Azure Arc
Secure and Manage workloads with Azure services anywhere

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Hybrid and multicloud is a reality

Complexity

"I need to have health visibility in a single pane of glass to all my existing and future infrastructure and applications."

Compliance

"I need to manage security and incident management across my public cloud and datacenter assets."

Inconsistency

"I want my on-prem skills to work in the cloud, and my cloud skills to work on-prem."

Regulation

"Our DB layer must remain on-premises due to regulatory requirements."

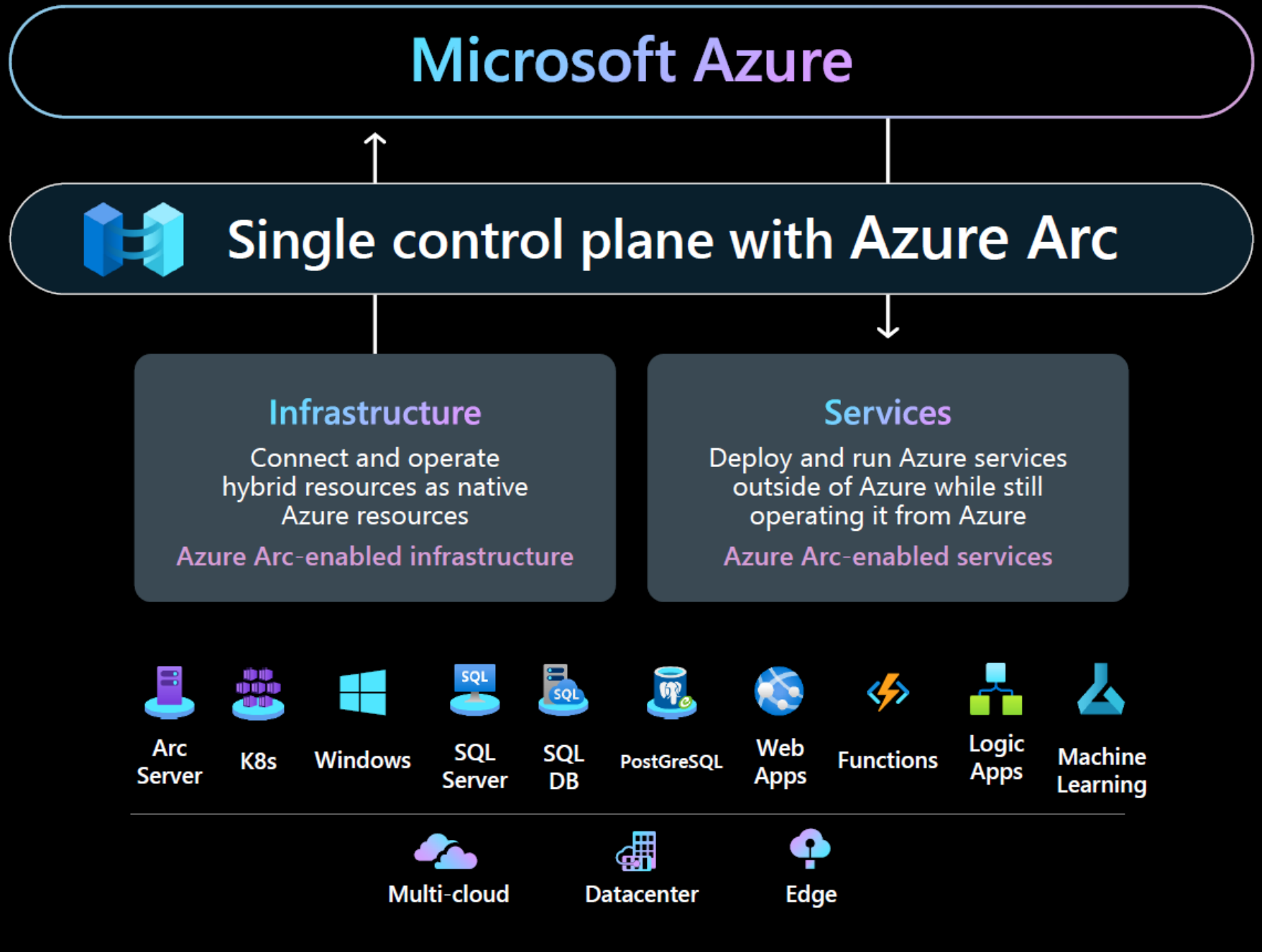
Latency

"We can't take a dependency on the internet. If we lose connectivity, we still want to be able to access the data."

