

Datasheet

Need a Better Way to Maximize Your Microsoft Investments?

Overview

Traditional Microsoft agreements provide basic Microsoft support in exchange for upfront or annual payments. These agreements once came with added benefits—pricing advantages, training and planning vouchers, e-learning, etc.—but these are being phased out.

As the past couple of years has shown, business needs can change in an instant, leaving you locked into a long-term contract and paying for more subscriptions than you need.

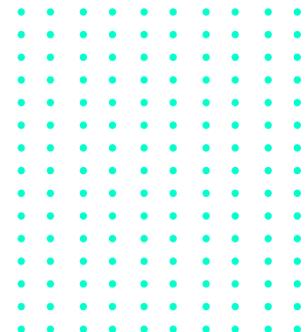
As a Microsoft Cloud Services Provider (CSP), Logicalis can review your existing Microsoft licensing portfolio to make sure you're getting the most benefit for your dollar. If it makes sense, we can help you migrate your on-premises workloads into the Microsoft cloud and transition your organization to a more flexible, predictable plan for complete management of your Microsoft cloud lifecycle.

What You Can Expect from Logicalis CSP

- *Easy management* – Receive one consolidated monthly invoice (annual payment option available) with auto-renewal to simplify budget and license management.
- *Ample flexibility* – Scale as needed and pay as you go as there are no minimum number of seats required and no long-term contracts.
- *High-touch support* – Enjoy Logicalis' single point of contact and hands-on 24/7 support, along with end-to-end IT services and advice to support your IT team.
- *Significant expertise* – Benefit from our Microsoft-certified engineers, as well as certified professionals across data center, cloud, networking, collaboration and security.
- *Simplified migration* – Capture the full benefits of CSP by allowing us to migrate any workloads not yet in Azure with Azure Migrate—available only to Microsoft Azure Expert MSPs.

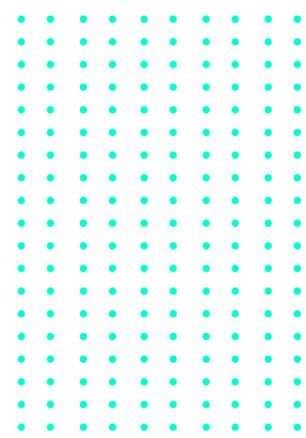
Offerings

- Azure services
- User-based online services (Microsoft 365)
- Subscription software (Windows Server, SQL)
- Perpetual software



Compare CSP vs. Traditional Microsoft License Programs

	Cloud Solution Provider (CSP)	Enterprise Agreement (EA)	Microsoft Products and Services Agreement (MPSA)	Microsoft Open Business (MOB) <i>Retiring 12/31/2021</i>
Offerings	Most Microsoft products (incl. Azure, Microsoft 365, Dynamics 365)	All Microsoft products (except for Azure consumption for new customers)	Most Microsoft products (no Azure)	Perpetual products (with and without Software Assurance), limited online services, Azure consumption credits
Target users/devices	Fewer than 2,400	500+	250+	5-250
Term	Flexible	3 years	1 year (most online services)	1 year
Minimum Users	None	500	250	5
Billing	Monthly or annually	Upfront or annually	Annually	Upfront
Price Lock	Annually	Through term	None	None
Reduction Eligibility	All subscription products	Annual true-up or renewals	Renewal only	Renewal only
Ability to Add Users	Through Project Change Request (PCR)	Self-service or through reseller	Self-service or through reseller	Activation keys
Support	Logicalis support with escalation to Microsoft Premier Support	Default Microsoft support (additional for Premier Support)	Default Microsoft support (additional for Premier Support)	Default Microsoft support (additional for Premier Support)



Why Logicalis?

- **Microsoft Azure Expert Managed Services Provider**, one of just 1% of Azure cloud providers worldwide.
- **Microsoft CSP Direct Partner** who can get products and services on your behalf, directly from Microsoft.
- Long and successful **Microsoft Gold Partner** with a deep bench of Microsoft-certified engineers.
- **Logicalis Production Ready Cloud**, a Microsoft-audited framework that enables a fast, cost-effective and low-risk path to the cloud—you'll get it right the first time!
- **End-to-end services**, from cloud assessments and solution design to implementation, migration and ongoing management.
- **Architects of Change™**, accelerating our customers' digital transformation by helping them respond to change and committing to their success.

What can we do for your organization?

Contact Logicalis to learn how we can help.

Visit

www.us.logicalis.com

Call

866 456 4422

Are you paying for more than what you need? Contact a Logicalis Account Executive and we'll help you review and optimize your existing licensing to make sure you're getting the most for your dollar.