

Unlock more value from your Microsoft investment

ATECH⁺
Part of the Iomart Group



Aligned to your goals. Committed to your success.

The Problem and **The Opportunity**

Microsoft's Cloud Solution Provider (CSP) programme is how businesses buy and manage Microsoft 365, Azure, Dynamics, and security licenses and subscriptions. It offers flexible terms, predictable pricing, and access to Microsoft's innovation roadmap.

But too many organisations feel underserved by their current CSP providers. Licences are sold, invoices are sent, and that's where the support ends.

The result? Wasted spend, compliance risks, and estates that aren't ready for AI, Copilot, or the next wave of Microsoft services.

At Atech, we do CSP differently – combining proactive management and deep Microsoft expertise, we help turn subscriptions into strategy.

This is supported by AURA, our intelligent reporting engine that gives clarity around usage, security, and optimisation opportunities.



Powered by AURA

AURA (Atech Unified Reporting and Automation) is the intelligence engine that powers our Microsoft 365 assessments.

By gathering and analysing data directly from your Microsoft tenant, it provides fast, accurate insights into:



How your licences are being used



Where cost savings can be made



Where security gaps exist and what needs attention

AURA equips our specialists with what they need to deliver informed recommendations that help you stay secure, cost-effective and ready for what's next.

Why Switch to Atech?

Most CSP providers focus on licences. Atech focuses on outcomes, supported by AURA-powered insights, Microsoft funding access, and deep accreditations.



CSP vs Enterprise Agreement

Microsoft is modernising its licensing models. Enterprise Agreements (EA) are changing, and the impact is significant:

- › **Volume discounts removed** – from November 2025, Levels B–D for Online Services will be eliminated, with all pricing standardised to Level A. Many organisations will see 6–12% uplifts at renewal.
- › **Seat eligibility raised** – organisations with fewer than 2,400 seats will no longer be able to renew their EA.
- › **Scope** – applies to Online Services (Microsoft 365, Dynamics, etc.), but not to on-premises software or Azure services.

The impact:

- › Organisations under 2,400 seats will be required to find an alternative.
- › Larger organisations will face cost increases at renewal.

The alternative: CSP via Atech

- › Lower entry point (from 1 seat, or 20 for some Dynamics SKUs).
- › Mix monthly and annual terms for agility.
- › Transparent billing and proactive optimisation.
- › Strategic partner support from Atech and the Iomart Group.

Feature	NCE (New Commerce Experience)	Enterprise Agreement (EA)
Commitment Options	Monthly, Annual, 36-month	3-year fixed term
Billing Flexibility	Monthly or annual upfront	Annual upfront
Pricing	Predictable; discounts for annual/multi-year	Volume-based discounts (removed November 2025)
Minimum Seat Requirements	None	500+ seats (2,400+ for renewal post-Nov 2025)
Cancellation Policy	72-hour window after purchase	No mid-term cancellation
Scope	Microsoft 365, Dynamics 365, Power Platform, Windows 365	Cloud + on-premises products
Partner Support	Partner-led lifecycle management	Microsoft or LSP-led
Flexibility for Scaling	High (monthly term option)	Low (locked for 3 years)
Future Alignment	Cloud-first, modernised model	Becoming less attractive post-2025

How CSP Works

The mechanics of CSP are standard – but Atech goes further by combining CSP flexibility with AURA-driven reporting to optimise your licensing mix.

Billing Options

- › Monthly: flexibility for contractors, seasonal staff, or variable headcount.
- › Annual/3-Year: lowest cost with built-in price protection.

Adding Licences

- › Add any time, pro-rated to subscription end date.

Reducing Licences

- › Monthly: reduce at month end.
- › Annual/3-Year: reduce only at renewal.

Base vs Add-On Licences

- › Clear guidance on E3/E5 add-ons such as Phone System or Security add-ons.

Suspending Subscriptions

- › Admins retain data access for up to 90 days.

The Atech Advantage

We design the right subscription mix for flexibility and savings, avoiding wasted spend and unnecessary lock-ins.