Legacy

"I want to leverage the latest cloud innovation for my legacy workloads and reduce labor costs."

Multicloud Datacenter Edge


Microsoft Azure
Single control plane with Azure Arc
Infrastructure
Connect and operate hybrid resources as native Azure resources
Azure Arc-enabled infrastructure
Services
Deploy and run Azure services outside of Azure while still operating it from Azure
Azure Arc-enabled services
Arc Server
K8s
Windows
SQL Server
SQL DB
PostGreSQL
Web Apps
Functions
Logic Apps
Machine Learning
Multi-cloud
Datacenter
Edge

Azure Arc-enabled infrastructure

Bring on-premises and multi-cloud infrastructure to Azure with Azure Arc

Azure Arc-enabled servers

Organize, inventory, and monitor
Governance and Security
Simplified role-based operations
Physical, Virtual, Windows, Linux

Windows Server

suse

Red Hat

aws

AWS Linux 2

GENERALLY AVAILABLE

Azure Arc-enabled SQL Server

Organize, inventory, and monitor
Governance and Security
Use with your existing SQL servers
Free SQL Assessment

GENERALLY AVAILABLE

Azure Arc-enabled Kubernetes

Organize, inventory, and monitor
Governance and Security
Monitoring and Policy
GitOps-based zero-touch deploy

