



</> Azure  
Marketplace  
Integration

Do you have a service and want to make it accessible on the cloud ? Azure Marketplace is an **online catalog of Microsoft-certified software solutions and cloud services** that makes it easy for users to purchase the offerings that meet their needs.

Talan supports you to :



Define your distribution strategy and revenue model



Prepare your technical and commercial offer



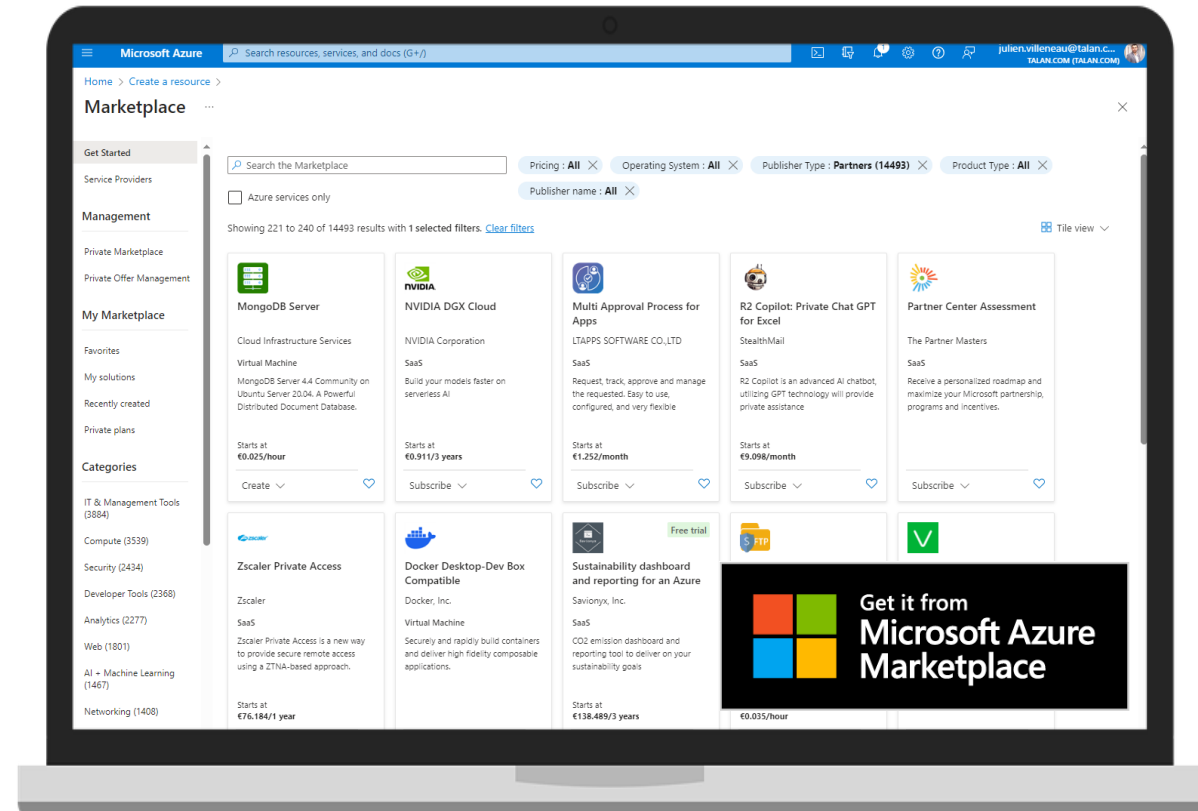
Comply with Azure Marketplace technical and legal requirements



Publish and promote your offer to potential customers



Deploy your customer and sales tracking portals



# 2 offer plans

# 01

## Software-as-a-Service

This plan allows publishers to provide its software solutions to your customers by online subscriptions

\$ 18 900

Microsoft Azure Marketplace page for Twilio SendGrid. The page shows a pricing table with three plans: Free 100 (2022), Essentials 50K, and Essentials 100K. Each plan includes a description and price/payment frequency.

