

Microsoft Licensing

Is a CSP right for you?

What is a CSP?

- A Cloud Solution Provider (CSP) is an organization designated by Microsoft to resell and provide support for Microsoft software including, Office 365.

What are my options outside of utilizing a CSP?

- The Enterprise Agreement (EA) has been the most popular method for purchasing and managing Microsoft software licenses, but this comes paired with a lot of costs and commitments that are often unnecessary.

Is a CSP right for my organization?

- An EA may still be the right choice for you if your organization is predictive, stable, contains 500+ employees, and has an IT department that has the necessary skills to adopt and manage Microsoft Cloud services.
- Using a CSP may be the right choice for you if your organization has less than 500 employees, you may be adding or removing users in a 3-year time frame, you're in the process of learning skills to migrate to the cloud, and you're looking for a scalable solution that allows you to adapt as the needs of your organization change.

	Enterprise Agreement (EA)	Cloud Solutions Provider (CSP)
Commitment	3 Year Agreement.	Monthly - no commitment, can cancel at any time.
Payment Requirements	Annual upfront, back-charged for added users.	Monthly.
Ideal Number of Users or Devices	≥ 500.	Flexible.
Ongoing Support	None.	Access to 1-tier technical support from Microsoft-certified engineers.
Increasing User Accounts	Anytime.	Anytime.
Decreasing User Accounts	Annually, no decrease allowed for on-going premises licensing. Need to keep a minimum quantity of 500 licenses.	Anytime.
Flexible Licensing	None.	Only pay for what you use.
Discounting	3% on Cloud licensing, additional discounts at 2500 users.	Variable (depends on CSP).