CANONICAL

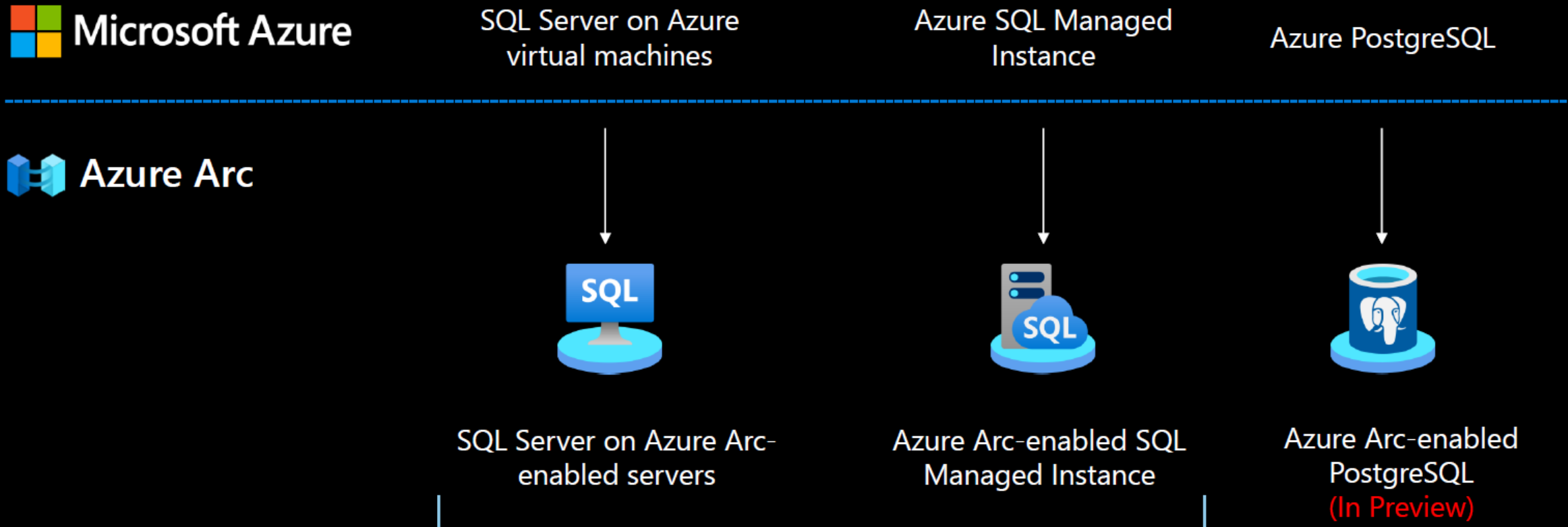
RANCHER

OpenShift

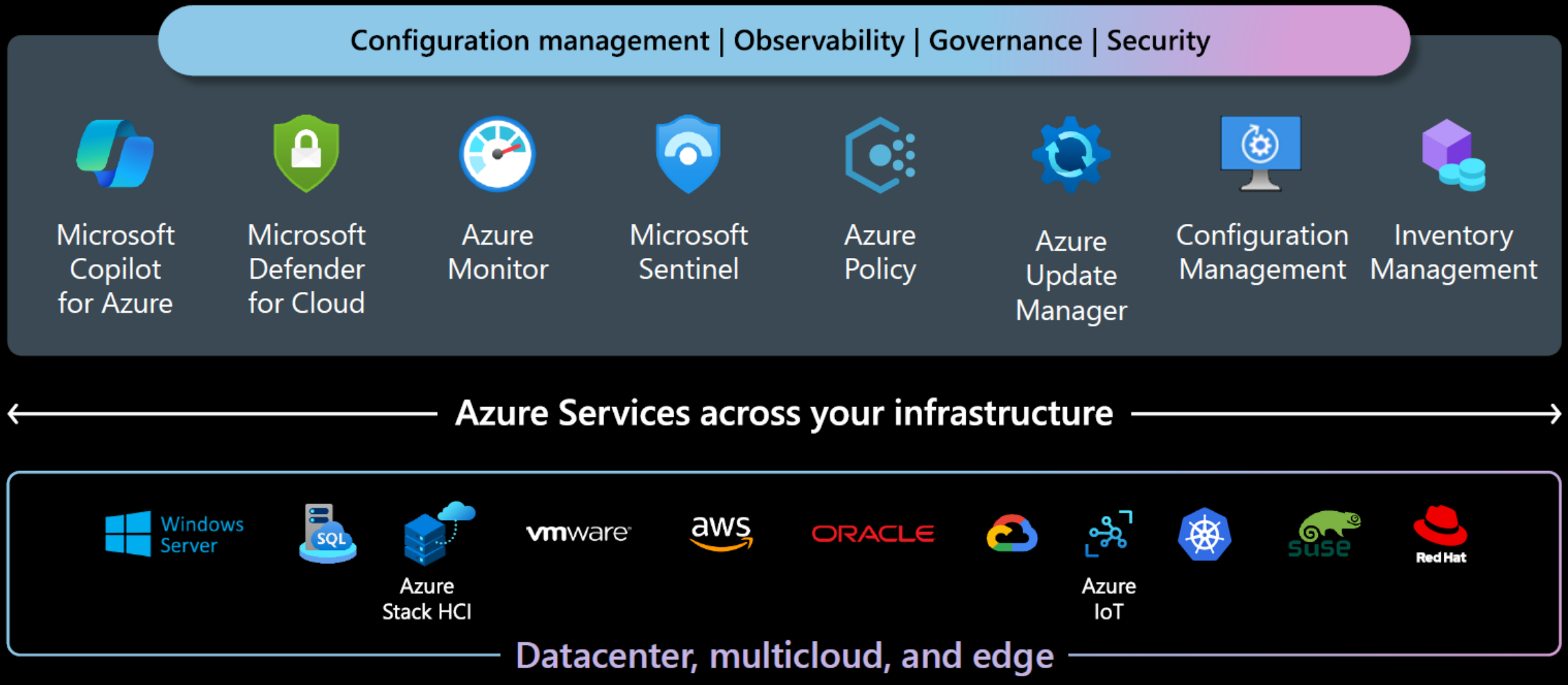
AKS on Azure Stack HCI

GENERALLY AVAILABLE

Azure SQL and PostgreSQL enabled by Azure Arc



Azure Arc extends Azure services to your Data Center



Azure Arc-enabled Servers pricing

Azure Arc is **FREE to install**. Basic management services like inventory, tagging, server organization, RBAC, and querying with Azure Resource Graph are free. Paid services are:

Microsoft Defender for Cloud $5/server/month (Plan 1) or $15/server/month (Plan 2)

Free for the first 30 days, with 500MB/server included data. $0.02/server/hr.