Plan	Description	Price/payment frequency
Free 100 (2022)	Try it out! Integrate fast and explore features with 100 emails/day forever.	€0.00/month Includes: overage per email sent: 3,100
Essentials 50K	Empower your business with up to 50,000 emails per month and foundational email features.	€18.632/month Includes: overage per email sent: 50,000 Plus: overage per email sent: €0.0012 per email
Essentials 100K	Send up to 100,000 emails per month with access to foundational email features.	€31.302/month Includes: overage per email sent: 100,000 Plus: overage per email sent: €0.0005 email

# 02

## Azure Application > Managed App Plan

This plan allows publishers to sell offerings through Azure Marketplace, which can be managed either by the ISV on behalf of the customer or by the customer themselves.

On demand

Microsoft Azure Marketplace page for Terra. The page shows details for the Terra Azure Application, including a 'Create' button and a 'Plans + Pricing' tab. The 'About Terra' section describes the platform as a scalable, secure research platform.

**IMPORTANT** Please register for Preview from Terra (app.terra.bio) before moving forward with this offer.

**About Terra**  
Terra is a scalable, secure research platform jointly developed by the Broad Institute, Microsoft, and Verily to help biomedical researchers accelerate scientific discoveries.

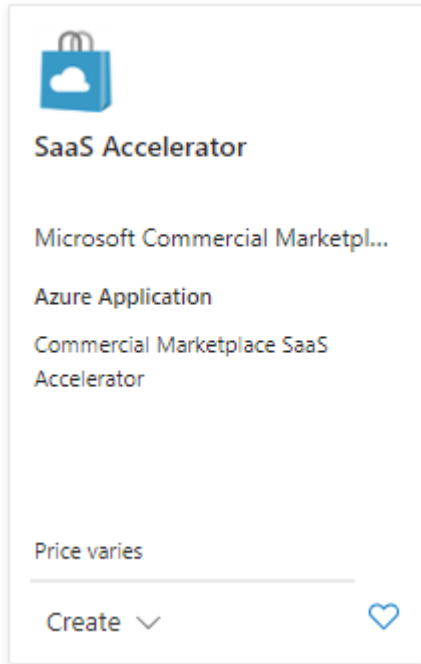
- Data management:** control dataset access and use across the research lifecycle based on your organizational, regional, and dataset-specific policies.
- Data discovery:** access data in Terra's data catalog or bring your own data for cross-analysis to unlock novel insights.
- Seamless collaboration:** collaborate with researchers, share methods and tools to accelerate discoveries and facilitate reproducible research.
- Researcher-focused tools and workspaces:** launch cloud-hosted notebooks and bring your preferred analysis tools into a single, collaborative workspace.
- Cloud-native, cloud-transparent:** Maximize the power of the cloud without tool or data lock-in.

**About This Offer**  
With this Azure Managed Application offer, you will be deploying an Azure Managed Resource Group in which all your storage and analysis resources you use within Terra are deployed. These resources will sit within your Azure Subscription. This offer is not the Terra platform, but is the initial step required for linking Terra to your Azure subscription. The billing of these resources is passed through from Terra to your Azure Subscription so your existing Enterprise Agreements or discounts apply.

