

## MICROSOFT CONTRACT RENEWAL PREP

Microsoft is undoubtedly an essential asset for your business, but are you using it to your full potential? Before you commit to your next contract, here are three licensing factors that can make an immediate impact to your budget.

## 3 WAYS YOUR LICENSING CONTRACTS ARE COSTING YOU MONEY

**1**

### LIMITED VISIBILITY INTO ACTUAL USAGE

- Uncertainty around what is actively being used within your end-user stack.
- Lack of transparency between server deployments and entitled licensing.

**2**

### OVERPURCHASE AT RENEWAL

- Appealing package discount without fully utilizing it.
- Not doing full requirements analysis (or solution alignment) to craft a truly custom bill of materials, ensuring you're set up for success to adopt Microsoft's packaged offers fully.

**3**

### OVERLOOK FLEXIBLE CONTRACT OPTIONS

- Unaware of eligibility for Cloud Service Provider (CSP) and Enterprise Agreement Subscription (EAS) options that allow you to adjust usage as needs evolve.



**TRIM UP TO  
35%**

**OFF**

**YOUR IT BUDGET**  
when you have the right  
Microsoft expertise.

Source: 2020 Flexera State of the Cloud Report

## HOW SOFTWAREONE CAN HELP

SoftwareONE's Advisory Services team will help you identify where your business can optimize licensing. We will help you:



### GAIN A CLEAR UNDERSTANDING OF MICROSOFT USAGE

Our team will help you create a clear picture of what's working for your business and where usage is falling short within your licenses.



### RIGHT-SIZE AT RENEWAL

We review your usage, what areas are being unused, underutilized, overutilized, or deemed unnecessary for your business, so you can purchase what you actually need come renewal time.



### MAXIMIZE FLEXIBLE CONTRACT OPTIONS

Our Microsoft Advisory Services team reviews and highlights situations where flexible contracts, like CSP and EAS, are in the best interest for you and your business.

**CONTACT OUR TEAM OF EXPERTS AND ALIGN YOUR IT ROADMAP WITH YOUR FINANCIAL PRIORITIES.**

