

# Enterprise Agreements (EA) vs. Cloud Solution Provider (CSP) Model

Managed Solution's flexible CSP model delivers personalized, scalable solutions with faster support and competitive pricing. Our deep bench of certified Microsoft engineers is equipped to provide top-tier support, consulting and project execution across the entire Microsoft stack. Partner with us and experience a simpler, more flexible and hassle-free way of managing and scaling your Microsoft solutions.



**Microsoft Gold  
Partner**



**Tier 1 Cloud  
Solution Provider**



**3x Specialized Microsoft  
Solution Partner**

Feature/Benefit	Enterprise Agreement (EA)	Cloud Solution Provider (CSP) Model
<i>Minimum License Commitment</i>	2000+ Users	No Minimum Required
<i>Contract Length</i>	Typically 3 Years	Flexible (Monthly or Annual)
<i>Discounts</i>	Volume Discounts for Enterprise Customers Only (2000+ Seats)	Competitive Discounts for All Sizes
<i>Support</i>	Minimal or Not Included	Complimentary Microsoft Premier Support included, 15-minute SLA
<i>Consulting</i>	Not Included	Complimentary Consulting and Strategy
<i>License Adjustments</i>	Long Turnaround Time with Limited Support and No License Downgrades	Easy Adjustments During the Term and Downgrades Allowed at Renewal
<i>Customization</i>	Limited	Tailored to Your Needs

## Get Started Today

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