

The Modernization  
Engineering Company



# Accelerate Microsoft Cloud adoption with Sonata Software



# Modernize IT consumption with CSP

The Microsoft Cloud Solution Provider (CSP) program empowers enterprises to move beyond rigid licensing, offering flexibility and innovation at scale. Sonata helps organizations adopt CSP to modernize IT operations, improve cost efficiency, and gain access to solutions like Copilot and advanced security workloads. CSP adoption is the fastest path to agility.

## Why CSP adoption matters?

CSP is more than a licensing model—it delivers both operational and strategic benefits that drive digital transformation for its users.

### Client strategic benefits include:

Improving price-performance compared to other models	Increasing flexible billing with simplified management, pay for what you need and use	Improving predictability in IT Costs with scalable licensing
Enhancing support experience through integrated services	Expanding access to new technologies and cloud solutions	Increasing innovation across Azure, D365, and Copilot

Potential use of Microsoft solutions that may not have been considered before

## CSP opportunity landscape

Adopting CSP addresses customer needs for flexibility, price-performance, and innovation.



### Customer needs

Simplified license management, improved price-performance, and innovation at speed



### Sonata advantage

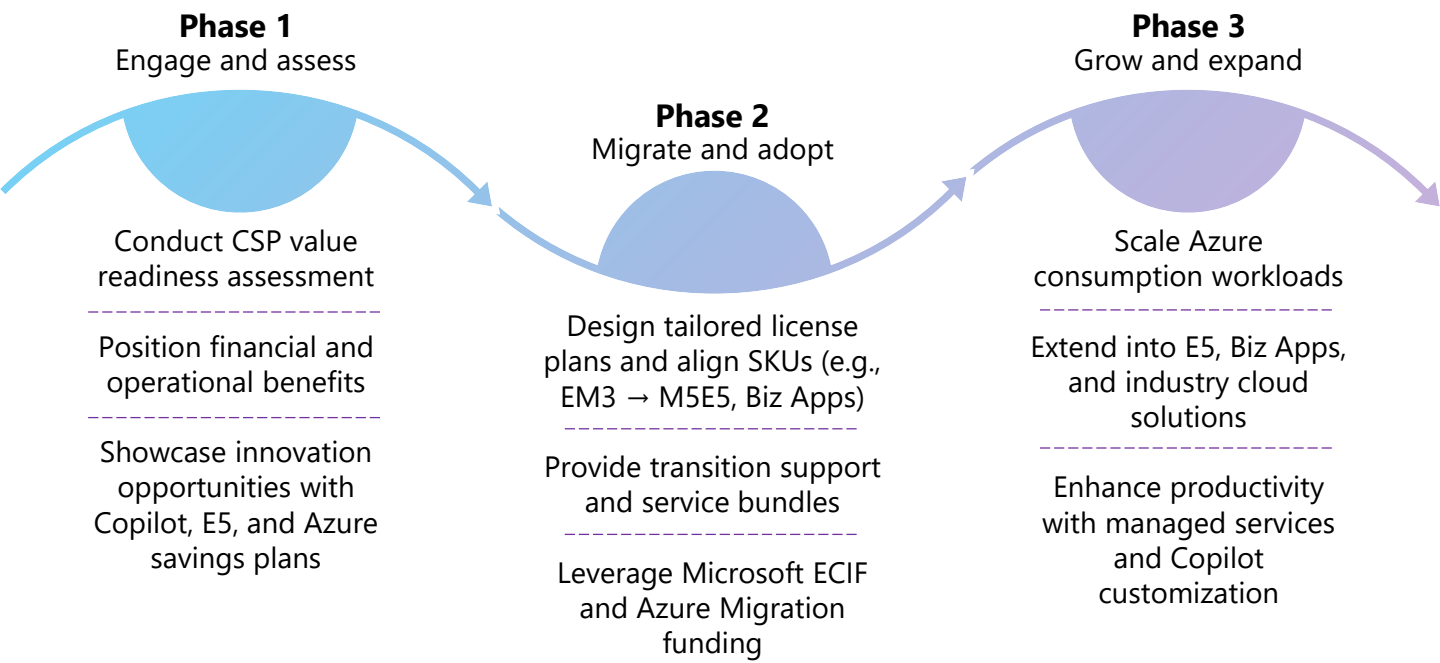
30+ years of being a Trusted Microsoft partner with proven Azure, D365, and Copilot delivery and ongoing support capabilities

# Microsoft focus

CSP identified as a core growth driver in FY26

## Your adoption journey

Moving to CSP is a structured process that ensures value from day one and creates room for long-term growth



## Why choose us?

**Sonata Software** – your trusted Microsoft partner to accelerate adoption, maximize value, and scale transformation.

Choosing the right licensing approach and partner do so is critical—CSP offers the agility that enterprises need to modernize faster including:

Flexible monthly or annual terms	No minimum seats required	Scale licenses up or down anytime	Consolidated billing (licenses + services)
24x7 partner support (migration, governance, managed services)		Instant provisioning	Ideal for any size organization seeking greater agility