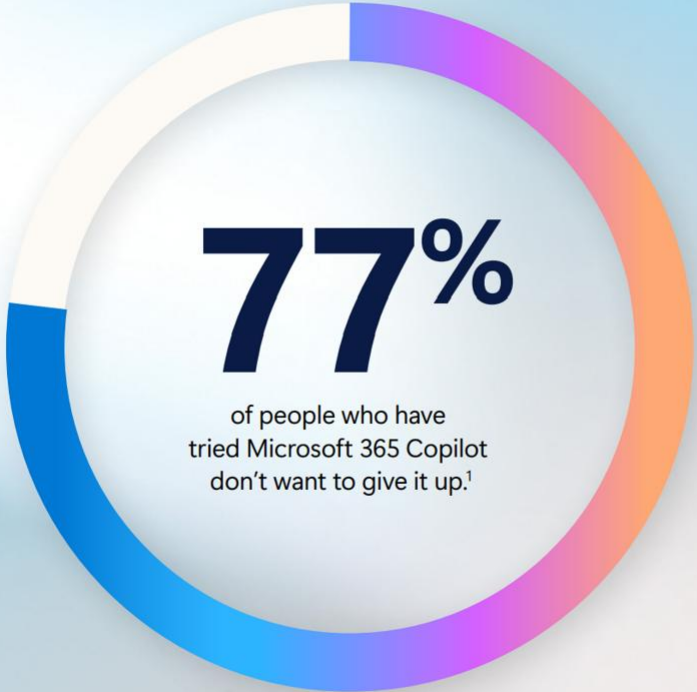




**77%**

of people who have  
tried Microsoft 365 Copilot  
don't want to give it up.<sup>1</sup>

Up to

**88%**

say they would rather  
have access to Copilot  
than free lunch.

"An intelligent" business licensing solution for the business. Providing real-time license management, chargeback, allocation, insights, and accelerated license ROI."

