# opentext™ Cybersecurity

# Why partner with a CSP? 5 ways to get ahead of Microsoft's new MSP rule changes

Your customers want reliable, consistent services. But Microsoft's sweeping FY26 Direct Bill rule changes mean MSPs need to take action to maintain a steady ship. The fastest and easiest way to do this is to partner with a Cloud Solution Provider (CSP).

Here are five reasons why teaming up with a CSP like OpenText Cybersecurity could unlock new value for your business.
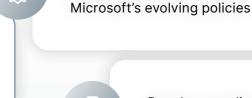
## Partner with a CSP and you will...

Microsoft Solutions Partner

### 1 | Stay compliant with Microsoft's new rules

**Avoid the $1M TTM requirement by purchasing Microsoft 365 through a CSP**

License advisory services to ensure alignment with Microsoft's evolving policies
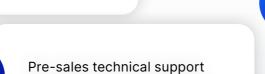
Regular compliance audits and proactive recommendations

### 2 | Get better support (yes, better than before)

**CSPs give you more than just licensing —they're your extended team**

Licensing and migration assistance when onboarding or scaling clients

Solve tickets in-house without having to go to Microsoft

Microsoft success experts for cost optimization and service design —for Modern Work and Azure

Pre-sales technical support to help you win new business

### 3 | Enjoy flexible billing and bundling

**CSPs provide simplified, scalable billing options that support smarter growth**

Consolidated billing across Azure, Microsoft 365, and third-party SaaS products

Flexible pricing models to match client demand

Bundled services to increase your margins and client value

Scalable infrastructure that grows with your business

### 4 | Build revenue-driving strategic partnerships

**CSPs offer revenue-boosting platforms such as Secure Cloud from OpenText Cybersecurity, bringing powerful products and integrations**

Access to deeper technical resources and domain experts

Free up time to strengthen client relationships and grow your business

### 5 | Grow even faster

**From free training to vouchers for certification exams, CSPs can help accelerate your growth**

Co-marketing resources and sales enablement tools

Onboarding and Microsoft certification support

## Ready to future-proof your Microsoft business?

**Get in touch with OpenText Cybersecurity to learn how we can help you make the switch with confidence.**

Get started

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