / No |
| How do you purchase Azure services? | Helps ensure your transaction runs smoothly. | Your agreement type (e.g. EA, MCA, CSP, PAYG). | Ask your "Identified Contact for Microsoft Azure". <br> Identify your billing type. | [Enter agreement type] |
| Does your organization have a MACC? | OrbusInfinity qualifies for MACC drawdown – allowing charges to be added to your existing cloud bill. | Confirmation from your "Identified Contact for Microsoft Azure" or billing contact. | Use the MACC Indicator Instructions. | Yes / No |
| Have you used Azure Marketplace before? | Helps streamline setup and approval. | Confirmation. | Your "Identified contact for Microsoft Azure. | Yes / No |
| What's your organization's legal entity name and location? | This will help streamline the setup process and facilitate contract arrangements | Name and location as registered in your Azure billing account. | Ask your "Identified Contact for Microsoft Azure" to verify that it aligns with your HQ. | [Enter legal name + HQ location] |
| What's your Azure Billing ID linked to your subscription? | Required to scope and activate the private offer. | Your Azure Billing ID (typically formatted as XXXXX-XXXXX-XXXXX or a 7-digit EA number). | Ask your "Identified Contact for Microsoft Azure" or refer to Microsoft's guidance on locating your Billing ID. <br> Help with getting your Azure Billing ID. | [Enter Billing ID] |

# Deal Structure:

| Question | Why it matters for OrbusInfinity | What you need | Where to find this information |
| --- | --- | --- | --- |
| Which country are you purchasing in? | The offer must be available and published in your specific geographical region. | Confirm Azure Marketplace availability in your location. | Geographic availability and currency support. |
| What legal terms are being used in the deal? | All deals must comply with Azure Marketplace listing policies. | Your deal will be structured under the Standard Contract for Marketplace or include Custom T&Cs as agreed. | Standard Contract & Amendments. |
| What is the Total Contract Value? | Pricing depends on your chosen solution, number of licences or "seats" required, and any add-ons selected. | Final contract value will be determined during negotiation with Orbus Software. Contact your sales rep for details. | Speak to your Orbus Software representative. |
| What is the length of contract? | Contract length – 1, 2, or 3 years – can impact pricing. Multi-year deals (especially 3 years) may unlock savings. | Your preferred term will be confirmed during negotiations and included in your final offer. | Speak to your Orbus Software representative. |
| What is the start date of contract? | Impacts billing cycle and activation timeline. | Start date is typically the date of acceptance but can be agreed during offer setup. | Review "Offer Set-up". |
| What are the billing terms, e.g. annual, PAYG, monthly? | Annual/Monthly – aligns to your preferences. | Agreement on preferred billing model – annual or monthly. | Billing and invoicing in Azure Marketplace. |
| What is the timeline for acceptance of a private offer? | All private offers are time-bound, similar to invoices, and must be accepted within the stated validity period. | The specific acceptance deadline, which will be communicated during the offer stage. | Provided by your Orbus Software sales representative during the offer process. |

# Technical and Governance Setup:

| Question | Why it matters for OrbusInfinity | What you need | Where to find this information |
|---|---|---|---|
| Has your team run a private offer eligibility check? | Ensures your organization meets the technical and policy prerequisites to receive a private offer. | Confirmation that eligibility has been verified. | Prepare your account for private offers |
| Can you deploy private offers? | Deployment rights must be enabled to accept and transact private offers. | Confirmation from your Azure Admin or billing contact. | Private offer troubleshooting |
| Are purchase controls enabled? | Purchase controls can block or delay transactions if not configured correctly. | Admin access to verify settings and permissions. | Purchase control options |
| Do you have a Marketplace billing profile set up? | A valid billing profile is required to complete purchases via the Azure Marketplace. | Confirmation that your Marketplace billing profile is active and correct. | Billing profile review |
| Are you allowed to purchase via Azure Policy? | Azure Policies may restrict Marketplace purchases. | Check policy settings and permissions. | Check policy assignment for Azure Portal |
| Who accepts/purchases the offer? | Only certain roles are authorized to accept private offers. | Identify the authorized user or role. | Role assignments list portal |
| Is Azure Marketplace enabled for billing owner or EA admin? | Purchase permissions must be enabled for the billing account owner or EA admin. | Admin access to billing profile and role settings. | Purchase control through the billing profile |
| Is private Azure Marketplace enabled? | This must be enabled to view and transact private offers. | Confirmation that private Marketplace is turned on. | Enable private marketplace purchases |

# Helpful Orbus Resources

## Terms Glossary

| Marketplace Transactions | |
|---|---|
| Azure Marketplace | Microsoft's digital storefront where organizations can purchase cloud-based software like OrbusInfinity. |
| Private offer | A customized, invite-only offer created by Orbus for a specific customer. It includes agreed pricing, terms, and contract length. |
| Private plan | A restricted version of a standard Marketplace plan, visible only to specified customers. |
| Public offer | A Marketplace listing available to all customers at published prices and terms. |
| Offer type | The product category listed on Marketplace – for OrbusInfinity, this is typically "SaaS". |