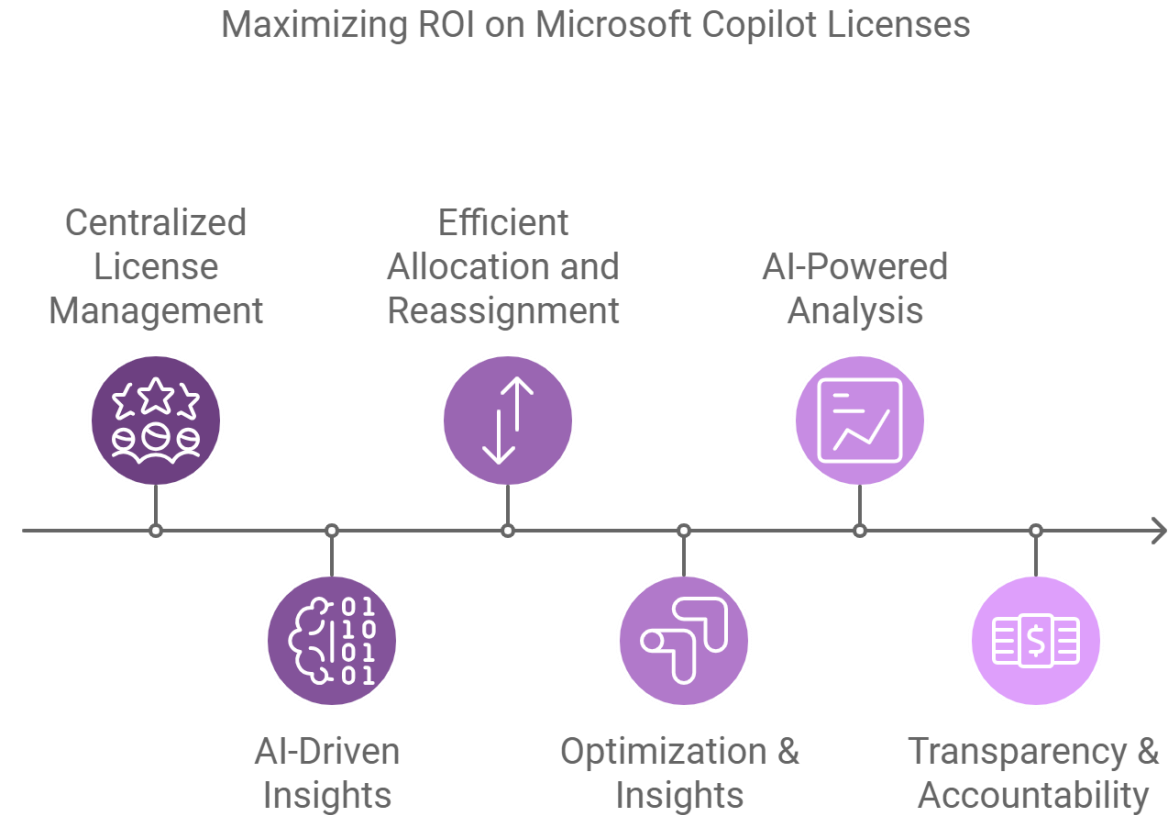
## Copilot License Accelerator

*Empowering "the business" to align licenses and maximize ROI on Microsoft Copilot Licenses*

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# Copilot License Accelerator (CLA) Overview

- **Purpose:** An advanced solution to maximize ROI on Microsoft Copilot Licenses by optimizing license allocation, tracking productivity, and ensuring financial transparency.
- **How It Works:** CLA centralizes license management, uses AI-driven insights for productivity enhancements, and enables efficient allocation and reassignment.
- **Who Benefits:** Departments across an organization, from IT and business leaders to HR, finance, and individual employees, aligning every role with strategic goals.
- **Optimization & Insights:** CLA ensures licenses are used to their full potential, reducing wastage and optimizing resource allocation.
- **AI-Powered Analysis:** Actionable insights help streamline workflows, enhance decision-making, and track productivity gains.
- **Transparency & Accountability:** With built-in chargeback, it allocates costs accurately, providing financial clarity for IT and business leaders.



