



CLOUD SOLUTION PROVIDER VS. OTHER LICENSING MODELS

Compare how the flexible, profitable and easy CSP model stacks up against other licensing agreements.

	Giacom CSP Model for Indirect Resellers	Advisor	Open	Enterprise Agreement	Microsoft Agreement
Minimum Seats	None	One	One	500+	250
Add/Remove Seats	At any time	Annually	Annually	Annually	Annually
Customer Transactions	Giacom and Reseller	Microsoft	Partner	Partner	Partner
Customer Support	Giacom and Reseller	Microsoft	Microsoft	Microsoft	Microsoft
Billing	Pay as you go, one monthly invoice	Monthly	Annual	Varies	Varies
Product Availability	All Microsoft cloud services	Seat-based only	All Microsoft cloud services	All Microsoft cloud services	All Microsoft cloud services
Azure Availability	Yes	Yes	Yes	Yes	No
Partner Compensation	Margin plus incentives	Yes	Margin plus incentives	Margin plus incentives	Margin plus incentives
Duration of Agreement	No contractual tie-ins	Three years	No term or two years	Three years	No term / three years / evergreen