MICROSOFT ENTERPRISE LICENSING

The rules of Microsoft licensing have changed.

In under a year, Microsoft has reshaped the economics of enterprise licensing for organizations of every size. Discounts have collapsed, the EA is closing to many, prices are rising, and support and cloud commitments keep compounding. Seeing the full picture is the first step to getting ahead of it. Governance is how you stay there.

01 — NOV 2025

Microsoft EA volume discount tiers eliminated

Microsoft removed discount Levels B, C, and D from all Enterprise Agreement renewals. Every EA customer now renews at Level A, which is full list price. The 6 to 12% volume discounts organizations relied on have been removed entirely.

02 — MAR 2026

Microsoft EA replaced by MCA-E

Microsoft began migrating all EA customers to the Microsoft Customer Agreement for Enterprise. MCA-E operates on term-based pricing with standardized contract provisions. Annual true downs are eliminated. Account management shifts back to Microsoft. Organizations under 2,400 seats may be declined by an EA renewal entirely and moved to CSP regardless of preference.

03 — JUL 2026

Microsoft raised cloud product list prices globally

Microsoft increased cloud product list prices across its portfolio. For organizations already absorbing collapsed EA discounts and MCA-E migration, this increase will compound cost pressure on every seat and every renewal conversation. The window to act ahead of it is closing.

Compounding Pressures Running Across the Entire Timeline

These are not single-date events. They compound with every license added, every dollar of cloud spend, and every seat renewal.

2,400

Microsoft EA seat minimum rising to -2,400

Organizations below this threshold will be moved off EA agreements. The majority of mid-market companies are being pushed into CSP as their only viable licensing path.

25 to 40%

Azure MACC commitments requiring 25 to 40% annual growth

Organizations that fall short of Azure consumption targets face discount reductions of 25 to 50% at renewal, plus shortfall penalties. Flat or declining Azure usage triggers these penalties automatically.

8 to 12%

Unified Support running at 8 to 12% of total Microsoft spend

Unified Support costs scale automatically with every license added. As cloud footprints grow, so does this cost line, regardless of ticket volume increase. Oftentimes, with no corresponding increase in service quality.

Microsoft has rewritten the rules of enterprise licensing. The structural shift is complete.

Organizations with visibility into their licensing footprint and a governance model built for the new rules are the ones getting ahead of it.

Ready to see what this means for your organization?

Compare Your CSP Options