

## Secure Your Microsoft Environment

# Why Transactional CSP is a Compliance Risk

CSP has become the practical Microsoft licensing path for many organizations moving away from EA. But CSP is just the purchasing vehicle. It does not define the level of governance, visibility, optimization, or accountability your organization receives after the agreement is signed!



A distributor-sourced or transactional Cloud Solutions Provider (CSP) relationship **may** fulfill the licensing requirement.

- ✓ It can process the order, manage the transaction, and provide a route into CSP.
- ✗ But it does not automatically solve the governance problem that made the Microsoft licensing shift difficult in the first place.

A governed CSP relationship helps manage your **entire Microsoft environment as an ongoing discipline for cost, compliance, and accountability.**

You get an accountable partner that creates visibility into:

- ✓ what is being used
- ✓ where spend is drifting
- ✓ what needs to be optimized
- ✓ who is accountable between renewals
- not just a vehicle for cheaper Microsoft purchases.

## Transactional CSP vs. Governed CSP

| Dimension                            | Transactional / Distributor CSP | Governed Partner (DCG)                  |
|--------------------------------------|---------------------------------|-----------------------------------------|
| Continuous license right-sizing      | ✗ Not included                  | ✓ Ongoing                               |
| Environment visibility and reporting | ✗ Limited or none               | ✓ Self-service portal                   |
| Optimization between renewals        | ✗ Transaction-only              | ✓ Continuous                            |
| Single accountable partner           | ✗ Fragmented                    | ✓ Named, accountable                    |
| Support model                        | Percentage-of-spend (Unified)   | Fixed-cost Microsoft Enterprise Support |

| Dimension                   | Transactional / Distributor CSP | Governed Partner (DCG)    |
|-----------------------------|---------------------------------|---------------------------|
| Senior engineer access      | × Not standard                  | ✓ Included                |
| Governance documentation    | × Not provided                  | ✓ Documented, audit-ready |
| Procurement-ready reporting | × Not standard                  | ✓ Included                |
| SOC II Type 2*              | × Varies by provider            | ✓ DCG-certified           |

\*SOC II Type 2 certification is one governance signal, and many CSPs may also hold it, but the distinction comes from DCG's overall accountability model.

Unified Support can consume **8-12%** of total Microsoft spend and compound as licensing grows.

A 1,000-seat organization can save **13.7%** on total cost of ownership when licensing, Unified support, and escalation management are evaluated together.

**\$298,920** in estimated 3-year savings when moving from Microsoft EA + Unified Support to governed DCG CSP.

## What the Compliance Gap Means in Practice

Several distributor-or LSP-sourced CSPs may pass a vendor review, but whether they are truly accountable for how your Microsoft environment is governed after the transaction can become a compliance gap.

### The table above shows where those gaps usually appear:

- ✓ Without continuous right-sizing, unused licenses and over-provisioned users can stay hidden between renewals.
- ✓ Without licensing footprint visibility, Procurement and Finance have less confidence in what is being purchased, used, or wasted.
- ✓ Without a named accountable partner, billing, licensing, support, and optimization issues can bounce between internal teams, Microsoft, and the reseller.
- ✓ Without governance documentation, the internal case becomes harder to defend during budget, compliance, or renewal reviews.
- ✓ Without a fixed-cost support structure, support costs can continue to grow as Microsoft spend grows.

DCG's governed CSP model closes that accountability gap by integrating licensing visibility, optimization, support structure, documentation, and named ownership into a single Microsoft-focused operating model.

If your organization is trying to control Microsoft spend, defend the transition internally, reduce support-cost exposure, and avoid another reactive renewal cycle, **evaluate CSP partners on accountability, not on availability or lower price alone.**

Compare DCG's EA Off-Ramp and EA Replacement paths to understand how governed Microsoft licensing changes the total-cost conversation across CSP, Enterprise Support, and operational accountability.

**See the cost difference →**