

Gain choice and flexibility in your cloud spend



Support your business goals in the cloud

Cloud adoption is now the norm. In fact, organizations run 53% of their workloads and store 51% of their data in a public cloud today.¹ And they expect to expand both by 6% in the next 12 months.¹

Red Hat and Microsoft offer pricing and consumption solutions that work together to help you optimize costs and maximize flexibility on your cloud journey.

Support your business goals in the cloud

Cloud adoption is no longer optional for businesses that want to compete in an increasingly digital world. No matter where you are in your cloud journey, Red Hat and Microsoft help you support your business goals – and budget – in the cloud. Together, [Red Hat® Enterprise Linux®](#) and [Microsoft Azure](#) provide a flexible, production-grade foundation for open hybrid cloud environments that helps you improve productivity, security, and operations as you adapt to a more digital world. We also offer pricing solutions that work together to help you optimize costs and maximize flexibility when moving to the cloud.

Maximize your flexibility with Red Hat Cloud Access and Azure Hybrid Benefit for Linux

The combination of [Red Hat Cloud Access](#) and [Azure Hybrid Benefit for Linux](#) lets you convert between *pay as you go* and *bring your own subscription* consumption models swiftly, readily, and without downtime. Red Hat Cloud Access is a program that makes your Red Hat product subscriptions and benefits portable across on-site datacenters and certified public cloud providers. You pay Red Hat for subscriptions, and pay your Microsoft for services used on Azure cloud infrastructure.

Azure Hybrid Benefit for Linux lets you efficiently change the software subscription model for your Azure virtual machines. You can bring your Red Hat Enterprise Linux subscriptions directly to Azure and apply them to your Azure virtual machines. You pay Microsoft for both Red Hat Enterprise Linux and Azure virtual machines on a pay as you go basis.

These 2 solutions work together, allowing you to change your pricing model from a bring your own subscription to pay as you go, or from a pay as you go to bring your own subscription, on demand as your needs change. Regardless of which pricing model you choose, you are backed by the same expert co-located support experience from Red Hat and Microsoft experts.

Bring your own subscription



- ▶ Separate billing for operating system and Azure Virtual Machines
- ▶ Apply Red Hat pricing programs to subscriptions, and MACC and Reserved Instances to Azure Virtual Machines

Pay as you go



- ▶ Unified billing for operating system and Azure Virtual Machines via Microsoft
- ▶ Apply MACC and Reserved Instances to Azure Virtual Machines with Red Hat Enterprise Linux

¹ Flexera. "[Flexera 2023 State of the Cloud Report](#)," March 2023.



Reduce costs with Azure Hybrid Benefit for Linux

Azure Hybrid Benefit for Linux supports simple, post-deployment, bidirectional conversion between different subscription consumption models. This solution extends to virtual machine scale sets, spot virtual machines, and custom images giving you more choice and flexibility.

[Learn more](#) about Azure Hybrid Benefit for Linux.

Optimize your cloud costs

82% of organizations say managing cloud spend is a top challenge.¹ Red Hat Cloud Access and Azure Hybrid Benefit for Linux let you align your cloud spend and consumption models with your organization’s budget and procurement processes. Choose how and which company you pay for your operating system and cloud virtual machines at all times. Pay Red Hat for Red Hat Enterprise Linux subscriptions and Microsoft for Azure virtual machines, or pay Microsoft for both with unified billing for pay as you go pricing.

You can also use your Red Hat Hybrid Committed Spend (HCS) and Microsoft Azure Consumption Commitment (MACC), as well as Azure Reserved Instances, with these programs to save even more. For example, applying Azure Hybrid Benefit for Linux with reserved instances results in savings of up to 76% over standard pay as you go pricing.² [Estimate your savings](#) using the Azure pricing calculator.

Finally, Red Hat and Microsoft provide tools to help you track and manage your spending. [Microsoft Cost Management](#) lets you monitor, allocate, and optimize cloud costs with transparency, accuracy, and efficiency while the [Red Hat Insights](#) subscriptions service – included with Red Hat Enterprise Linux – lets you track Red Hat subscription use across your entire environment efficiently and confidently.

Switch consumption methods efficiently– without downtime

72% of organizations say managing software licenses is a challenge when moving to the cloud.¹ Red Hat and Microsoft make it easy to manage and optimize your subscriptions and consumption models. Switch between subscription-based and on-demand pricing at any time, without restarting running instances. For example, choose pay as you go pricing for development systems that are used for a few hours at a time, and subscription-based pricing for production systems. As needs change, you can select the pricing method that makes the most sense, while avoiding operational disruptions and maintaining continuity.

Learn more

Red Hat and Microsoft help you gain control of cloud complexity so you can focus on innovation.

- ▶ [Learn more](#) about Red Hat Cloud Access.
- ▶ [Learn more](#) about the benefits of running Red Hat Enterprise Linux on Microsoft Azure.

² Based on one standard D2s v4 Azure VM with a Red Hat Enterprise Linux subscription in the East US region running at a pay-as-you-go rate versus a reduced rate for a 3-year Reserved Instance, as of June2023. Actual savings may vary based on location, instance type, or usage.



About Red Hat

Red Hat is the world’s leading provider of enterprise open source software solutions, using a community-powered approach to deliver reliable and high-performing Linux, hybrid cloud, container, and Kubernetes technologies. Red Hat helps customers develop cloud-native applications, integrate existing and new IT applications, and automate and manage complex environments. [A trusted adviser to the Fortune 500](#), Red Hat provides [award-winning](#) support, training, and consulting services that bring the benefits of open innovation to any industry. Red Hat is a connective hub in a global network of enterprises, partners, and communities, helping organizations grow, transform, and prepare for the digital future.

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