| Technical & Portal Terms | |
|---|---|
| Subscription ID | A unique identifier for your Azure subscription, used to allocate and manage resources. |
| Resource group | A logical container in Azure where related services and resources are managed together. |
| Purchase controls | Policies in your Azure setup that govern who can buy from the Marketplace. These may need to be adjusted for private offers. |
| Private Marketplace | An internal Marketplace curated by your organization, allowing only approved solutions like OrbusInfinity. |
| Role assignments | Defines who in your Azure environment has permissions to accept private offers or make purchases. |

| Financial & Strategic Terms | |
|---|---|
| MACC (Microsoft Azure Consumption Commitment) | A pre-agreed spend commitment with Microsoft. Purchases of OrbusInfinity through Marketplace count 100% towards MACC drawdown. |
| TCV (Total Contract Value) | The total value of a contract over its full term, including all applicable software and services. |
| Customer billing currency | The currency your organization is charged in, as set in your Azure billing profile. This may differ from your local currency. |
| Marketplace country currency | The currency associated with your Azure Marketplace purchasing location. |

| Billing and Agreements | |
|---|---|
| Billing ID | A unique identifier for your Azure billing account or invoice. Required when setting up a private offer. |
| Billing term | The frequency of billing for your Marketplace purchase – e.g., monthly, annually, or multi-year. |
| EA (Enterprise Agreement) | A Microsoft volume licensing agreement for larger organizations, typically over a three-year term. |
| MCA (Microsoft Customer Agreement) | A simplified contract model used by many mid-size organizations for Microsoft cloud services. Includes purchasing through Azure Marketplace. |

# Useful Guidance

Whether you're new to the Azure Marketplace or finalizing a private offer for OrbusInfinity, the following resources will help your team navigate governance, procurement, and billing with confidence:

# Customer Deal-Making Guidance

A step-by-step breakdown of the Private Offer process, what to expect, and how to prepare internally. Ideal for procurement and finance teams.

Customer Deal Making Guidance

# Core Marketplace Guidance

Start here for a complete overview of how the Azure Marketplace works, including transacting SaaS solutions like OrbusInfinity.

Microsoft commercial marketplace customer documentation

# Frequently Asked Questions (FAQs)

## Procurement

Find answers to the most common questions about buying software via Azure Marketplace.

[Procurement FAQs](#)

## Billing

Understand how Azure billing works with Marketplace purchases, including how MACC drawdown is applied.

[Billing and cost management FAQs](#)

## Governance and control

Get guidance on managing internal policies and purchase permissions for Marketplace transactions.

[Governance and control FAQs](#)

## MACC

Learn how to verify and track your Microsoft Azure Consumption Commitment usage and eligibility.

[MACC FAQs](#)

**Understanding MACC** When you purchase OrbusInfinity through the Azure Marketplace, your organization can benefit from **MACC drawdown.**

- 100% of the software purchase value contributes toward your MACC obligation –not just the associated cloud infrastructure cost. This maximizes the value of your pre-committed spend. Learn more – Azure consumption commitment benefit.

- MACC decrement occurs at the time of invoicing. For example, if your total contract is valued at $12,000 annually and billed monthly, your MACC balance will reduce by $1,000 per month, aligning with your Azure invoice cycle.

This simplifies procurement and provides a seamless way to align OrbusInfinity with your existing Microsoft cloud investment.

## Understanding private offers vs private plans in Azure Marketplace

As an Orbus Software customer, it's important to understand the difference between private offers and private plans when transacting via the Azure Marketplace:

- Private offers (as outlined throughout this guide) provide customized pricing or discounts on existing public plans. These are not listed publicly in the Azure Marketplace gallery but are offered directly to you via a private link. The agreed discount is applied at the billing account level in your Azure subscription.

- Private plans, by contrast, are entirely custom-built plans tailored for a specific customer. These plans are also not visible in the public Marketplace gallery and are only accessible to the customer for whom they're designed.

### Want a visual summary?

[Watch Microsoft's video: Private Offers vs. Private Plans](#)

## Bundling multiple solutions in a single private offer

Orbus can include multiple plans from various public offers within a single private offer, allowing for a bundled solution. This makes acceptance and procurement seamless, as it requires just one acceptance process for all included plans.

Note: All plans included must be publicly available and transactable in Azure Marketplace.

## Can I transact services through Azure Marketplace?

Yes – while fully service-based solutions are not yet supported, Microsoft now allows Professional Services Offers to be listed and bundled with software as part of a private offer. Learn more

Note: Professional Services Offers are currently only available to customers in the UK, US, and Canada.

## Accepting a private offer

Accepting a private offer signifies that the customer agrees to the pricing and terms specified within the offer, forming a contractual agreement between the customer, the publisher (Orbus Software), and Microsoft.

**There are two ways to accept a private offer:**

- **Option 1: Via email link**
  Click the private offer link sent directly to your inbox.
- **Option 2: Through Azure Portal**
  Navigate to **Azure Portal > Marketplace > Private Offer Management** to view and accept the offer.

> **Important:**
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> Once accepted, an additional action is required – **the customer must complete the purchase or subscription** to activate the offer.

## Thank you for considering OrbusInfinity via the Azure Marketplace

This guide has been created to simplify your journey through technical validation, internal approvals, and purchase activation. As a customer, you benefit from a fast, flexible procurement experience – fully aligned with Microsoft governance standards and integrated billing.

If you need further support, don't hesitate to reach out to your Orbus Software representative or consult the helpful resources listed in this document. We're here to ensure a smooth and valuable transaction process every step of the way.

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