Azure Monitor $2.30/GB [pay-as-you-go]

Billed for log analytics, tests, metrics, alerts, and notifications. 5GB per billing account/month is included

Microsoft Sentinel $2/GB-ingested [pay-as-you-go]

Billed for volume of data ingested for analysis in Microsoft Sentinel, stored in the Azure Monitor Log Analytics workspace

Azure Update Manager $5/server/month [pay-as-you-go]

Charged at a daily prorated value of $0.16/server/day. Only charged for days when Arc servers are connected and managed

Azure Policy Guest Configuration $6/server/month

Policies assigned by Defender for Cloud, ESUs, or on Azure Stack HCI resources are exempt

Azure Arc-enabled servers pricing

Example 1

Scenario 1: A customer onboards 50 Windows (or Linux) servers that are running on-premises to Azure with Azure Arc and tags these servers in Azure, applies RBAC, organizes these servers into management groups and queries properties with Azure Resource Graph. In addition, the customer also applies a set of common Azure Policy Guest Configurations across all these servers.

The applicable cost components are:

Component	Cost
Connectivity to Azure Arc, Tagging, RBAC, Management Groups and Azure Resource Graph	$0
Azure Policy Guest Configurations	$6/server/month (Unlimited policies)

For more details on Azure Arc pricing visit our pricing page: https://aka.ms/azurearcpricing

The Azure Arc-Enabled SQL Opportunity

SQL Server enabled by Azure Arc pricing model

- Detailed Inventory
- SQL Best Practice Assessment
- Single sign-on
- Auto patching
- Auto backup
- Monitoring**
- TDE with Azure Key Vault**

Microsoft Azure

Additional services ($)*

- Microsoft Defender for SQL Server
- Log Analytics
- Purview Integration
- Synapse Link
- Azure Policy
- Azure Monitor
- HA/DR Inventory Management**
- Cluster aware patching and upgrades**
- Point-in-time restore**
- Backup long-term retention to Azure/S3**

No additional cost to *L+SA or PAYG* customer

No additional cost to *any* customer

Control plane functionality:

Tagging, management groups, activity logs, templates, Resource Graph, RBAC

Manage license type

Basic Inventory

Customers' servers and clusters

*Pricing for Azure Arc-enabled services and additional management services is consistent with Azure pricing.

** Not available today. On the product roadmap

New cloud billing model for SQL Server

Better cost efficiency when paying only for what you use

SQL Server pay-as-you-go licensing enabled by Azure Arc
(per core per month/hour)

Pricing	Monthly rate	Hourly rate
Standard Edition	$73	$0.100
Enterprise Edition	$274	$0.375

Flexible licensing options

Choose from consumption-based licensing and perpetual SQL Server license

Cost efficiency

Pay by the hour for spikes and ad-hoc usage. No need for full upfront investment

Supports hybrid deployment

Consistent purchasing option across on-premise and in 3rd party cloud

Available on SQL 2014, 2016, 2017, and 2022.

SQL PAYG vs Other SQL agreements

	SQL subscription/EA/EAS/OV/OVS		Pay-as-you-Go
Infrastructure environment	On-premise		On-premise
Commitment	1 year or 3 year	✓	No commitment
Payment terms	Upfront	✓	Monthly (will be part of Azure bill)
CAPEX/OPEX	CAPEX	✓	OPEX
Purchase order	Required	✓	Not required
Charging granularity	Per Year	✓	Per Hour
VM/SQL Server instance is stopped	Charge	✓	No Charge
Decrease the #cores	Not Possible	✓	Any time
Increase the #cores	Another commitment with new start/end date	✓	Any time
Switch from SQL Std to Enterprise or vice versa	Not Possible Another commitment with new start/end date	✓	Any time
Compliancy	Need to follow up actual usage for any changes	✓	No need for follow up. Done automatically
Arc Agent	Not required	✓	Required
SQL Server – Fail-over Rights	Yes		Yes
Internet Connectivity	Not required	✓	Not required at all times. The usage is reported and accounted for by the billing logic when the connectivity is restored.

