



Microsoft 365 Value Optimisation Service

Customer Overview



M365 Value Optimisation Service



What is it?

- A unique **service** delivered by Computacenter experts
- Helps you **gain visibility** into the many service plans your organisation is **already paying for**
- Provides you with **clear insights** into existing usage and opportunities to **extract more value** from your investment
- Enables you to **prioritise** next-steps to **accelerate** your optimisation journey
- Delivered by **experts** and enhanced through **automation**



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Customer Requirements Checklist



- ✓ Already **licenced** for Microsoft 365 Frontline or Enterprise
- ✓ Able to grant consultant **access** to M365 Admin Center as **Global Reader**
- ✓ Able to provide Subscribed SKUs **report** from Graph API
- ✓ Able to provide **licence cost data** for M365 licences
- ✓ Able to provide **licence cost data** for related 3rd party products
- ✓ Able to accept **CPOR** request for Modern Work from Computacenter

Recommendations

- Migrate from 3rd party DLP product to Mic
- Migrate Management of Android devices t

£168,000

Annual Licence
Cost of Relo*



HIGH USER ASSIGNMENT LEVEL
You own **2,000** licences and
only **99%** are assigned to
users

Assignment Level
Good



Value Score
Medium

UNIVERSAL PRINT



NO PRINTERS ARE REGISTERED IN UNIVERSAL PRINT

Consider a pilot of Universal Print. You are licenced for Universal Print, but there are no printers registered in Universal Print, suggesting you are not using it.

Universal Print is a modern print solution that organizations can use to manage their print infrastructure.



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Deep insights into Licencing and Plans



Discover what you have

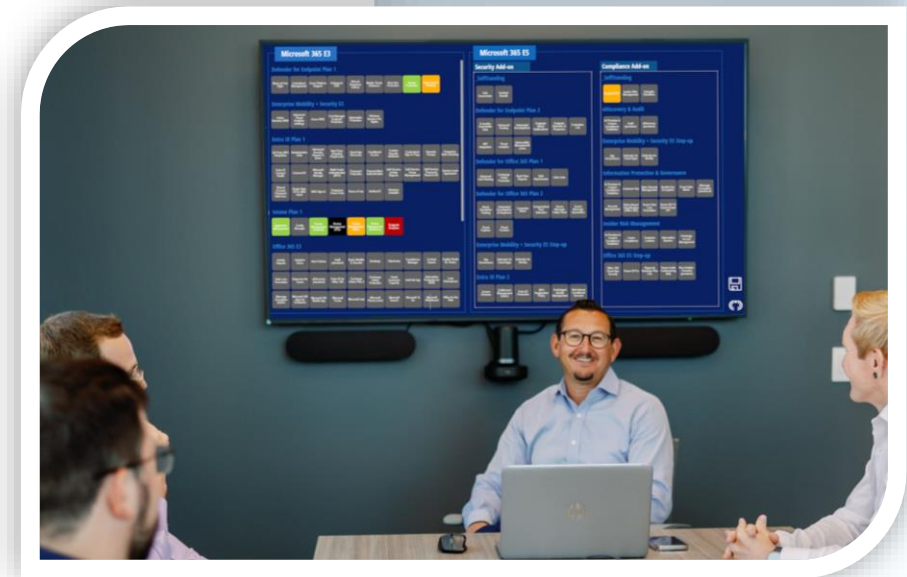
- In advance, you will need to provide a report about your existing licences (we'll show you how)
- You'll also need to tell us some financial information about licence costs (Microsoft and 3rd Party)
- Our consultants and tooling will also need some minimal read-only access to your tenant

Understand the potential

- Our consultants and automation tools will then use that data to build insights about:
 - Which main products (SKUs) you subscribe to and the many services each SKU gives you
 - Which of these you're actively using and which you're not (beyond just whether you've assigned licences to users)
 - Where there is potential to adopt these services and potential to remove 3rd party costs by doing so

Realise maximum value

- We'll then work with you to identify the services you can get the most value from most quickly



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Activities



	Specialist	PMO	Consultant	Customer
Qualify Customer Suitability	●			
Preparation – Week 1				
Send and manage completion of Licence Data Collection and Access Requirements		●		
Provide requested Licence Data and Access				●
Send and manage completion of CPOR registration		●		
Approve CPOR registration				●
Organise 1 Day Workshop (on site)	●	●		●
Undertake licence Discovery and Assessment work			●	
Prepare workshop content			●	
Workshop – Week 2				
Attend 1 Day Workshop (on site)	●		●	●
Present M365 Value Dashboard			●	
Explore insights and findings	●		●	●
Explore and Prioritise Opportunities	●		●	●
Roadmap Planning– End of Week 2				
Create M365 Value Optimisation plan	●		●	
Complete Proof of Execution		●		●



Thank You

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