

Get ahead of Microsoft's CSP authorization updates with Ingram Micro.



Big changes are coming to [Microsoft's Cloud Solution Provider \(CSP\) program on October 1, 2025](#)—and Ingram Micro is here to make sure you don't just keep up, but stay ahead.

Whether you're a direct bill partner facing new compliance hurdles or an indirect reseller worried about your current distributor, you don't have to navigate it alone.

What's changing?



For Direct Bill Partners

Starting October 1, 2025, to stay a direct bill partner, you'll need to meet new requirements:

- **Revenue:** Minimum trailing 12-month revenue increases from \$300K to \$1 million.
- **Operational assessment:** Must pass an automated review of billing, provisioning, compliance, support and security.
- **Solution designation:** At least one Microsoft solution designation is now required.
- **Support plan:** Maintain an active ASfP (\$16.5K/year) or Premier Support plan.
- **Security compliance:** Meet Partner Center security score standards.



For Indirect Resellers

Starting October 1, 2025, to stay a direct bill partner, you'll need to meet new requirements:

- Microsoft now enforces the strictest CSP requirements for distributors due to their critical role in partner and customer support.
- Distributors must meet a minimum trailing twelve-month (TTM) revenue of \$30 million per authorized region.
- This significant increase may disqualify several distributors globally from continuing in their current role.
- Indirect resellers working with deauthorized distributors may need to find new providers to avoid disruptions.

What does this mean for you?

If you're not (yet) an Ingram Micro partner, now's the time to act—especially if you are:

- A Direct Bill partner that either can't or won't comply with Microsoft's new authorization changes.
- An Indirect reseller whose current provider is being deauthorized, risking disruption for you and your customers.

Partnering with Ingram Micro ensures seamless continuity and stability in your CSP operations—no gaps, no surprises.

Why Ingram Micro?

When it comes to Microsoft CSP, Ingram Micro is the clear choice for a seamless, future-proof path forward.

- We're the largest Microsoft distributor in the world, with #1 global CSP revenue.
- Our team holds 850+ Microsoft certifications—true cloud experts at your side.
- We've earned all 6 Microsoft Solution Designations and over 8 specializations.
- We offer deep expertise across Azure, Modern Work, Security, Business Applications, AI and more.



How you benefit

For decades, Ingram Micro has been the trusted global partner for tens of thousands of businesses. Now, with Ingram Micro Xvantage™, you can manage all your hardware and software in one place and gain:

- Easy subscription management
- Seamless PSA tool integration
- Free cloud readiness assessment
- Flexible financial options
- Free infrastructure audits
- Access to Microsoft Premier Support
- Unified purchasing for Cloud and Technology Solutions

In addition to platform productivity, we have teams of specialists dedicated to supporting you technically and financially.

More benefits at a glance



Margin parity

Keep the same margins as your direct business for a smooth transition.



Free migration

We'll cover the cost and guide you through every step.



Rebate

We'll help make it easier (and more rewarding) as you make the switch.



Skills and enablement

Through skill development or certifications, we will share best cloud practices.



Next steps

- Review your current status and see if you meet the new requirements.
- Talk to us—we'll help you make a plan from start to finish.
- Get your team and customers ready for the changes.

Questions? We're here for you.

Reach out to your Ingram Micro rep or email us at
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