

Microsoft Azure for Sales Teams

- **Applications Fit for Azure**
 - Understand the Benefits of Azure
 - Resource Management
 - Dynamic Scaling
 - High Availability and Durability

- **Pricing Details**
 - Compute
 - Data service
 - App Service
 - Networks

- **Members Offers**
 - MSDN
 - Biz Spark Startups
 - Microsoft Partner Network

- **Support Plan & Scope**
 - Features
 - General Availability
 - Preview
 - Non-Microsoft technologies

- **Sales aspects of Microsoft azure**
 - TCO and ROI Overview
 - Compete

- **Licenses & Mobility**
 - Windows Server licenses
 - SQL Server licenses
 - BizTalk Server licenses
 - RDS (Client Access licenses)
 - SharePoint Servers licenses
 - MSDN subscribers Benefits
 - Microsoft Product Use Rights