

## Microsoft Enterprise Agreement (EA) Services

# All-Inclusive Contract & Lifecycle Management for Your Enterprise Agreement.



### Turn Challenges into Opportunities in the Microsoft Enterprise Agreement (EA)

A Microsoft Enterprise Agreement (EA) is designed for large organizations to standardize their Microsoft software and services. It offers benefits like volume discounts, simplified license management and access to the latest Microsoft technologies. Today, the rapid pace of new product releases and frequent updates in licensing and packaging require a well-structured approach to managing Enterprise Agreements (EA).

Our services are designed to embrace the opportunities presented by a Microsoft EA to maximize the value for your organization. We provide the expertise and support needed to effectively manage your Microsoft Enterprise Agreement, ensuring you achieve your business objectives while optimizing your spend and maximizing performance with Microsoft Online Services and software. Let us help you turn complexity into clarity and drive value throughout your EA lifecycle.

### About SCHNEIDER IT MANAGEMENT

We have over a decade of experience with Enterprise Agreements and are the first choice as Software Advisor for your Enterprise Agreement (EA). We manage hundreds of Enterprise Agreements with a multitude of 100.000 users worldwide.

### Why Choose Our Microsoft Enterprise Agreement (EA) Services?

We effectively manage your Enterprise Agreement (EA) or Enterprise Subscription Agreement (EAS) by covering the entire contract lifecycle, from pre-contract assessments to ongoing management and the next renewal. Enjoy all-inclusive EA Services that maximize your return on investment (ROI).

The pricing of our EA Services depends on your EA contract size.


#### What our customers are saying

"Great and trustful company. Quick reaction time, best advice on licensing issues, great people. Always a pleasure to work with SCHNEIDER IT MANAGEMENT."

– Marty Cruchten, Paul Wurth S.A.




## Your Benefits




### Optimize Cloud Spending

Ensure your cloud spending aligns with your business goals by right-sizing and right-costing your contracts.




### Gain Insights

Understand your user needs, license entitlements, and pricing to make well-informed decisions during negotiations.




### Control Negotiations

Improve results in Microsoft renewal negotiations with our expert support and strategic guidance. Make use of our excellent relationship with Microsoft.




### Gain Risk Awareness

Identify and mitigate risks by understanding the licensing implications of your technology choices. This way, you stay compliant.



### Get Expert Guidance

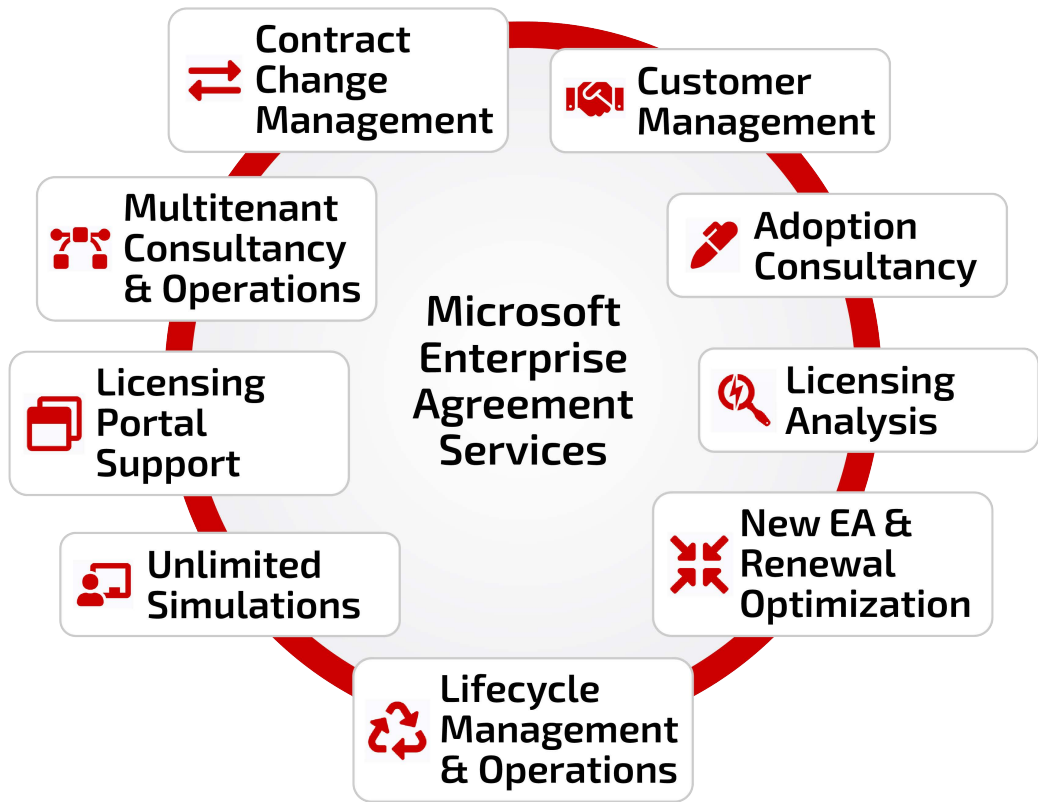
Leverage our extensive knowledge, tools, and dedicated team to optimize and manage your Microsoft investments.