CSP for Azure

Azure via CSP is consumption-based, billed monthly in arrears. Azure via CSP is consumption-based and billed monthly in arrears, giving organisations flexibility, transparency, and control over cloud usage and spend.

Optimisation Options



Reserved Instances
up to 72% savings.



Azure Hybrid Benefit
reuse existing licences
for cost efficiency.



Spot VMs
discounts up to 90%
for suitable workloads.



Marketplace Access
Microsoft and third-party
solutions, with BYOL support.

With Atech

We provide the visibility, governance, and expert guidance needed to keep Azure environments efficient, compliant, and ready for future growth.

From cost optimisation and architectural best practice to security alignment and governance, our specialists help you get the most from your Azure investment.

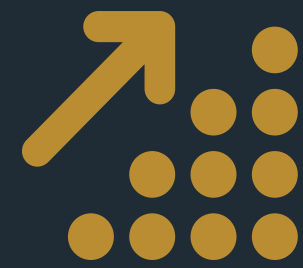


Hybrid Rights and Windows Enterprise

Hybrid Client Access Licence (CAL) Rights

Many CSP licences include CAL equivalency for on-premises access (Exchange, SharePoint, Skype, Windows Server).

Windows Enterprise in CSP



Upgrade seamlessly from Pro to Enterprise with Azure AD login.



Deploy on up to 5 devices per user.



Virtualisation rights across Azure and qualified providers.



Roll back easily if licences are reassigned.



Upgrade rights for older versions.

Why it matters: CSP supports hybrid as well as cloud estates.



Switching Made **Simple**

Switching CSP provider doesn't need to be complex. With Atech, switches include an AURA-powered assessment – giving a clear starting point for optimisation, compliance, and cost control.

- › Full licence and usage review.
- › Persona-based mapping to optimise plans.
- › Migration handled with minimal disruption.
- › Compliance risks resolved proactively.
- › Consolidated and transparent billing.

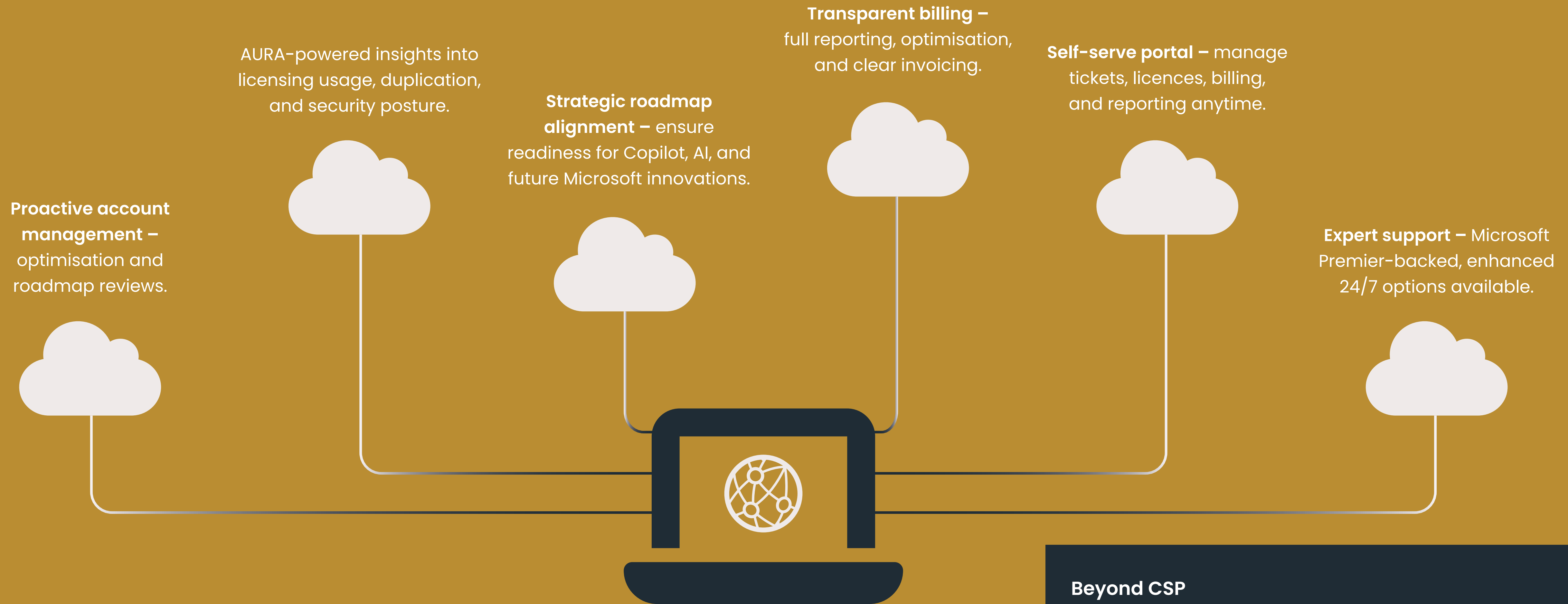
Result: measurable cost savings, stronger compliance, and better visibility, often within the first 90 days.



