

SOLUTION BRIEF

# Accelerate your Azure Consumption Commitment negotiations (MACC/Azure EA)

## Take control of your enterprise pricing terms

Signing an Azure Consumption Commitment (MACC) or Azure Enterprise Agreement (EA) is a complicated and fraught process. Organizations often lack the information and insights about their multi-year growth that are required to minimize risk and negotiate a rightsized commitment.

Archera's free cloud procurement and cost management platform gives you the foresight you need to commit with precision and secure better discount rates.

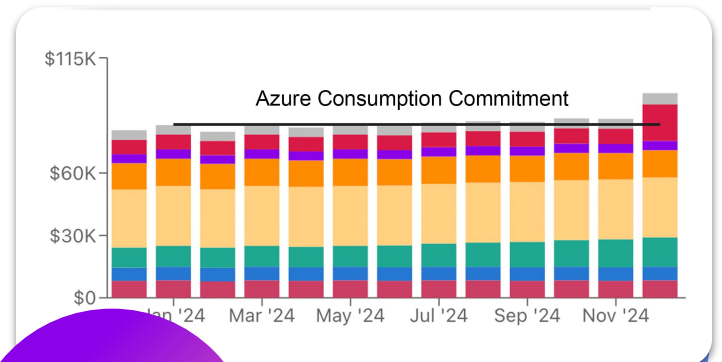
## How Archera helps you prepare for, secure, and maximize your enterprise pricing

Archera partners with you to enable success throughout the entire enterprise pricing lifecycle:

1. Save immediately while you prepare for private pricing eligibility with free Azure commitment management across all reservable services and access to flexible-term Archera Insured Commitments (GSPs and GRIs) that help you get big discounts on short-term usage
2. Accurately model your future cloud consumption and work with Archera's free Customer Success experts to build and refine your long-term purchasing plan to incorporate strategies that burn down commitments at a higher rate
3. Efficiently negotiate and sign your private pricing contract with terms that meet the needs of your business, then track your progress towards your committed spend minimum in real time

### Get started with Archera

Schedule a brief demo and see how Archera can accelerate your private pricing journey: [archera.ai/demo](https://archera.ai/demo)



Track your progress towards meeting your enterprise pricing minimums

Model future scenarios atop your 36-month forecast to foresee the cost impact of usage growth and the results of employing different purchasing strategies

## Predict and understand your future cloud usage and costs

Negotiating the best pricing terms with your cloud service provider (CSP) requires an accurate view of how your use of cloud will evolve. Archera's free platform lets you model complex usage and optimization scenarios atop your 36-month forecast so you can see the impact on your long-term costs.

Model the impact of any input across a variety of forecasting algorithms:

- Increases, decreases, and other changes in usage
- Transformations to cloud, migrations between services, and modernizations
- Marketplace purchases and support costs
- Seasonality or other nonlinear usage  
Right-sizing opportunities
- How CSP credits impact your costs and progress towards meeting your private pricing spend commitments