

# Transition from Open License program to Cloud Solution Provider program to maximize your opportunities



In January 2021, Microsoft made the perpetual software licenses available for commercial customers through partners in the Cloud Solution Provider program, expanding your opportunities to grow your cloud business and drive customer transformation. Get ready and start making new purchases through the Cloud Solution Provider program today.



**Why the Cloud Solution Provider program?** Through the program, you can create and deliver differentiated offers to customers, selling Microsoft cloud and third-party solutions from the Microsoft commercial marketplace alongside your own solutions and services. You can also manage the entire customer engagement lifecycle and solidify your credibility with customers as trusted advisors.

## Cloud Solution Provider program evolution and Open License program changes

As of January 2021, perpetual software licenses are available through all partners in the Cloud Solution Provider program. Starting January 1, 2022, customers won't be able to buy new or renew software licenses or online services through the Microsoft Open License program. New license-only purchases should be transacted through the Cloud Solution Provider program.

## Why transition from the Open License program to the Cloud Solution Provider program?

The introduction of perpetual software to the Cloud Solution Provider program in the new commerce experience will reduce the time and costs for partners on managing multiple licensing programs and lead to improved sales, operational, and management capabilities. Expand your opportunities in the Cloud Solution Provider program by offering diverse cloud solutions and managed services with the flexibility to combine licenses and managed services for hybrid cloud environments, accelerating customers' transitions to the cloud.

## How to get ready for your transition

The resellers selling in the Open License program today need to enroll and get ready to transact in the Cloud Solution Provider program.

- If you haven't enrolled in the Cloud Solution Provider program, contact your indirect provider of choice to onboard to the program. If you want to find an indirect provider, check out [here](#).
- If you are already participating in the Cloud Solution Provider program, learn more about how to transition from the Open License program to the Cloud Solution Provider program [here](#).

## Key benefits

- Accelerating customer transformation to the cloud
- Faster time to value with solutions from Microsoft and partners
- Increased flexibility without compromising control
- Built on a foundation of trust and security
- Optimize costs and unlock new savings

## Things to know

- In July 2021, public sector perpetual software offers will be available in the Cloud Solution Provider program.
- From July 2021, no new SKUs will be added to the Open License program.
- Customers with Software Assurance can renew their coverage in the Open Value program.
- On January 1, 2022, the Open License program will no longer be available. New license purchases can be made via the Cloud Solution Provider or Open Value programs.

## Open License program and perpetual software in the Cloud Solution Provider program timeline

- January 2021**
- Perpetual software available to all partners in the Cloud Solution Provider program
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- July 2021**
- Public sector (academic, government and nonprofit) perpetual software offers available in the Cloud Solution Provider program
  - No new SKUs added in the Open License program
  - Get Genuine Windows Agreement (GGWA) and Visual Studio Pro available in the Cloud Solution Provider program
  - Education and nonprofit offers available in Open Value
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- January 2022**
- No further transactions in the Open License program; perpetual software offers can be transacted via the Cloud Solution Provider program
  - No transactions for Open License program resellers if you have not onboarded to the Cloud Solution Provider program to transact perpetual software
  - License & Software Assurance and Software Assurance renewals should go through the Open Value program

## Key Resources

- [Reseller readiness resources-in-a-box](#)
- [To-reseller overview deck](#)
- [Step-by-step onboarding guide](#)
- [Partner blog](#)
- [To customer blog](#)
- [Cloud Solution Provider program site](#) and [Cloud Solution Provider program guidebook](#)
- [Perpetual software in the Cloud Solution Provider program](#) readiness materials
- [Microsoft Licensing news post](#) and [information](#).

## Start your action today

### Scenario 1: Three steps to the cloud

1. Onboard to the Cloud Solution Provider (CSP) program

2. Transact perpetual software in the CSP program

3. Transition to Cloud Services in the CSP program

### Scenario 2: Accelerated path to cloud business

1. Onboard to the CSP program

2. Transition to Cloud Services in the CSP program

### Scenario 1: Start to transact perpetual software in the Cloud Solution Provider program

**Step 1:** Onboard to the [Cloud Solution Provider program](#).

**Step 2:** Start transacting perpetual software licenses in the Cloud Solution Provider program.

**Step 3:** Transition to cloud services in the program.

For more information, refer to this step-by-step guide and [other resources](#).

### Scenario 2: Accelerate the path to cloud

Drive the transition from perpetual software to cloud solutions accelerating your cloud business growth.

- [Windows Server and SQL Server on Azure](#): Grow cloud revenue by helping your customers migrate to Windows Server and SQL Server on Azure – the most cost-effective, frictionless way to move to the cloud.
- Transition from Office to Microsoft 365: Offer your customers the most collaborative, up-to-date features in one seamless, integrated experience with Microsoft 365.