



Enterprise Agreement (EA) vs Cloud Solution Provider (CSP)

There are two choices when procuring Microsoft Azure licenses. Direct, through an Enterprise Agreement with Microsoft/LSP or, direct through a Cloud Solution Provider (CSP) like Tallan. This chart provides detailed comparison points for your review while you consider your options.

FEATURES	ENTERPRISE AGREEMENT	CLOUD SOLUTIONS PROVIDER PROGRAM (CSP)
Provided Services	All Microsoft Products	Microsoft Office 365 Microsoft SharePoint Online Microsoft Office Pro Plus Microsoft Dynamics Online Visio Microsoft Exchange Online Microsoft Skype for Business Microsoft Teams Microsoft Azure
Support	Not Included	Microsoft Premier Support*
Flexible Licensing	Not Available	Only pay for what you use
Ideal Number of Users	500 or more	Flexible
Removing & Adding Users	Anytime, but only with annual true-up billing	Anytime, as needed
Contract Terms	3 Year Minimum	Pay as you go
True-up Billing	Annually	None
Payment	Upfront, Yearly	Monthly or Yearly

*Get prioritized, technical support for you & your customers. Drive your customers' projects forward with proactive services. Maximize customer satisfaction with service delivery backed by Microsoft. Be more agile by leveraging a rich catalog of training developed and delivered by Microsoft.