

# The EA to CSP Transition Opportunity


Some customers can't renew their EA—now what? Use our quick guide to compare EA and CSP and help clients choose their next move. CSP delivers enterprise-grade value with game-changing flexibility, plus the chance to bundle your services for deeper impact.

Crayon is on your side, always. Let's build CSP transition confidence and seize new opportunities with cloud-first customers, together.

## Traditional Distributors

vs


## The Crayon Advantage




**EA to CSP in 6-8 weeks**

Have to do a complete technical migration which involves cumbersome resource migration (mapping assets etc. which could take 6-8 weeks)

Distribution done differently.





**EA to CSP in 24-48 hours**

As Microsoft's premier Azure partner (MSP Expert Gold), Crayon can execute EA to CSP migration as a billing change (no need for technical migration), which has no impact on your business operations and does not result in downtime

EA	CATEGORY	CSP
Fixed 3 years	 Agreement Term	Evergreen
Coterminated	 OLS Subscription	Flexible
Organisation-wide	 Purchase Coverage	As needed
500 devices/users	 Minimum Commitment	None
At anniversary	 Reductions	At subscription end
VLSC & admin portal	 Licence Management	Prism portal
Available	 On-premise Licences	Available
Included	 Software Assurance	Not available*
Separate purchase	 Support	Included
Added separately	 Other Services	Included
Not included	 Partner Expertise	Included
Set by Microsoft	 Pricing	Set by partner
Full contract	 Price Protection	Subscription duration
Annual or 3 years	 Payment Terms	Monthly or annual
Rigid from Microsoft	 Invoicing	Flexible from partner
Prepayment	 Azure Offerings	Plan & Savings Plan

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