### Maximize Your ROI

Enhance the value of your Microsoft investments by managing your spend effectively throughout the contract lifecycle.

We cover everything you could possibly think of relating to Enterprise Agreements - and more.







## Service Components

With more than a decade of experience with Microsoft Enterprise Agreement licensing, we have developed the most comprehensive framework on the market. Our customer-centric approach ensures that we help you achieve your business objectives by optimizing your spend while maximizing performance with Microsoft Online Services and software.

### Customer Management

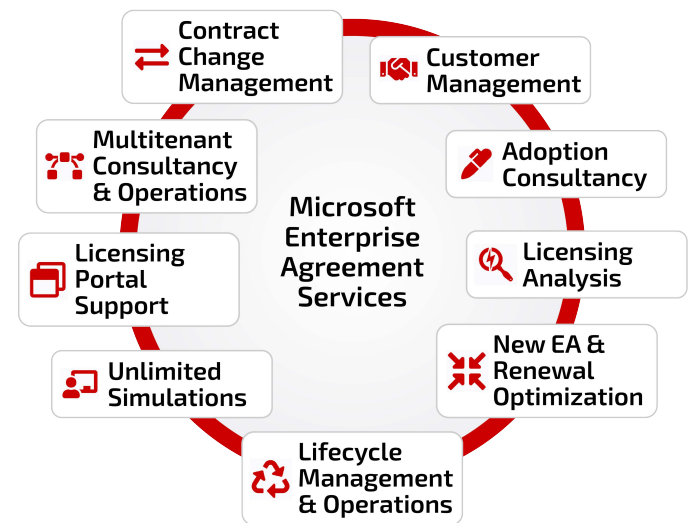
- Dedicated Account Manager
- Representation Policy Management
- High Service Quality
- Contract Event Tracking
- True-up and Renewal Preparation
- Proactive and Reactive Support
- Regular Meetings
- Flexible Meeting Options
- Unlimited Expert Answers
- Licensing Education
- Regular Information Distribution
- Price Adjustment Notifications
- Product Comparison
- Trial Information
- Issue Escalation
- Agreement Information
- Document Submission
- License History
- Communication History
- Order Processing Support
- Invoice Explanation
- Invoice Credit and Collection Handling

### Adoption Consultancy

- Product Features Consultancy
- Cloud Strategy Check
- Microsoft FastTrack Recommendation
- Microsoft Experts Involvement

