

Microsoft CSP requirements are changing

New authorization rules take effect October 1, 2025

As part of Microsoft's ongoing efforts to strengthen the CSP ecosystem, **new authorization requirements** for Cloud Solution Providers (CSP) were announced on May 1, 2025.

These updates apply to all **new and renewing partners** starting October 1, 2025, and will impact your eligibility to transact under the CSP program.

Whether you're a direct-bill partner, indirect reseller, or distributor—these changes affect how you qualify, stay compliant, and continue delivering services to customers.

Key CSP Authorization Changes

For Indirect Resellers

(including new applicants and renewals):

To **gain or maintain** authorization after October 1, 2025, you'll need to meet all the following requirements:

- **Business vetting** completed
- **At least US \$1,000 in CSP revenue** over the last 12 months
- **Partner Center security score requirements** met
- **Microsoft Partner Agreement** accepted

These checks are enforced either **at the time of application** (for new resellers) or on the **anniversary month** of your existing tenant's authorization.

What about Direct-Bill Partners?

If your organisation is applying for **direct-bill authorization** on or after **October 1, 2025**, Microsoft has introduced stricter onboarding requirements:

- Must have transacted as an **indirect reseller for at least 12 months**
- Minimum of **\$1 million in CSP billed revenue** at the **Partner Global Account (PGA)** level
- Pass an **automated capability assessment** (billing, provisioning, compliance, support, and security)
- Hold at least one Solutions Partner designation
- Maintain an active Advanced Support for Partners or Premier Support agreement
- Accept the **Direct-Bill Microsoft Partner Agreement**

If your organisation doesn't meet the new requirements, you **risk losing authorization to sell under CSP**.

Now's the time to double-check your standing, fix any compliance gaps, and ensure you're prepared for FY26.

Need help to prepare?

We can help you:

- Understand exactly which requirements apply to your business model
- Review your current authorization and compliance status
- Get ahead of your enforcement date with guidance and hands-on support

Talk to us about CSP compliance

Westcon



Microsoft