



Business challenge

Managing various Microsoft® Volume Licensing (VL) programs can be daunting, given the intricate structure and numerous documents involved. These varied agreement types demand an in-depth understanding of compliance regulations, often leading many clients to over-purchase. Our team of seasoned experts is well versed in navigating these complexities, ensuring that clients are never overwhelmed by the process.






OUR SOLUTION

Insight VL Care™ offers a differentiated program designed specifically for managing various VL programs. Our suite of services is tailored to address the complexities and challenges associated with these agreements, providing clients with peace of mind and a strategic advantage.

Our streamlined process begins with a consultation with one of our experts who will create a customized T-36 plan, including negotiation for the best terms and pricing, a thorough review of legal documents, understanding of compliance rules, validation of True Up and Reconciliation, and management of internal tools required for successful future administration.

We offer proactive management and strategic advice to help clients optimize their IT investments, maximize the value of their agreements, and stay current with technology trends. Additionally, we provide trusted processes for reviewing usage, compliance, pricing, and licensing to support business needs.

BENEFITS

-  Expert navigation of Microsoft VL complexities
-  Proactive and strategic IT investment management
-  Optimization of Microsoft value
-  Staying ahead of evolving technology trends
-  Reliable processes for usage, compliance, pricing, and licensing review

FEATURES



Quarterly Microsoft VL review and annual True Up engagement

- Confirm existing investments.
- Review licensing or compliance concerns.
- Discuss licensing and financial changes and their potential business impact on your business.
- Analyze and review the value of existing and future investments.
- Leverage Enterprise License Dashboard for reporting on assets and license management.
- Consolidate and review subscription orders.
- Review and file subscription reductions.
- Ensure compliance with VL True Up requirements.
- Provide invoice/billing support with tickets to Microsoft.



Renewal coordination with a certified licensing expert

- Provide project management of the renewal process through its entirety for compliance and efficiency.
- Partner with you to ensure your investments in Microsoft meet your business needs.
- Review Microsoft programs for adoption and migration of technology portfolio.
- Assist with contract negotiation strategy to optimize spend.



Microsoft product guidance

- Provide information on products and assistance on what/how to buy.
- Deliver Envisioning Sessions and workshops provided by technical resources.



Portal support

- Offer VLSC, Azure®, VS, and M365 portal support via screenshare.

Premium add-on services

- Designated VL licensing consultant
- Billing/Invoice reconciliation
- VL portal management
- License reservation management
- Internal chargebacks via indirect VL
- Managed Software Asset Management (SAM) services
- SAM and cloud economic assessments
- Managed FinOps

WHY INSIGHT?

Insight Enterprises, Inc. is a Fortune 500 Solutions Integrator helping organizations accelerate their digital journey to modernize their business and maximize the value of technology. Insight's technical expertise spans cloud- and edge-based transformation solutions with global scale and optimization built on 35+ years of deep partnerships with the world's leading and emerging technology providers.

Proven track record 22 Microsoft solution specializations, 14 global Microsoft awards in 2023, 10 global Microsoft awards in 2022, 6 Solutions Partner designations (top Microsoft Cloud Partner), Azure Expert MSP

Strategic development/training Microsoft licensing consultants are all P-CE certified by Microsoft and have many years managing VL clients. The team is 100+ strong and continues to evolve around cloud strategies and Microsoft licensing.

Enterprise approach Insight has a very strong process to ensure that we are supporting our clients around Microsoft's T-36 model. We can use our technical team to ensure clarity around technical aspects tied to licensing needs.

RELATED SERVICES



Cloud and app modernization



Data, analytics, and AI



Digital Workplace



Security



Enterprise technical support