

The New Microsoft Support Budget Bomb No One's Talking About

And How to Disarm it





The Cost Fuse Is Lit

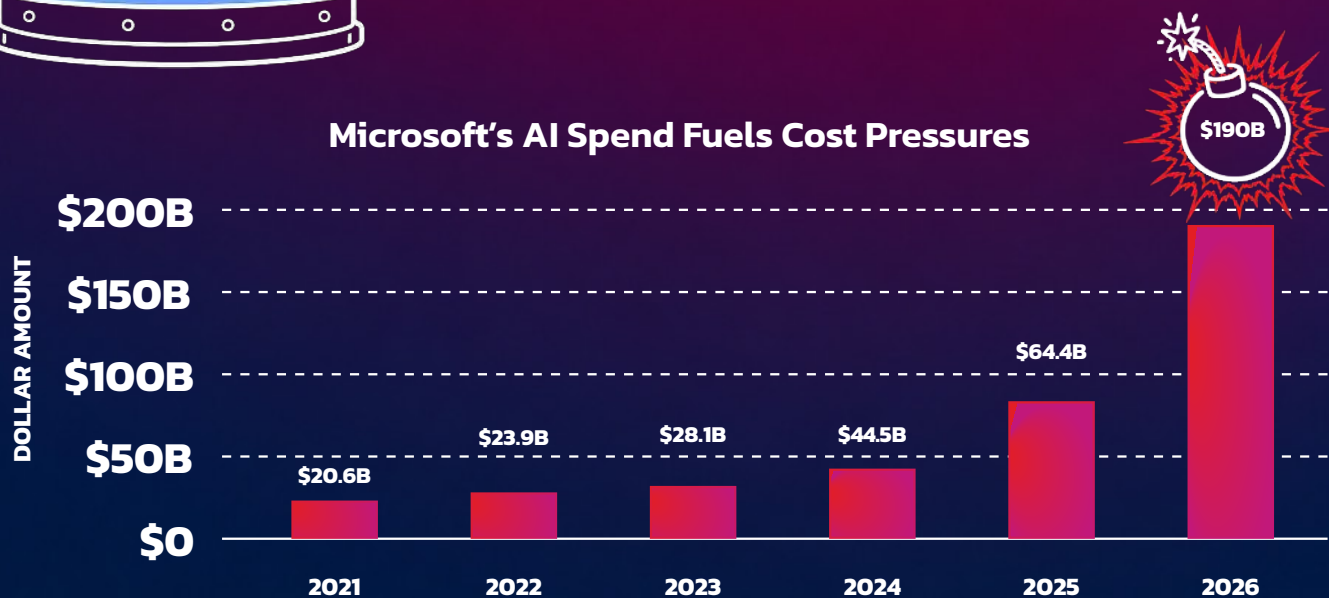
Microsoft’s AI and cloud investment is expanding the enterprise Microsoft cost base. At the same time, EA pricing resets, Microsoft 365 increases, Copilot expansion, token billing, and Unified Support are creating a stacked cost problem.

The risk is not one line item. It is the compounding effect of multiple Microsoft charges hitting the same IT budget.. Five cost layers are now feeding the same fuse:



“Cumulative Microsoft Enterprise Agreement (EA) prices will rise by over 50% for many clients by 2029.”
–Gartner

Microsoft’s AI Spend Fuels Cost Pressures





The Blast Radius Expands

The renewal quote is not the full story. Microsoft's spend-based support model can turn product, cloud, AI, and licensing growth into higher support costs, even when support usage does not increase.

Every new Microsoft investment can expand the blast radius.



How a \$10M EA Becomes \$12.5M

*Illustrative example;
percentages shown as incremental.*





Defuse the Risk Before Renewal

The budget bomb can be defused, but not after renewal terms are already locked. Enterprise buyers need a clear view of Microsoft inventory, bundling terms, Azure growth, and support alternatives before the negotiation reaches its final stage.



Audit Microsoft Inventory



Review Bundling Terms



Optimize Azure Spend



Benchmark 3rd Party Support

Why benchmarking changes the conversation:

1

Cost Relief

Typical enterprise savings with US Cloud: 30-50%.

2

Operational Confidence

Up to 20% faster response & resolution.

3

Negotiation Leverage

96% get a Microsoft support price drop with a US Cloud quote.



Ask Before You Trust a Replacement



Have you fully replaced Microsoft Unified Support for enterprises our size?



Do senior-level certified engineers handle L2-L4 issues in-house, 24/7?



What percentage of Microsoft issues do you resolve without escalating back to Microsoft?



Schedule a Unified Support Exposure Review

Informational summary only. Validate commercial terms against your agreement and Microsoft documentation.



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