Microsoft License Management Challenges

Are you approaching a Microsoft renewal and wondering if an Enterprise Agreement (EA) is still the right agreement for your organization? If so, you are in good company. Many of the organizations we work with are making the transition from a traditional Enterprise Agreement for a number of reasons:

- There is less flexibility with an EA, such as the ability to decrease quantities over the 3 year term
- There are higher thresholds (must have a minimum of 500 users or more)
- It is easier to overspend by committing to quantities and paying upfront

Microsoft software is foundational to your business success but has become increasingly more challenging to manage due to:

- Changing licensing metrics and conversions
- Use rights tied to Software Assurance like license mobility, failover, and disaster recovery
- Difficulty getting a complete purchase history and understanding current entitlements
- Knowing the correct editions to purchase
- Understanding the differences between license consumption, usage, deployment, and entitlement.

As a result, organizations find themselves over-purchasing licenses to cover their lack of knowledge. It is also common for them to renew software not even in use and fail to protect themselves from unexpected compliance issues that can result in material, unbudgeted costs. Effective and active management of an organization's software estate can lead to significant cost reduction, risk mitigation, and cost avoidance.

Organizations that experience rapid growth, hardware refreshes, IT restructuring, decentralized environments & management, mergers & acquisitions, or significant reorganization are especially at high risk and should ensure they have appropriate processes, controls, policies, tools, and specialists in place to effectively manage their software estate.

If any of these concerns resonate with you, Converge along with its strategic partner, Anglepoint, can help you to assess your entire Microsoft estate and help to determine the most cost-effective licensing agreements for your business based on your needs, objectives, and roadmap.
Contact us at microsoft@converge.com today!

SERVICES OVERVIEW

LICENSE BASELINE
Inventory, license consumption & contract/ entitlement reconciliation to establish license position and identify any compliance issues.

OPTIMIZATION SERVICES
Optimization modeling to identify cost savings, cost avoidance, and usage efficiencies.
Requires baseline services.

AUDIT SUPPORT
Instructions, strategies, and guidance through a compliance audit to minimize time, resource and cost impact to your organization.
Requires baseline services.

SAM as a MANAGED SERVICE
Scalable and customizable outsourced services to Anglepoint for a contracted period of time. Includes ongoing discovery, reconciliation, and optimization of your Microsoft software estate.

SERVICES BENEFITS

- Avoid time consuming, resource monopolizing and costly audits.
- Avoid buying unnecessary licenses and maximize your current entitlements.
- Reduce renewal costs by renewing only what you actually need and use.
- Become strategic vs reactive in your contract negotiations.
- Reduce and manage compliance and regulatory risk.
- Leverage licensing experts to optimize your deployment and reduce costs.

MICROSOFT LICENSING CHALLENGES

1. Understanding entitlements when license metrics change
2. Knowing which use rights require Software Assurance (SA)
3. Incomplete purchase history = incomplete entitlements and overpurchasing
4. Buying the right editions and reducing overpayment
5. Understanding consumption vs. usage vs. deployment
6. Falling victim to attractive "new agreement discounts"