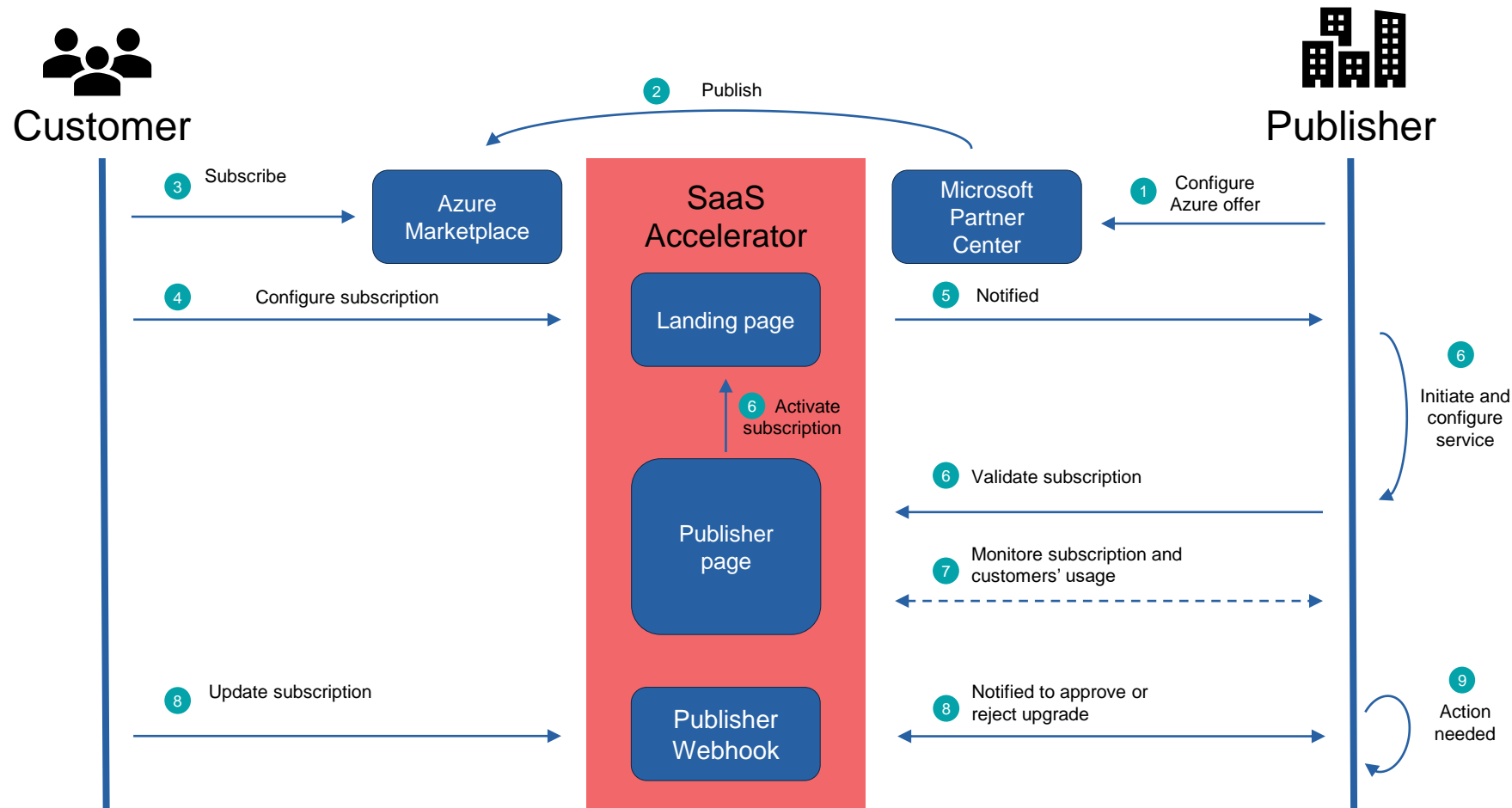
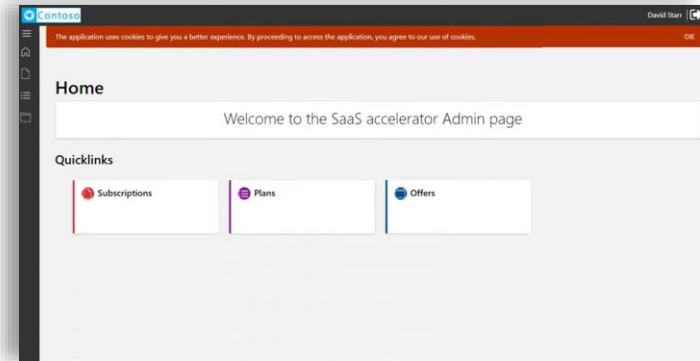
**About Azure Managed Applications**  
The Terra control plane deploys resources into Azure Managed Applications as needed, and these resources are managed and supported by the Broad Institute.

