

**365 Hound  
for  
customers**

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**365 HOUND**

# Overview



Customer

<b>The Challenges</b>	<b>The Solution</b>
Always looking for ways to 'do more with less' specifically, save money and improve security	Improve security and cost efficiency around M365 licenses
Can be difficult to fully understand their Microsoft licensing entitlements	Justify and simplify adoption of 365 services



# What does it do?

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Optimise, Secure and get Copilot ready

HUNT · RETRIEVE · PROTECT



# Optimise

- Identify over licensed users
- Identify under licensed users
- Recommend more efficient license combinations
- Identify recommendations for additional Microsoft features based on gaps in service coverage

**Customer hub** Company name: Trilogi [Customer questionnaire](#) Anthony Koochew

**Snapshot**

Total users	Active users	Guest users	Potential cost savings	Security score	Conditional access	Privileged identity management	All recommendations
2329	1960	269	\$25,095 \$2,091.25 / month	64%	33	41	

**Optimisation Indicators**

- Disabled users with license: 56
- Potential downgrade: n/a
- Overlapping licenses: 0
- Guest users with license: 7
- Incompatible licenses: 7
- Duplicate licenses: 7

**Details**

User name	Assigned license	Enrolled in MFA	Enabled / Disabled	Last login	Recommendation for optimisation
archive_gazelle01@apolloid.io	Microsoft 365 E3, Microsoft 365 E5 Security	NO	YES	27 Jun 2024	Active Licensed User Not Signed In for Over 30 Days with assigned SKU (Microsoft 365 E3), review required.
demodaniel@trilogyid.io	Microsoft 365 E3, Microsoft 365 E5 Security	YES	YES		Active Licensed User Not Signed In for Over 30 Days with assigned SKU (Microsoft 365 E3), review required.
augweqw@apolloid.io	Microsoft 365 E3, Microsoft 365 E5 Security	YES	YES	20 Jun 2024	Active Licensed User Not Signed In for Over 30 Days with assigned SKU (Microsoft 365 E3), review required.
Anthony@trilogyid.io	Microsoft 365 E3, Microsoft 365 E5 Security	NO	YES		Active Licensed User Not Signed In for Over 30 Days with assigned SKU (Microsoft 365 E3), review required.



# Secure

- Recommends, Optimises, and Enhances
- Central view of recommendations
- Proprietary best practice review of Conditional Access, MFA, PIM and more

The screenshot displays the 'Insights Hub' interface for a customer named 'Trilogi'. The top navigation bar includes the user's name 'Anthony Koochew' and a profile icon. Below the navigation, there is a table of customer metrics:

Customer name	Propensity for Sale	License optimisation savings	Security Score ↓	CA	PIM	MFA	Copilot
Trilogi	LOW	\$0.00 0%	88%	🔴	🔴	🔴	🔴

The main content area is titled 'Recommendations' and shows three key areas:

- Conditional Access:** A card indicating that 11 Conditional Access policies are identified as potentially redundant. It includes a 'Call to action' button.
- MFA Coverage:** A card showing that 76 active users have 13% MFA coverage. It includes a 'Customize experience' button.
- Privileged Identity Management:** A card showing that 0 PIM roles have been evaluated and 40 privileged users have logged in without requiring PIM. It includes a 'Call to action' button.



# Get Copilot Ready

- Identify Copilot user recommendations (users whom we know for sure will benefit immediately from Copilot)
- Pilot group identification and pricing estimates

**Copilot Integration** Company name: Trilogi [Customer questionnaire](#)

Empower your business with Targeted AI Adoption

**Deployment Options**  
The following options detail two approaches for Copilot adoption within an organisation

**1. Utilisation**  
Based on users with high Microsoft 365 utilisation, the following Copilot plans are recommended

**Microsoft Teams**  
**\$17,754**  
33 impacted users

- Boost collaboration with AI insights
- Streamline chats with smart summaries
- Automate meeting notes
- Enhance project management
- Accelerate decisions with data

365 Hound has detected an estimated 33 of Trilogi users that have high utilisation of Microsoft Teams and would benefit from the above service plan.