£1M+ savings unlocked through licence optimisation and vendor consolidation.

What's Included in Our CSP Service

Our CSP service includes:



Beyond CSP

As part of the Iomart Group, we extend into managed services, cyber resilience, and AI enablement.

Customer Story: Dr. Martens



A global brand, optimised by Atech.

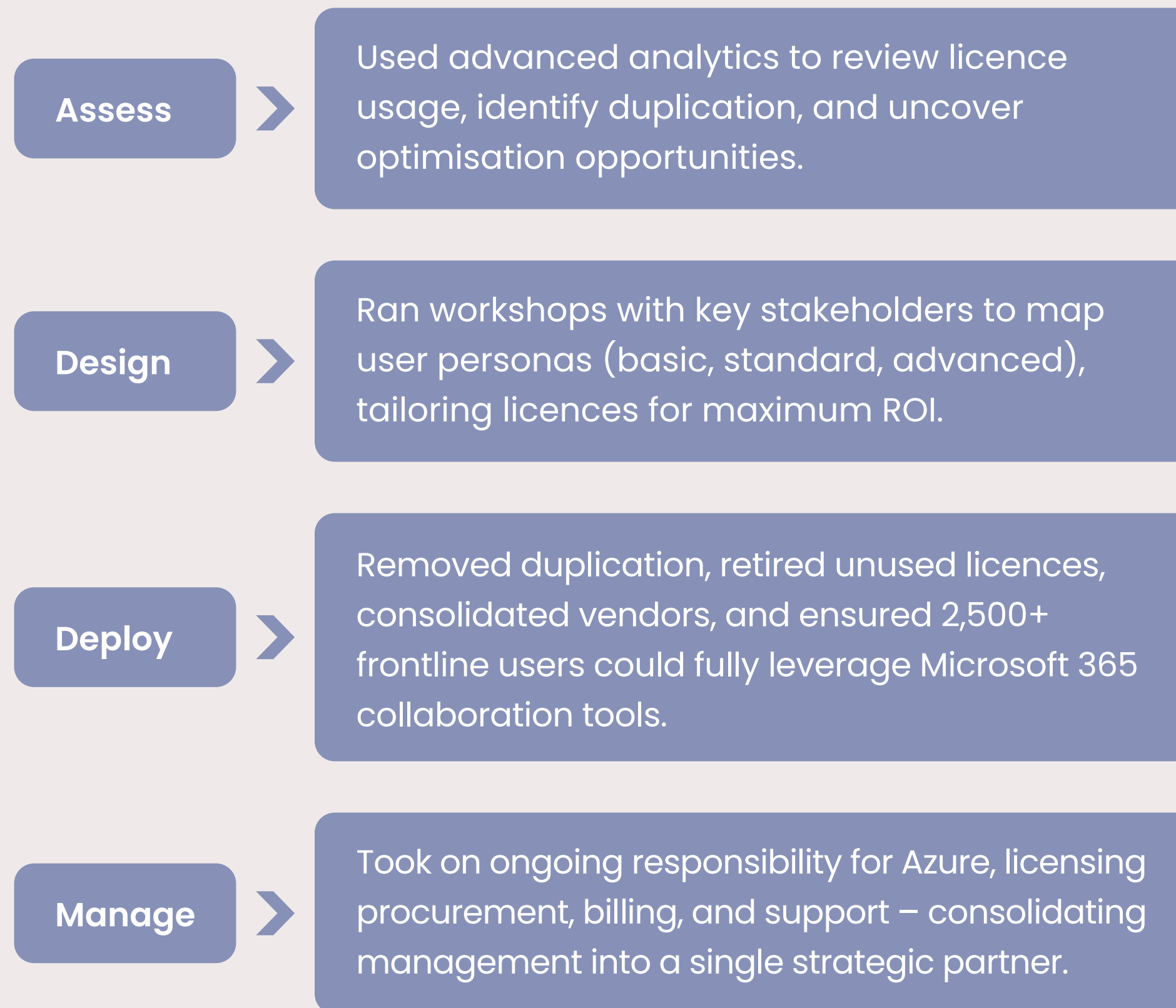
Dr. Martens had been working with an incumbent CSP provider, but rising costs and limited visibility were creating inefficiencies and risk. As the business pursued ambitious growth plans, it became clear that their Microsoft licensing estate needed modernising. It had grown costly, complex, and difficult to manage.

