

## Service Overview

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Managing the different licensing structures and terms and conditions of software publishers can be a daunting task. That's why Crayon's License Optimization Services help you maximize your software investments, improve technology utilization, and achieve a higher return on investment. Our service optimizes your software licensing, reduces the risk of non-compliance with licensing agreements, and provides guidance on proper software use in accordance with terms and conditions.

We ensure that all relevant stakeholders in your organization are aware of the licensing agreement and understand how to optimize technology utilization to maximize the benefits of tools such as E5 Phone/Converged Communications and Security.

Our licensing experts work with you to gain a complete view of your current assets, better understand contractual obligations, and plan for future investments. Using our award-winning 5-step approach, you can realize cost savings on the technology you use most, with a contract structure that meets the growing needs of your business.

## We Offer

Our Managed Services provide a range of customizable offerings, including but not limited to: (1) Software baselines, (2) Contract and license optimization, and (3) Migration support.

We work closely with you to tailor our services to meet your specific business needs. With our expert guidance, you can streamline your operations, optimize your technology utilization, and maximize the return on your software investments. Contact us today to learn more about how our Managed Services can benefit your organization."

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## You'll Get

### METHODOLOGY

- All our License Optimization Services are tailor-made to tackle specific scenarios related to certain publishers to ensure that we cover all potential pitfalls.

### FLEXIBILITY

- As no organization is the same, we have designed our services to be flexible so that they can be customized to your exact needs.

### EXPERTISE

- Our global team of Software & Cloud Analytic experts are some of the most experienced in the industry.
- Constantly keeping themselves up to date with the latest changes on licensing terms and conditions from all major software publishers.

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## Duration

8 – 10 Week Engagement



## Our Process

The Compliance and Roadmap Phases can be executed simultaneously.

### COMPLIANCE PHASE - 4 to 6 weeks

**Objective:** Conduct a point-in-time evaluation of the software estate by analyzing what is owned and deployed.

**Deliverable:** Effective License Position

### ROADMAP PHASE - 4-Hour Virtual Workshop

**Objective:** Determine the customer's future plans regarding the software estate and overall business. Develop a sustainable roadmap for incorporating new technology into different workloads.

**Deliverable:** Roadmap report that outlines the customer's technology roadmap, potential risk exposure, and recommendations for utilizing their licensing.

### STRATEGY PHASE - Up to 2 weeks

(This phase begins after the Compliance and Roadmap Phases are complete.)

**Objective:** Develop various scenarios based on the outcomes of the previous phases.

**Deliverable:** Scenario analysis that compares the benefits, usage, and total cost of ownership.

### NAVIGATION PHASE - 1 to 2 weeks

**Objective:** Help the customer navigate the licensing requirements based on their current and future technology needs.

**Deliverable:** Documentation of current and future technology plans.

### IMPLEMENTATION PHASE - 2-hour meeting

**Objective:** Ensure that all relevant stakeholders in the organization are aware of the licensing agreement and understand how to optimize utilization to maximize the benefits of the technologies, such as E5 Phone/Converged Communications and Security.

**Deliverable:** Implementation document that highlights the current agreement structure and future plans.



### Crayon Microsoft Solution Partner Badges

 <p>Microsoft Solutions Partner Infrastructure Azure</p> <p>Specialist Windows Server and SQL Server Migration Azure Virtual Desktop</p>	 <p>Microsoft Solutions Partner Data &amp; AI Azure</p> <p>Specialist Modernization of Web Applications AI and Machine Learning</p>	 <p>Microsoft Solutions Partner Digital &amp; App Innovation Azure</p>
 <p>Microsoft Solutions Partner Modern Work</p> <p>Specialist Adoption and Change Management Calling for Microsoft Teams Meetings and Meeting Rooms for Microsoft Teams Teamwork Deployment Modernize Endpoints</p>	 <p>Microsoft Solutions Partner Security</p> <p>Specialist Cloud Security Identity and Access Management Threat Protection</p>	 <p>Microsoft Solutions Partner Business Applications</p>
		 <p>Microsoft Solutions Partner Microsoft Cloud</p>
 <p>Microsoft Partner Azure Expert MSP Microsoft Cloud</p>		