Learn more: [Overview of Azure Managed Applications - Azure Managed Applications | Microsoft Learn](#)

# SaaS offer using "SaaS Accelerator" tool

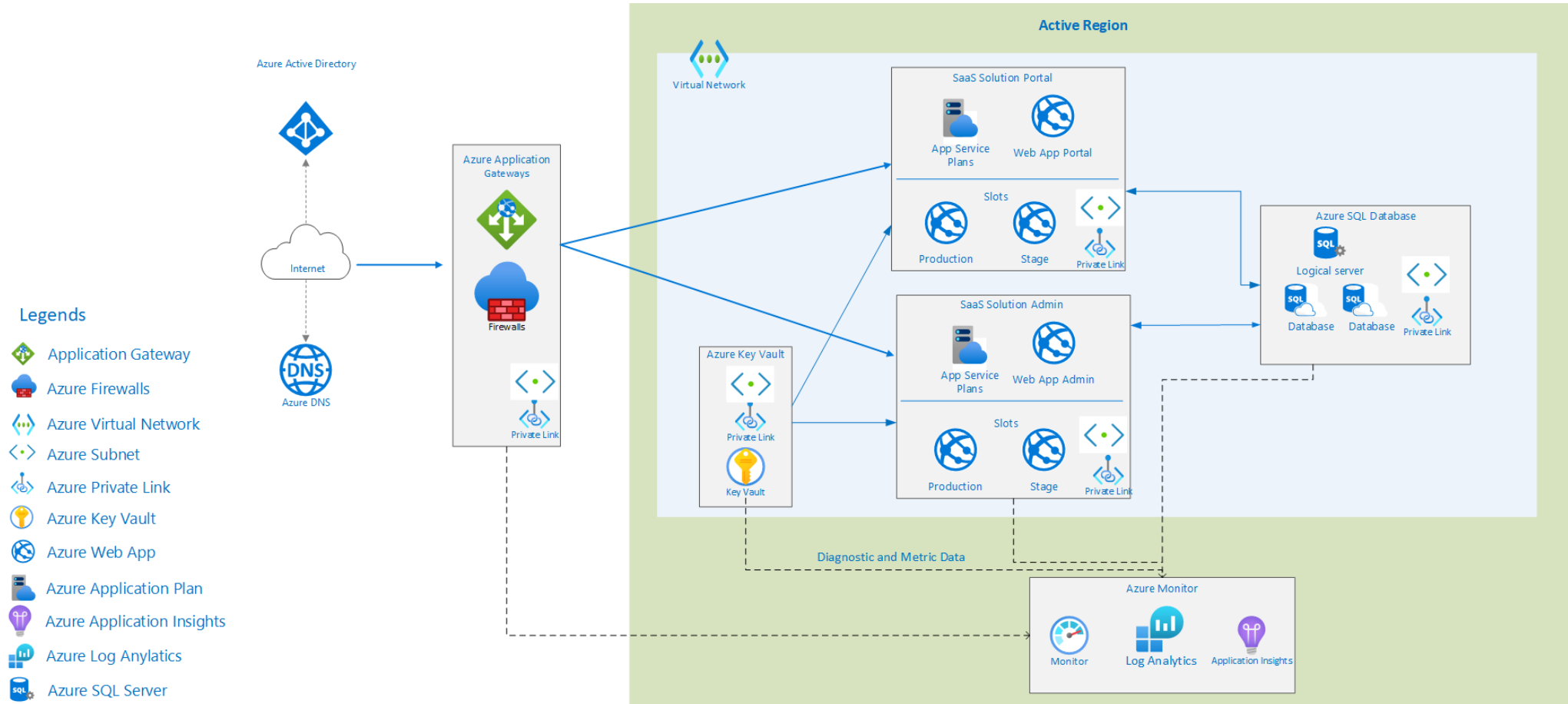


Turnkey solution developed by Microsoft to facilitate the management of your customers' subscriptions: workflow management, pricing adjustment, etc.



# SaaS offer using "SaaS Accelerator" tool

Technical architecture of this solution complies with the recommendations of the Azure Well-Architected Framework and Azure Security Center :



**Don't hesitate,  
contact us**

**The future is a  
playfield**

