



Service Sheet 6

Microsoft Consumption Review



Microsoft software applications, in many cases, are responsible for the majority of an organisation's software investment. They are also extremely active in the market in requesting customers to prove their licence position. When dealing with the vendor, this leaves many organisations with an element of fear, simply because they are not completely confident that they have full control of their software licensing.

Microsoft hold very detailed records of consumption of Volume Licensing Agreements (Open, Select, EA). This can be used to understand a history of purchasing, but also gives a fantastic opportunity to analyse historic purchasing trends, recognise risks and advise on improvements to essentially assist organisations in making savings across their highest value vendor. SAM Practice utilise ex-Microsoft licensing specialists to investigate the consumption data, identify risks (the same risks visible to Microsoft) and deliver areas where investment can be optimised and licence payments reduced. This may come in a number of formats including recommendations on alternative licence agreements, improved bandings, consolidation of agreements or suppliers, software assurance strategies and many more.

Organisations spend millions of pounds on Microsoft applications, so even a small percentage reduction in spend can equate to massive savings. As well as looking for savings, areas of best practice can be identified and recommended to ease the management of the licensing, suppliers, number of purchases and the exploitation of licence terms and conditions, which can simplify the administration of Microsoft licensing, again indirectly contributing to savings.

Key Benefits

- Ex-Microsoft licensing specialist analysis
- Understand risks
- Cost saving recommendations
- Low cost for high returns
- Key information for Microsoft SAM.

Stages

1. Letter of consent for CLARET report
2. Specialist analysis of CLARET information
3. Compliance risks identification
4. Cost saving identification
5. Management and administration recommendation
6. ? day onsite delivery of report with recommendations
7. 1 day Microsoft licence training (optional).

Deliverables

- CLARET report obtained
- Microsoft consumption report including:
 - Compliance risks
 - Cost saving potential
 - Management and administration review
 - General Microsoft best practices
- Onsite delivery of findings
- Optional licence training.