

Microsoft Azure Services

Service Definition

Summary of Service

Telana acts as an indirect reseller of Microsoft services via our agreement with Bytes. This service provides you with access to the entire portfolio of Microsoft Azure services, while we act as your strategic partner, negotiating terms, securing funding, and managing discounts on your behalf to ensure you maximise the value of your cloud investment.

Service Features

- / Full access to the Microsoft Azure portfolio (IaaS, PaaS, SaaS)
- / Commercial negotiation and optimisation
- / Management of funding and discount opportunities
- / Consolidated billing and simplified procurement
- / Access to Telana's Azure expertise and wider service portfolio

Service Benefits

- / Simplifies the procurement and financial management of your entire Azure estate.
- / Maximises your return on investment through expert commercial negotiation and cost optimisation.
- / Provides a strategic partnership that extends beyond a simple transactional license sale.
- / Offers a single point of contact for both commercial management and access to expert technical guidance.

Service Description

Full Azure Portfolio Access

Through our partnership, you gain access to the complete range of Microsoft Azure services. This includes Infrastructure as a Service (IaaS) for virtual machines and storage, Platform as a Service (PaaS) for databases and development environments, and advanced services for AI, machine learning, IoT, and data analytics. We provide a single channel to procure and manage all the cloud resources your organisation needs.

Commercial Management & Optimisation

Our primary role as your partner is to handle the commercial complexities of your Azure estate. Our team leverages our relationship with Microsoft and Bytes to negotiate the best possible terms for you. We proactively seek out funding programmes, special discounts, and optimisation opportunities to ensure you are always on the most cost-effective plan for your consumption.

Unified Billing and Procurement

We streamline your procurement process by providing a single, consolidated bill for all your Azure consumption. This simplifies financial management and provides clear visibility into your cloud spending. Our team is your first point of contact for any billing queries, removing the need to navigate complex vendor support channels.

Strategic Partnership & Expertise

This service is your gateway to Telana's deep technical capabilities as a Microsoft Azure Expert MSP. Beyond just reselling, we act as your strategic cloud partner. This means you have direct access to our expert advisory, engineering, security, and support services to help you design, build, and manage your Azure environment effectively.