

EA to CSP

Switch from a Microsoft Enterprise Agreement to a Cloud Solution Provider model with a trusted technology partner.

As Microsoft updates its EA framework in 2025, now is the time to consider CSP for a more flexible, scalable licensing solution with a cloud partner committed to giving you superior customer service and guidance.



THE MICROSOFT LICENSING LANDSCAPE IS CHANGING

EA to CSP: Why you should act now

Microsoft has announced that, starting January 1, 2025, some customers with cloud EAs won't be able to renew under the current framework. Instead, they'll be shifted towards the Microsoft Customer Agreement for Enterprise (MCA-E), and small and midsize organisations will be encouraged to explore the MCA-E and CSP model. **Here's what this means for your business...**

If your EA expires soon, you may not be eligible for renewal under the traditional framework.

Waiting until the last minute could leave you scrambling for a licensing solution.

Delays could lead to compliance issues and unnecessary expenses.



The CSP model is a compelling option, offering you flexibility, scalability, cost optimisation, and expert guidance from a collaborative cloud partner.

WHY TRANSITION FROM EA TO CSP?

The benefits of switching to CSP

Cost efficiency and budget control

You'll be able to manage your budget more effectively with transparent pricing and predictable monthly expenses.

Flexibility and scalability

You'll have the freedom to adjust your licensing strategy to support your business growth and changing user demand.

Simplified billing

You'll have access to our self-service portal for a unified view of your IT costs and clear invoices for your Microsoft resources.

Streamlined management

You'll be able to purchase licences, adjust licence quantities, and view consumption data in our self-service portal.

CUSTOMER INSIGHT

BUI's ability to provide expert support at a moment's notice has been invaluable... We've now moved beyond Azure into networking, disaster recovery, and security. BUI has demonstrated that there are even greater possibilities, and we're poised to embrace future innovations with the team's support.

David Price – CIO, Life Healthcare

The differences between EA and CSP

EAs can often lead to unused or misaligned licences, resulting in wasted expenditure. Moving from EA to CSP is your chance to streamline and optimise your licensing to better match your needs – and our experts can guide you every step of the way.

FEATURE	TRADITIONAL EA	CSP
LENGTH OF COMMITMENT	Three-year agreement.	Month-to-month flexibility.
BILLING STRUCTURE	Upfront or annual payments.	Pay-as-you-go monthly billing.
SCALABILITY	Limited. Licences are easy to add, but difficult to reduce.	Fully scalable. Licences can be adjusted as required.
SUPPORT	Direct Microsoft support. Minimal partner involvement.	Partner-led support, with expert guidance.
COST CONTROL	Potential large upfront costs that are challenging to predict.	Predictable monthly costs and optimised spending.
FLEXIBILITY	Locked into a fixed licence quantity for three years.	Scale up or down based on the needs of the business.

WHY CHOOSE BUI AS YOUR CLOUD PARTNER?

Transition from EA to CSP with confidence

Transitioning from EA to CSP doesn't have to be complex. We're here to help you navigate Microsoft's evolving licensing landscape and maintain a secure, compliant cloud estate.

Expert guidance

We'll assess your business objectives and create a tailored cloud licensing strategy.

Customised solutions

We'll make your CSP licensing fit, whether you need Azure, Microsoft 365, or security.

Seamless transition

We'll handle your transition from EA to CSP with minimal disruption to your operations.

Extra value

BUI CSP customers qualify for the Essential package of our a2zManaged Azure offering.

NEXT STEPS

Get started today! Make your move from EA to CSP

Don't wait until your EA renewal deadline is looming: start preparing for your move to CSP right now. Let's ensure your business remains geared for success, with a future-proof licensing strategy and a dedicated cloud partner on your side. **Contact us to arrange a consultation.**

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