



Two Microsoft Licensing Paths. One Partner Accountable for the Outcome.

Take Control of Your Microsoft Environment.



	Microsoft EA Off-Ramp Licensing-Only CSP	Microsoft EA Replacement CSP + Microsoft Enterprise Support
What it is	A licensing-only CSP agreement. Pricing transparency, right-sizing guidance, and structured commercial terms. Support sits outside this relationship.	CSP licensing with Microsoft Enterprise Support. One partner owns the licensing and the support outcome.
Best for	Teams leaving the Microsoft EA that want Microsoft EA-like pricing structure and manage support internally.	Organizations replacing Microsoft EA and Unified Support together, where senior-engineer access and escalation ownership are requirements.
Replaces	Microsoft Enterprise Agreement	Microsoft Enterprise Agreement + Unified Support
Term	3-year with a stepped discount.	Annual. No multi-year commitment.
Discount	15% year one, 10% year two, 5% year three. EA-like structure without a support purchase.	15 to 20% , maintained through an active support relationship.
Support	Not included. Microsoft Enterprise Support is available separately if needed.	Senior engineer-led Microsoft Enterprise Support: direct access, escalation ownership, 93% in-house resolution, pay-for-what-you-use structure.
Governance	Commercial governance and pricing transparency.	Full operational governance. Licensing optimization plus proactive management of your entire Microsoft environment.
What you control	Your contract, your terms, and transparent pricing.	A governed, supported Microsoft environment. One partner is accountable for the outcome.

What the Numbers Show

1,000-seat example, Microsoft EA Replacement + Microsoft Enterprise Support

Post-2025 Microsoft EA discounts have flattened across all tiers. This comparison reflects current market conditions

Your team manages support and escalation internally. A 3-year EA-like pricing structure suits your planning cycle.

Microsoft EA Off-Ramp pricing anchor

Structured 15 / 10 / 5% stepped discounts against Level A list pricing on EA renewals. Organizations that previously held 6 to 12% volume discounts are losing them entirely under the new EA structure. The EA Off-Ramp restores that structure without requiring a support purchase.

Why DCG over a large LSP or distributor

LSPs and distributors sell licenses. They do not own what happens after. When an escalation stalls, a support case sits open, or Azure spend drifts, they refer you back to Microsoft. DCG is built differently. Senior engineers handle 93% of cases in-house. One partner is accountable for your licensing outcome and your support outcome. That level of accountability is not something large-scale providers can profitably sustain. It is the only model DCG runs.

Cost Component	Annual
EA License (~5% disc.)	\$638,400
Unified Support (~10%)	\$63,840
Internal escalation (est.)	\$25,000
EA + Unified Total	\$727,240
DCG CSP License (15% disc.)	\$571,200
Microsoft Enterprise Support (240 hrs)	\$56,400
DCG CSP + Support Total	\$627,600
Annual Saving	\$99,640 (13.7%)
3-Year Saving	\$298,920

Not ready to commit? Start with the License Optimization Accelerator. A diagnostic that maps your current licensing position against your actual deployment. The full fee applies toward whichever path you go down.

Why This Decision Matters Now

Microsoft eliminated EA volume discount tiers (Levels B/C/D) in November 2025. All Microsoft EA renewals now default to Level A list pricing, a **50 to 70%** compression of discounts organizations previously relied on. MCA-E migration began March 2026, and organizations under **2,400** seats may no longer be offered an EA renewal.

50 to 70%

Compression in EA volume discounts post-November 2025 across all organization sizes.

8 to 12%

Of total Microsoft spend consumed by Unified Support, compounding with every license added.

~60%

Of enterprises are dissatisfied with Microsoft Unified Support quality, speed, or cost (industry research).

Start Your Transition. Lock In Your Pricing

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