

# Cloud Solution Provider vs. Other Licensing Models

Compare various Microsoft licensing models and see why CSP is a flexible, profitable solution for partners looking to ramp up their cloud practices.

	Cloud Solution Provider — Indirect Reseller <sup>1</sup>	Advisor	Open	Enterprise Agreement	Microsoft Products and Services Agreement
Minimum Seats	One <sup>2</sup>	One <sup>2</sup>	One	500+	250
Add/Remove Seats	Monthly	Annually	Annually	Annually	Annually
Customer Transactions	Indirect provider and reseller collaboration	Microsoft	Partner	Partner	Partner
Customer Support	Indirect provider and reseller collaboration	Microsoft	Microsoft	Microsoft	Microsoft
Billing Cadence	Pay as you go	Monthly	Annual	Varies	Varies
Product Availability	All Microsoft online services	Seat-based services only	All Microsoft Online services	All Microsoft Online services	All Microsoft Online services
Azure Availability	Yes (2–3)	Yes	Yes	Yes (4–5)	No
Partner Compensation <sup>3</sup>	Margin (through indirect provider) + incentive	Incentive only	Margin + incentive	Margin + incentive	Margin + incentive
Duration of Agreement	12 mos. (minimum), evergreen	Three years	No-term or two years	Three years	No term / three years / evergreen

<sup>1</sup> Customer transactions, customer support, and partner compensation will vary in the [direct model](#).

<sup>2</sup> Minimum of five seats for Dynamics 365

<sup>3</sup> Incentives may vary by geographic location