



Microsoft CSP Announcement



Microsoft states CSP is the preferred way to buy Microsoft

In a statement released on November 12th, 2024, Microsoft has affirmed its commitment to the evolution of its commercial buying program offerings by designating Cloud Solution Provider (CSP) as the preferred and recommended licensing vehicle for small to medium enterprise customers.

Since 2015, the CSP program has enabled customers to procure Microsoft solutions from their preferred partner, along with partner-delivered technical support and custom services. Many customers have already traded in their Enterprise Agreements, or other volume licensing arrangements, for the newer CSP experience, finding it to be a seamless transition. To take advantage of enhanced flexibility, cost savings, and many other benefits, customers are encouraged to explore the CSP program in preparation for their next licensing renewal.

In today's rapidly evolving digital landscape, selecting the right CSP is crucial for your organization's long-term stability and growth. A CSP is not simply a way to purchase licenses—it is a partnership in which licensing, support, and services are packaged together to provide customers with a complete solution to achieve business outcomes.

SHI stands out as a premier choice, offering our valued CSP customers 24x7 support, guidance from dedicated experts, a comprehensive portfolio of professional and managed services, and innovative management tools. Thousands of organizations trust SHI, with its thirty-five years of Microsoft experience and hundreds of subject matter experts, to ensure their business stays ahead of the curve.

Ready to take the first step towards a smarter, more efficient Microsoft Cloud strategy? Partner with SHI today to learn how we can tailor a solution that meets your unique needs and drives your business forward!

Start your journey by contacting your SHI account executive today.

