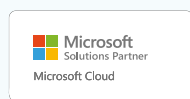


# CSP vs EA: a side-by-side comparison

The unique capabilities of CSP and EA can make it challenging to know which route is best for your organisation.



## What is CSP?

A Microsoft Enterprise Subscription Agreement is a volume licensing agreement, adapted for Online Services, on-premises solutions, and Azure.

## What is an EA?

The Cloud Solution Provider (CSP) programme is an initiative by Microsoft aimed at promoting cloud adoption among users. This program is structured to seamlessly integrate online services, Azure, and on-premises software with partner services offered through the program.

## What are the differences?

| Offering             | Enterprise Agreement (EA)  | Cloud Solution Provider (CSP)   |
|----------------------|--|---|
| Target audience      | Large organisations  | Small, medium, and large organisations  |
| Sector availability  | Commercial, NFP, education, and public sector (PS)   | Commercial, NFP, education  |
| Agreement term       | 3 years fixed term   | Evergreen agreement   |
| Online services term | 3 years fixed term   | Monthly, annual, and triennial options  |
| Billing terms        | Annual for 3 years. Azure consumption billed monthly in arrears or via Annual Azure prepayment | Monthly, annual, and triennial options. Azure consumption billed monthly in arrears |
| Invoicing            | Invoiced directly by Microsoft (except for PS)   | Invoiced by Phoenix   |

| Offering                           | Enterprise Agreement (EA)   | Cloud Solution Provider (CSP)  |
|------------------------------------|---|--|
| Minimum commitment                 | A Minimum of 100 for PS, 1000 for education, 250 for NFP and 500 for commercial qualified users | No minimum commitment required   |
| Org-wide commitment                | Yes   | No   |
| Azure offerings                    | Azure Prepayment. Reserved Instances and Saving Plans   | Reserved Instances and Saving Plans.   |
| Product availability               | Azure, on-premises software, and online services  | Azure, on-premises software, and online services   |
| Product type                       | Subscriptions only  | Subscription and perpetual   |
| Availability of Software Assurance | Software Assurance is included when purchasing via an EA  | There is no notion of Software Assurance in CSP. Similar benefits are provided in software subscriptions                           |
| Co-term availability               | Yes, to each anniversary or renewal (online services only)                                      | Yes, to the calendar month or existing subscription (online services only)   |
| Scaling down                       | Can be done at each anniversary providing the minimum commitment is met                         | Can be done at the end of each commitment term   |
| Scaling up                         | At any time during the agreement  | At any time during the agreement   |
| License management                 | Done via the Microsoft Admin Portal (MAC)   | Assignment and user management is done via the Microsoft Admin Portal (MAC). Purchasing and renewal management can be done vis PSP |
| Support and services               | Not included. Purchased separately via Microsoft's Unified support                              | FOC services bundled with your NCE purchases. Additional managed services are available at request                                 |
| Pricing                            | Formalised pricing and discounts set by Microsoft   | Flexible pricing set by Phoenix  |
| Price protection                   | Protection throughout the agreement term  | Protected throughout the subscription term   |

## Speak to our Microsoft Licensing Specialists today

Determining which agreement depends on your organisations sector eligibility, size, and specific needs. CSP stands out for Commercial and SMB end users that want to benefit from greater flexibility, support, and a more cost-effective solution.

Get in touch with our experienced specialists today to find out more about Microsoft licensing for your organisation.

[Get in touch now](#)

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