- Rising licensing costs were eroding budgets.
- Their incumbent partners were transactional, focused only on selling licences.
- Limited insight into usage meant inefficiencies and missed savings.
- Governance and compliance gaps increased risk.

Dr. Martens needed more than a reseller. They needed a strategic partner who could unlock value from their Microsoft investment.

The Solution

Partnering with Atech, Part of the Iomart Group, Dr. Martens undertook a full licensing assessment and transformation programme.



Atech also migrated Dr. Martens to our Microsoft Premier Support service, eliminating the need for costly direct Microsoft provisions.

The Results

The transformation delivered immediate and lasting impact:

- **Licence efficiency** – persona-based allocation eliminated waste and maximised utilisation.
- **Improved governance and compliance** – ongoing monitoring closed risk gaps.
- **Future-proofing** – IT investments aligned with Dr. Martens' strategic growth plans.

“Atech was a breath of fresh air – they took the time to understand our unique needs and goals and used their deep knowledge of Microsoft technologies to develop a tailored licensing solution. With Atech, we can save money and drive the business forward with complete confidence in our IT investments.”

– Dan Morgan, Global Head of Cloud & Infrastructure,
Dr. Martens

Support and SLA

Every CSP subscription with Atech includes business-hours support, backed by Microsoft Premier Support.

Response Times:

- **Critical:** 4 hours.
- **High:** Next business day.
- **Non-critical:** as soon as possible.

Optional 24/7 support for critical Azure or Microsoft 365 environments.

FAQs and Scenarios

Q: Why switch CSP provider?

Because Atech delivers strategy, optimisation, security alignment, and AURA-powered clarity – not just licence sales.

Q: What if my Enterprise Agreement no longer fits?

From November 2025, organisations under 2,400 seats will not be able to renew their EA. Others may see 6–12% price increases. Microsoft recommends CSP as the alternative, and Atech is your partner of choice.

Q: Do CSP licences include on-prem rights?

Yes. Many Microsoft 365 and EMS licences include CAL rights for on-prem servers.

Q: How soon will I see benefits?

Most customers see savings and improved visibility within 90 days – supported by AURA reporting that highlights quick-win changes.



Now is the time to **review your licensing.**

With EA changes effective from November 2025, businesses face rising costs and reduced eligibility. Atech can help you:

- ✓ Conduct a Licensing and Security Review.
- ✓ Model renewal scenarios and cost changes.
- ✓ Seamlessly migrate to CSP where it makes sense.

With Atech, Microsoft CSP means more than licences:

 <p>Proactive account management</p>	 <p>Enhanced security & compliance</p>
 <p>Strategic roadmap planning</p>	 <p>Transparent billing</p>
 <p>Self-service control</p>	 <p>AURA-powered reporting and recommendations</p>



ATECH
Part of the Iomart Group

**Switch today.
See the difference.
Get in touch.**