[Get started](#)

**2. User groups**  
Based on users with high Microsoft 365 utilisation and similar business function, we were able to identify and create the following user and pilot groups

User Group	Impacted Users	Estimated Cost	Pilot Users	Estimated Pilot Cost
<b>Executives</b>	94	\$50,572	9	\$4,842
<b>Sales Team</b>	7	\$3,766	1	\$538
<b>Finance</b>	7	\$3,766	1	\$538
<b>Human Resources</b>	20	\$10,760	2	\$1,076
<b>IT Services</b>	70	\$37,860	7	\$3,766
<b>Administration</b>	63	\$33,894	6	\$3,228
<b>Frontline Workers</b>	259	\$139,342	25	\$13,150
<b>Ungrouped</b>	279	\$150,102	28	\$14,580



# Get Copilot Ready

- Targeted Copilot recommendations
- Justifications for immediate copilot utilisation

The screenshot shows a dashboard titled 'Copilot Recommendation' for the company 'Azure'. The dashboard includes a navigation menu on the left, a main content area with summary cards, and a 'User List' table on the right.

**Summary Cards:**

- Executives:** 15 Users, \$8,070 (All Executives)
- Pilot users:** 5 Users, \$2,690

**Recommendation:**

365 Hound has detected an estimated 15 users classified as Executives including 5 possible pilot users. It is an estimated annual cost of A\$8,070.00 to operate Copilot for all impacted users in this group and A\$2,690.00 annually for pilot users.

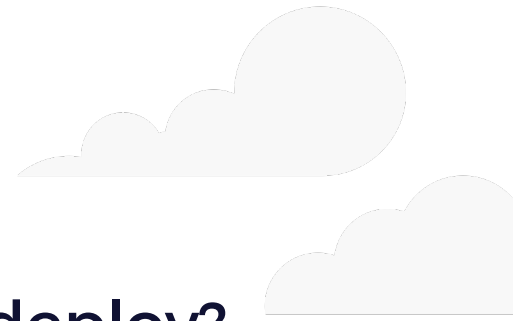
**User List:**

Name	UPN	Recommendation
Elliot Clowes	Elliot@azureduk.com	Based on our analysis of Elliot's Microsoft 365 usage, we believe Elliot will greatly benefit from adopting Copilot. Elliot has high email activity, frequently reads emails, and creates many meetings. Copilot can streamline his email workflow, help him quickly grasp email content, and manage his meetings more efficiently. Elliot's overall high usage of Microsoft 365 tools means Copilot's comprehensive features will significantly enhance his productivity.
Andy Price	andy@azureduk.com	Based on our analysis of Andy's Microsoft 365 usage, we believe Andy will greatly benefit from adopting Copilot. Andy has high email activity, frequently reads emails, and creates and interacts with many meetings. Copilot can streamline his email workflow, help him quickly grasp email content, and manage his meetings more efficiently. Andy also views, edits, and shares a large number of files, both internally and externally. Copilot's advanced file management features will enhance his efficiency in these tasks. Overall, Andy's extensive use of Microsoft 365 tools means Copilot's comprehensive features will significantly boost his productivity.
Reda Wahid	reda@azureduk.com	Based on our analysis of Reda's Microsoft 365 usage, we believe Reda will greatly benefit from adopting Copilot. Reda has high email activity, frequently reads emails, and creates and interacts with many meetings. Copilot can streamline his email workflow, help him quickly grasp email content, and manage his meetings more efficiently. Reda also views, edits, syncs, and shares a large number of files, both internally and externally. Additionally, Reda visits many pages and interacts with various features within Microsoft 365. Copilot's comprehensive features will enhance his efficiency in all these tasks. Overall, Reda's extensive use of Microsoft 365 tools means Copilot will significantly boost his productivity.
Phillip Lee	phillip@Azure.com.au	Based on our analysis of Phillip's Microsoft 365 usage, we believe Phillip will greatly benefit from adopting Copilot. Phillip has high email activity, frequently reads emails, and creates and interacts with many meetings. Copilot can streamline his email workflow, help him quickly grasp email content, and manage his meetings more efficiently.





# FAQ



- **How is it deployed, and how long does it take to deploy?**
  - Enterprise App registration and within 30 minutes
- **What permissions does it require?**
  - Global Reader
- **Can we trial the software?**
  - Yes, can provide a sample report to demonstrate the value of the software for your business