# Who Is Copilot License Accelerator For?

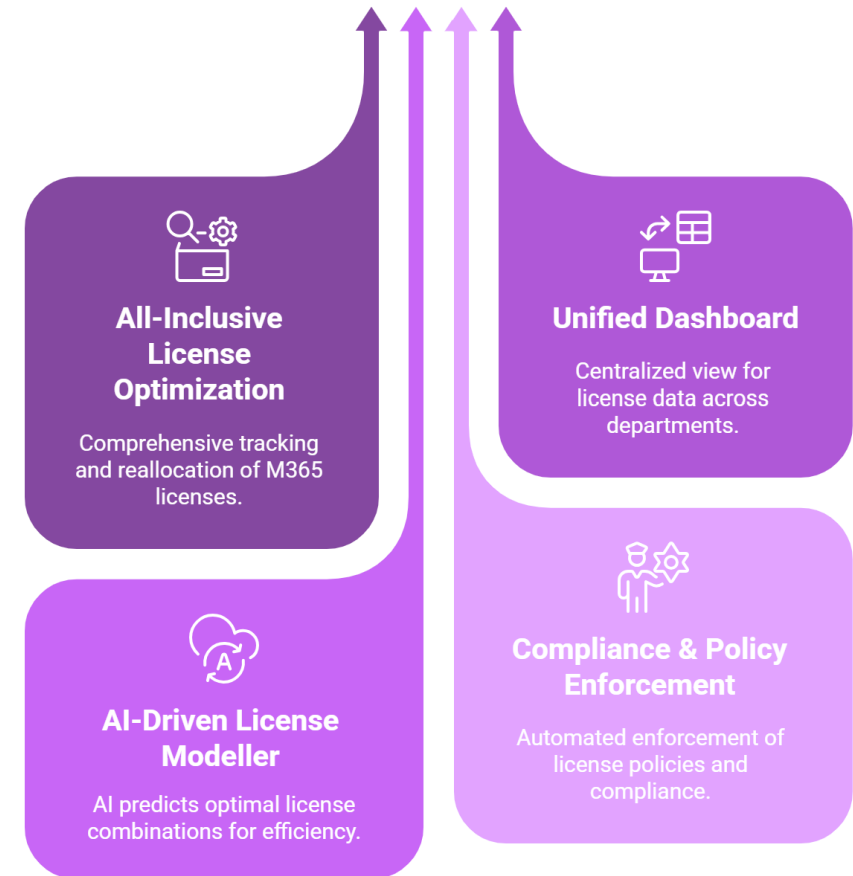
| Persona                               | Problems Solved by CLA                                                                                                                                                                                                                                                                     | What They Can Do                                                                                                                                                                                                                                                      |
|---------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Business Development (BD) Head</b> | <ul style="list-style-type: none"> <li>• Lack of visibility into Copilot license adoption</li> <li>• Struggle to measure productivity improvements</li> <li>• Inability to purchase licenses from dept budget for everyone</li> </ul>                                                      | <ul style="list-style-type: none"> <li>✓ Purchase and manage Copilot licences               <ul style="list-style-type: none"> <li>- Monitor and drive Copilot adoption rates</li> </ul> </li> <li>✓ Justify Copilot investments with data-driven insights</li> </ul> |
| <b>Copilot Deployment Team</b>        | <ul style="list-style-type: none"> <li>• Manual and difficult license distribution processes</li> <li>• Difficulty in tracking ROI of Copilot usage</li> <li>• Inability to purchase licenses from dept budget for everyone</li> </ul>                                                     | <ul style="list-style-type: none"> <li>✓ Automate license allocation and reallocation</li> <li>✓ Access real-time usage analytics for better deployment decisions</li> </ul>                                                                                          |
| <b>IT Department</b>                  | <ul style="list-style-type: none"> <li>• Complexity of managing licenses across multiple departments               <ul style="list-style-type: none"> <li>- Time-consuming manual reporting</li> </ul> </li> <li>• Inability to purchase licenses from dept budget for everyone</li> </ul> | <ul style="list-style-type: none"> <li>✓ Automate usage tracking and reporting</li> <li>✓ Ensure compliance and optimization with automated alerts</li> </ul>                                                                                                         |
| <b>Procurement</b>                    | <ul style="list-style-type: none"> <li>• High license costs due to underutilization</li> <li>• Difficulty in allocating licenses to correct departments</li> </ul>                                                                                                                         | <ul style="list-style-type: none"> <li>✓ Track license usage and costs by department</li> <li>✓ Generate chargeback reports for accurate budget allocation</li> </ul>                                                                                                 |

# From Copilot-Centric to Full M365 License Management

- **All-Inclusive License Optimization:** Track, manage, and reallocate *any* M365 license—Copilot, Teams Phone, Exchange Online, Power BI, and more.
- **Unified Dashboard:** A single pane of glass for IT, Finance, Procurement, and Department Heads to view and act on license data across the org.
- **AI-Driven License Modeller:** Predict optimal license combinations based on actual usage, reducing waste and increasing productivity.
- **Compliance & Policy Enforcement:** Automate enforcement of regional or departmental license policies.

*“CLA is no longer just for Copilot—it's the centralized intelligence layer for all Microsoft 365 licensing.”*