Copilot for SQL Server

A first-look* into the future

Enable self-help for day-to-day management

Gain insights on running a performant, secure and reliable SQL Server environment at scale

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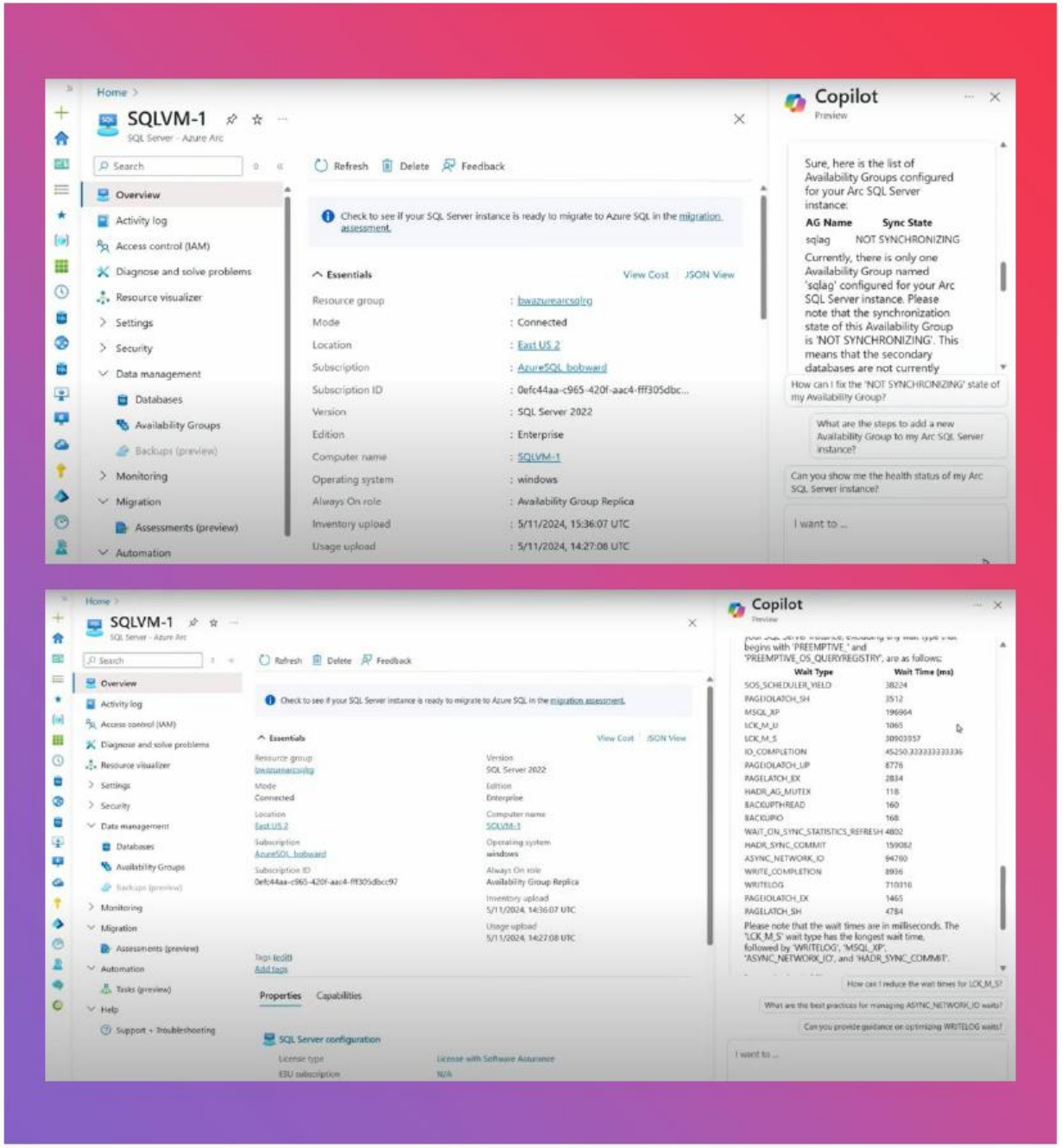
Simplify inventory management even further

Azure Resource Graph query to track instance and database level info

[Demo at BUILD 2024]

* This feature is not available for public yet.



Questions?

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