

Your Findings Are In. Here's How Fast You Can Lock In the Savings.

The Accelerator already delivered your findings and a specific recommendation, so here's exactly how fast you can turn that into locked-in pricing.



The Cost of Waiting

- EA discount tiers (Levels B/C/D) are already eliminated and renewals default to full list price.
- MCA-E has already replaced EA for organizations transitioning through this renewal cycle, shifting account management back to Microsoft. The EA seat minimum is rising to **2,400** seats, moving many mid-market organizations out of EA entirely.
- Microsoft's global cloud price increase took effect July 1, 2026, adding further cost on top of the EA changes already in motion.
- Unified Support, running **8** to **12%** of total Microsoft spend, continues to compound with every license added.
- Azure MACC commitments now require **25** to **40%** annual growth. Falling short means discount reductions of **25** to **50%** at renewal, plus shortfall penalties.

Every week without a locked-in CSP agreement is a week of exposure to both the EA changes already in effect and the new pricing layered on top of them.

Your Fastest Path to a Signed Agreement for Microsoft Governance

1. Findings Delivered	Documented rightsized audit, overlap analysis, TCO comparison, and a specific EA Off-Ramp or EA Replacement recommendation with rationale.
2. Internal Review & Decision	Review the findings with internal stakeholders. Nothing is decided for you. You now have the evidence to make the call on your own timeline.
3. Procurement & Agreement	If you proceed, your Accelerator fee is credited toward EA Off-Ramp or EA Replacement, up to 100% per the services agreement. The agreement moves through formal procurement.
4. Sign Off	DCG issues procurement-ready contract paperwork matched to your recommendation, sized to fit the procurement process you already run for an EA renewal.
5. Transition Kickoff	Onboarding begins: self-service portal access, account management assigned, and your licensing transition scheduled.

Last-Mile Questions Worth Addressing Before You Sign

Am I locked in?	Microsoft EA Replacement is annual and ongoing, with no multi-year lock-in required. Microsoft EA Off-Ramp is a 3-year term with the discount schedule set up front, and you choose to enter it.
Does this force a support purchase?	No. Microsoft EA Off-Ramp is licensing only. AdvancedMicrosoft Enterprise Support becomes part of the agreement only if your recommendation is Microsoft EA Replacement, or if you choose to add it separately.
Who owns governance after we move?	We provide ongoing licensing visibility, account and billing support, and optimization guidance throughout the agreement through DCG's self-servicing Licensing portal, so decisions stay documented, reviewable, and aligned with your Microsoft environment.

Microsoft EA Off-Ramp VS. Microsoft EA Replacement, at a Glance

	Microsoft EA Off-Ramp	Microsoft EA Replacement
Term	3-year term, stepped discount (15/10/5%)	Annual, ongoing, with no multi-year commitment
Support	Licensing only; Enterprise Support available separately	Includes Enterprise Support; discount conditioned on maintaining it
Best fit for	An EA-like multi-year discount structure without a support purchase	Replacing EA and Unified Support with one governed relationship
Accelerator Credit	Up to 100%, per your services agreement	Up to 100%, per your services agreement

Need Internal Alignment First?

If you need to bring other stakeholders to the table before proceeding, DCG's companion working-session guide walks through building that internal alignment after you have taken the License Optimization Assessment. You won't need to rebuild the case from scratch. Ask your DCG contact for it.

Why Organizations Choose DCG



100% Microsoft-focused, every resource and every hour.



Senior engineers handle every escalation directly.



SOC II Type 2 compliant, with governance discipline built in at the enterprise level.



A self-service licensing portal built for full visibility into your Microsoft environment.

Use the findings to align your teams around the path forward, backed by your own Microsoft licensing data!