

Enterprise Agreement (EA) Managed Services



Crayon's EA Managed Services streamlines your Microsoft software to maximize savings, efficiency, and mitigate risks for a better return on your Microsoft investment.

Unlock the Value of Your Investment with EA Managed Services



EA MANAGED SERVICES OVERVIEW

Our EA Managed Services connect you to our Gartner Leadership licensing experts, guiding you through the complexities of your existing agreements.

With a focus on cost savings, our Microsoft experts will assess your current software usage to suggest the optimal license structure during key milestones such as true ups, annuities, and renewals.

We also provide your team with recommendations for rightsizing, provide cost analysis, and viable options to improve your return of investment.



IMPACT TO YOUR BUSINESS

It is critical to understand how complex Microsoft licensing and agreements can be, and if not properly managed these agreements can lead to significant legal and financial consequences. Several benefits of using EA Managed Services include:



Compliance: Stay audit ready and avoid legal risks



Cost Management: Maximize your investment by ensuring accurate licensing



Technical Challenges: Navigate the complexities of licensing keeping you in compliance



Risk Management: Protect your business from security risks and vendor lock-ins



Strategic Considerations: Get viable options to make smarter decisions in support of your goals

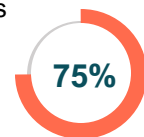
CRAYON IS DEDICATED TO YOUR SUCCESS



>\$206M total optimization saving for customers including cost savings and avoidance over the past three years



of Crayon customers who follow our recommendations report true cost savings



Success rate of implemented savings

30%

Average savings on software spend

Gartner

2024 Magic Quadrant™
Software Asset
Management
Managed Services



**Microsoft
Partner of the Year 2024**

Want to know more? Let's talk about how Crayon can support your business. Connect with an expert.

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Take Control of Your EA with Comprehensive Managed Services



THE WINNING FORMULA

Our proven methodology combines data-driven insights with tailored strategies to optimize your EA Managed Services. By combining expert analysis, strategic planning, and customized solutions, we help organizations achieve their goals with efficiency and confidence

Access to Experts

Subject matter experts who will deliver strategies for Microsoft Licensing, Cost optimization and Multi-cloud.

Planning & Roadmap

Align your technology roadmap with business goals and objectives and discuss use cases for Microsoft Copilot.

Analysis

EA vs. CSP analysis, rightsizing of M365 rightsizing, savings review on Unified Support.

Implementation

Mutually agree upon strategy to implement and manage Microsoft licenses in the cloud and on-prem.

Continuous Optimization

Access Crayon tools with consulting and analysis to enable decisions that affect agreement milestones.

Security Optimization

Evaluate current pricing and contractual obligations against standard capabilities in Microsoft Security suite.

CLEAR VISIBILITY TO YOUR INVESTMENT



Crayon's O365 dashboard enables you to capture clear and concise insights on your data enabling you to leverage the most value from your licenses.



When coupled with Crayon's extensive experience and proven capability in software asset management it enables organizations to truly optimize their O365 license estate delivering optimum ROI on your technology investment.

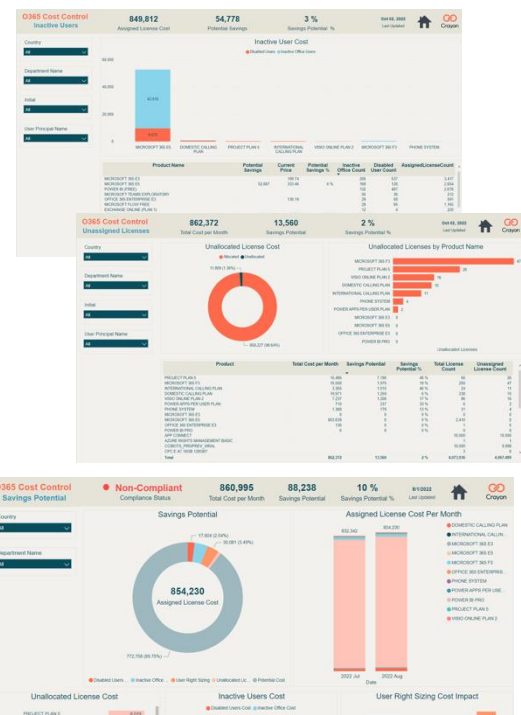
KEY POTENTIAL AREAS FOR SAVINGS

Inactive Users: Get a precise overview of Inactive users and Disabled users with consumed subscriptions.

Unassigned Licenses: Get accurate knowledge on subscriptions currently being paid for but not allocated to a user.

License Dashboard: Gain clear insights into license usage across your organization while minimizing data collection overhead.

License Assignment: Access detailed Office 365 usage insights to uncover savings by moving beyond broad personas and blanket licensing.



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Unlock Exclusive Savings with our EA Managed Services Limited Time Offer!



EA MANAGED SERVICES EARLY ADAPTER SAVINGS

As part of our special launch, we're excited to extend additional promotions that give you unmatched value for your enterprise needs. Take advantage of our introductory pricing, designed specifically for early adapters, and enjoy EA Managed Services at unbeatable rates. But hurry—these offers are only available through December 31, 2024, so act fast to take advantage of this limited time offer!

	Expert	Premium
Transactional Services		
Contract Administration	✓	✓
EA Paperwork Processing	✓	✓
EA Specific Quotes	✓	✓
True-Up Reporting	✓	✓
"As-Is" EA Renewal	✓	✓
Contract Administration	✓	✓
Consulting Services		
License Advisory	24 tickets included	Unlimited
Copilot Readiness Roadmap	✓	✓
M365 Security Impact Analysis	1 day workshop	1 day workshop
M365 Security Impact Actionable Security Insights		30 day deep dive
Dedicated Customer Success Manager	✓	✓
True-Up Consultation	✓	✓
Annual ROI Analysis		✓
Renewal Strategy to reach desired Roadmap		✓
Premium Support Credits		30 credits
15% Discount off future SAM Services	✓	✓
Monthly Newsletter	✓	✓
Platform & Tools		
Cloud iQ	✓	✓
M365 FinOps Dashboard	✓	✓
Promotional Pricing*		
<i>Level</i>	<i>Users/Devices</i>	
A	500 – 2,399	\$25,999 / year
B	2,400 - 5,999	\$35,000 / year
C	6,000 – 14,999	\$45,000 / year
D	15,000+	\$55,000 / year
		Requires Scoping
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*Promotional Pricing available through December 31, 2024.

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