



## WELCOME TO NAVIGATOR NEWS

Say hello to **Navigator News**—Presidio's new quarterly newsletter built for our Microsoft customers highlighting our CSP program.

**Our goal:** help you navigate cloud complexity with clarity and confidence. Each issue delivers CSP updates, client success stories, expert insights, and event highlights. Whether you're new to CSP or scaling your cloud footprint, Navigator News will keep you informed, connected, and future-ready.

[Pass along this subscription link to your team!](#)

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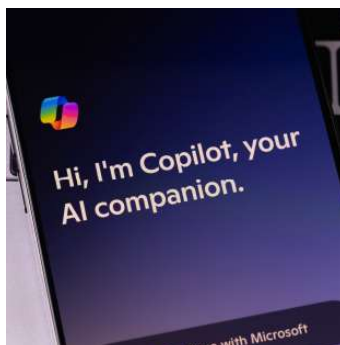
### 🔊 BREAKING NEWS

#### Licensing Shake-Up: Microsoft Flattens the Curve!

Hold onto your seats—Microsoft's licensing rollercoaster is leveling out! Starting November 1st, 2025, the familiar tiered pricing for Online Services under EA, MPSA, and OSPA agreements is getting a dramatic makeover. Say goodbye to waterfall discounts and hello to flat-rate Level A pricing across the board. Whether you're a small startup or a sprawling enterprise, the price is now the same—no more volume-based perks. This change doesn't touch on-prem software or education/government customers, but for commercial orgs, it's time to rethink your licensing strategy. CSP models are more attractive than ever, offering flexibility and partner-led value that an EA can't match. Work with Presidio to optimize your licensing and support costs with Presidio CSP!

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Here's how we're guiding our CSP clients to success this quarter:



#### #1 Microsoft Copilot in Action

In our recent "Empower Your Teams with Copilot" webinar, Presidio shared how we saved 1,200+ hours monthly using Microsoft 365 Copilot internally. Leaders walked through use cases, live demos, and tips on Copilot governance, security, and adoption. If you're exploring AI-powered productivity, this session is a must-see.

[Read the full recap](#)



## #2 More Important Microsoft License Changes

### EA Pricing Gets a Shake Up — Say Goodbye to Volume Discounts!

Microsoft is pressing “reset” on EA pricing this November 1st, and the old volume-based discount game is over. Whether you’re rocking 500 seats or 50,000, Online Services under EA, MPSA, and OSPA will now cost the same: Level A pricing for all. It’s a bold move to simplify licensing and shift the focus from quantity to quality. On-prem software and public sector customers are sitting this round out, but for commercial orgs, it’s time to rethink your licensing strategy. Ready to level up with CSP? Let’s strategize and cost optimize together! Already on a CSP agreement for your licenses with Presidio? No need to worry!

[Act now. Contact your Presidio rep for guidance.](#)



## #3 Get More with Microsoft 365 – Limited-Time Offers

Now’s the perfect time to modernize your workplace and boost productivity with exclusive Microsoft 365 promotions—available through **September 30, 2025**. Get 15% off new Microsoft 365 Copilot subscriptions and **up to 15% off** Microsoft 365 E3 and E5 plans. Enjoy flexible billing and support. Whether you’re adopting AI tools like Copilot or upgrading core productivity suites, these limited-time offers deliver big value.

[Contact your Presidio rep to get started today.](#)



## #4 Unlock the Power of Azure with Presidio’s CSP Program

Presidio’s Azure Cloud Solution Provider (CSP) program delivers flexibility, savings, and expert support for your cloud journey. Enjoy **24/7 technical support**, a **dedicated Customer Success Manager**, and **annual security reviews** – plus **discounted Azure rates with no long-term commitments**. Gain full visibility into spend with built-in FinOps tools and dashboards. From strategic business reviews to no-cost EA-to-CSP migrations, Presidio helps you optimize and manage Azure smarter. Simplify billing, strengthen security, and accelerate transformation - all in one program.

[Learn more about Presidio Azure CSP](#)



**Microsoft CSP Management Hub**  
**Presidio Navigator:** <https://navigator.presidio.com>

In the upcoming weeks, we will be onboarding current customers. For personalized onboarding or support, please contact your Presidio Account Manager or Customer Success Manager.

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## Client Spotlight: Life Sciences



A life sciences client partnered with Presidio to prepare for and adopt Microsoft 365 Copilot at scale. Through a comprehensive [Copilot Readiness Assessment](#) and the [Adoption Accelerator](#), the client ensured secure, compliant deployment for up to 1,300 users.

**Highlights:**

- Deep dive workshops on governance, compliance, and data hygiene.
- Tailored adoption roadmap and enablement playbook.
- Accelerated productivity and user confidence in AI tools.

This engagement underscores Presidio's leadership as a top Microsoft Copilot partner in North America.

[Check out our Copilot for Microsoft 365 Readiness Assessment](#)

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