### Licensing Analysis

- Product and Quantity Definition
- License Management Assessment



### New EA and Renewal Optimization

- License Program Analysis
- Contract Requirements Definition
- Licensing Program Benefits
- Licensing Program Optimization
- Enterprise Agreement Amendments
- Eligibility Verification for Special Programs
- Direct/Indirect EA Explanation
- Active Enrollments Access
- License Overview Consolidation
- License Profiles Definition
- Product Transition Advice
- Timeline Definition
- Regulatory Compliance Consultation
- Budget Definition
- Enrollment Administration Support
- Contract Amendments Check
- Enterprise Renewal Form Check
- CPS Discount Check
- Software Assurance Credits Check
- Future Pricing Check
- P-CE Exclusive Access
- ECIF or FastTrack Recommendation
- Renewal Negotiation Strategy

### Licensing Portal Support

- Portal Access Management
- Portal Explanation
- Portal Support
- License Reservations



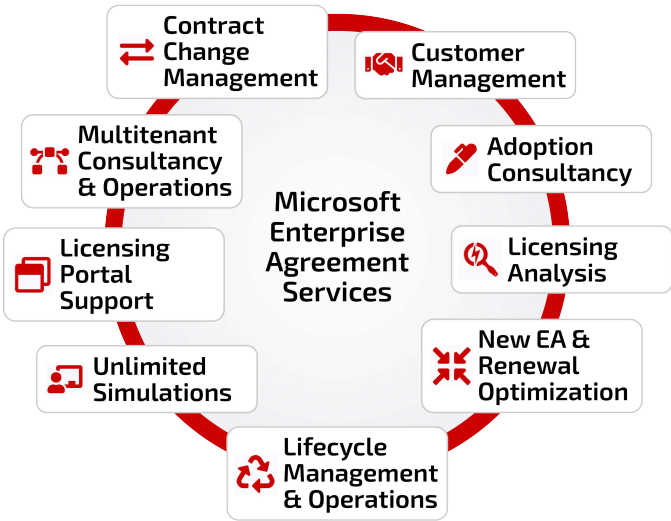
# Service Components

## Lifecycle Management and Operations

- Contract Setup
- Standard Processes
- Contract Explanation
- Affiliate Definition
- Subsidiary Locations
- Affiliates List
- Public Customer Number (PCN)
- Currency Confirmation
- Tenant Determination
- Legal Review
- Pre-Credit Check
- Scenario Sharing
- Pricing and Terms Check
- Purchase Order Numbers
- Stakeholder Definition
- Contract Decks Creation
- Subsidiary Contracts
- Contract Paperwork Ownership
- Processing Issue Troubleshooting
- Mid-Term Order Management
- Reservation Management
- Reservation Reconciliation
- Step-up Management
- Annual Order Management
- True-up Management
- Supplemental CPS Management

## Multitenant Consultancy and Operations

- Multitenant Explanation
- Multitenant Preparation
- Additional Billing Enrollments Creation
- Tenant Confirmation and Creation
- Tenant Setup Requirements
- Special Pricing in Enrollments
- License Reallocation Between Tenants
- License Reallocation Acknowledgement Form
- Step-up License Reallocation
- License Availability Check
- Enrollment and PO Number Tracking
- Extended Term Management
- Microsoft Initiated Late Order (MILO) Management



## Unlimited Simulations

- Contracts and Products History Tracking
- Software and Online Services Assessment
- Product Description and Quantity
- Enrollment Options
- Contract Specifications
- Simulation Details
- Price List Optimization and Consultancy
- Pricing and Scenario Simulations
- Baseline Comparisons
- Alternative Scenarios
- Licensing Program Price Comparisons
- Reservations Overview
- Separate Entity Simulations
- New Product Simulations
- Quote Substitute for Reservations
- Budget Planning Simulations
- Simulations Standard Format
- Simulations Export

## Contract Change Management

- Support During Organizational Changes
- New Contract Package Creation
- Revised CPS Request
- License Transfer Form Preparation
- Contact Information Update
- Portal Access Rights Update

**Let's Get Started with Your Enterprise Agreement**  
**Reach out for a personalized consultation and let us support your organization's success.**