



Transition to CSP with Confidence

Your Strategic Path Forward from EA to CSP as Microsoft Licensing Evolves

Microsoft is fundamentally changing how organizations purchase and manage cloud services. As Enterprise Agreements (EA) phase out for most organizations, transitioning to a Cloud Solution Provider (CSP) model offers greater flexibility, enhanced support, and strategic advantages that align with modern business needs.

MicroAge's CSP program combines a proven methodology with award-winning support to help you maximize your Microsoft investment.

Your Transition in Four Phases

1 ASSESSMENT & DISCOVERY

Analyze your current environment and licensing needs

2 OPTIMIZATION & PLANNING

Right-size licenses and identify cost savings

3 PROVISIONING & MIGRATION

Transition seamlessly with zero service disruption

4 TRAINING & SUPPORT

Support with ongoing optimization and strategic guidance

Understanding the Shift

Microsoft is moving away from traditional volume-based licensing toward cloud-first solutions:

- **EA Renewals Ending:** Most organizations no longer qualify for Enterprise Agreement renewal.
- **Pricing Parity in Nov. 2025:** The traditional EA discount advantage was eliminated for Online Services.
- **Cloud-First Strategy:** Microsoft is prioritizing flexible, scalable subscription models compared to rigid multi-year commitments.
- **Threshold Requirements:** Organizations below Microsoft's volume thresholds face forced transitions.

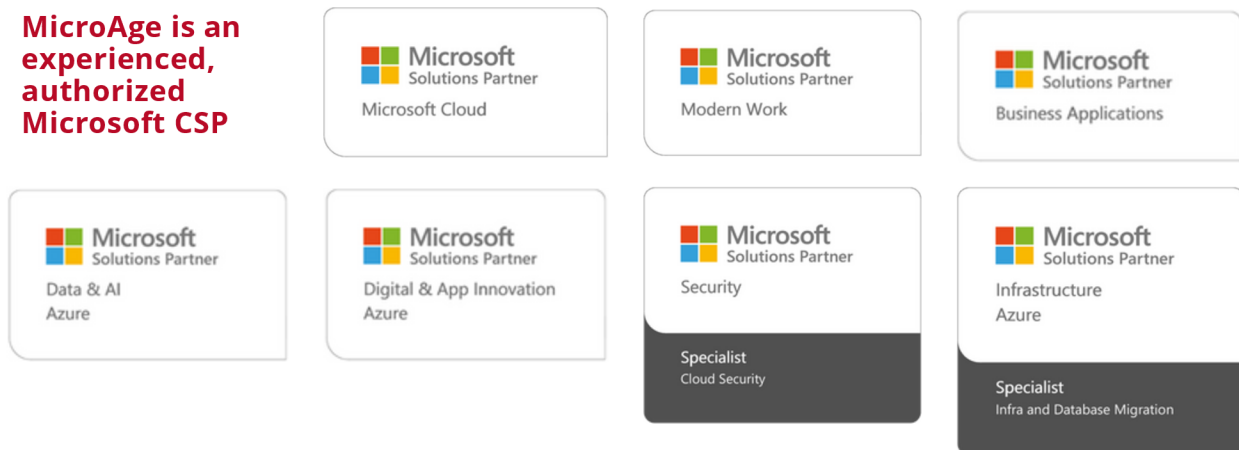
To learn more about transitioning from EA to MicroAge CSP, contact your Account Executive, call 800-544-8877, or email solutions@microage.com. | www.microage.com



The Benefits of Moving to CSP

- **Strategic Flexibility.** CSP offers monthly, annual, or multi-year licensing options that scale with your business.
- **Cost Optimization.** Easy, pay-as-you-go models prevent overcommitment while providing predictable budgeting and right-sized licensing.
- **Enhanced Support.** Included 24/7 expert support is standard with MicroAge CSP—no additional Microsoft Unified Support contract required.
- **Simplified Management.** Streamlined billing and portal-based license management improve operational efficiency and reduce administrative burden.
- **Direct Partner Relationship.** Work with a trusted Microsoft Solutions Partner who understands your business and provides personalized guidance.

MicroAge is an experienced, authorized Microsoft CSP



Timing Matters: Act Now

Organizations that plan 6-12 months ahead of EA renewal experience:

- Smoother transitions with stakeholder buy-in
- Better cost optimization through thorough analysis
- Proper training and change management
- Control over timeline vs. reactive scrambling

What's Next

Every EA situation is unique, and your transition should be too. Schedule a discovery session with our Microsoft licensing and cloud experts to:

- ✓ Review your current EA timeline and obligations
- ✓ Analyze your license usage and optimization opportunities
- ✓ Explore customized transition strategies
- ✓ Understand true cost impacts and ROI potential