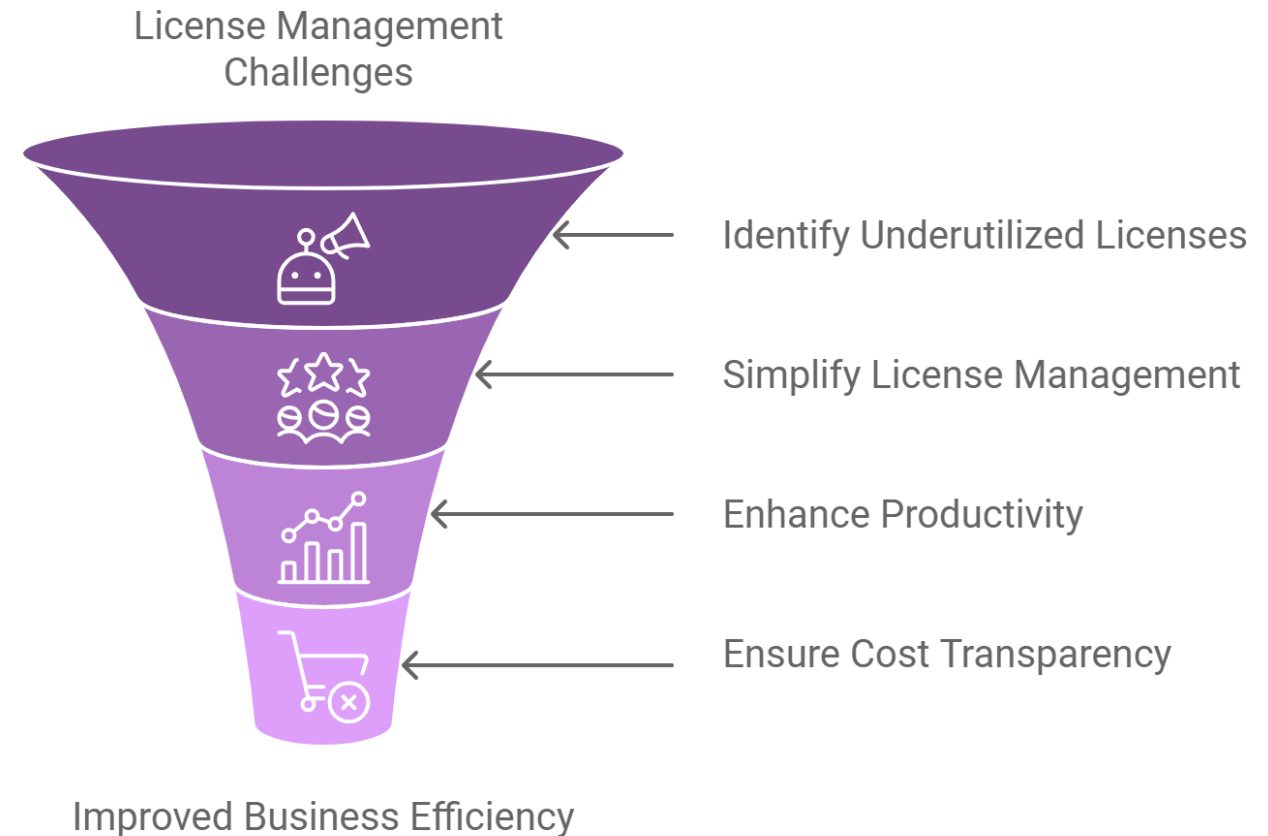
Streamlining M365 License Management



# How CLA Solves Key Problems

- **Underutilized Licenses & Cost Management:**
  - ✓ **Solution:** CLA's AI-driven insights and License Saver feature ensure that every license is utilized, reducing costs and reallocating unused licenses to where they're needed most.
- **Complex License Management:**
  - ✓ **Solution:** Centralized platform simplifies purchasing, assigning, and reassigning licenses, supporting IT and procurement to avoid costly underutilization.
- **Productivity Tracking & AI-Powered Recommendations:**
  - ✓ **Solution:** CLA uses advanced analytics to provide actionable recommendations for increasing productivity and closing gaps through automation.
- **Cost Transparency & Accountability:**
  - ✓ **Solution:** Chargeback and bill-back mechanisms allocate license costs to departments, ensuring each department has financial clarity and accountability.

CLA addresses critical business needs, from reducing underutilization and improving productivity to financial transparency and accountability.





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