

# MICROSOFT ADVISORY SERVICES

## MANAGING SOFTWARE WITH KNOWLEDGE

With the significant growth in adoption and spend of cloud services, most organizations are faced with increased complexity when it comes to driving value from their Microsoft solutions and services.

At the same time, the Microsoft “Modern Commerce” initiative has been implemented with the aim of modernizing the Microsoft platform to adapt to a more rapid emergence of new cloud services.

With this rapid release cadence and changes in how products are licensed and packaged, more flexibility is needed to respond to changing business conditions and new technology releases.

### Common Challenges Throughout the Cloud Investment Lifecycle

 <p><b>Return on Value</b></p> <p>Drive value and manage spend throughout the cloud investment lifecycle</p>	 <p><b>License Expertise</b></p> <p>Have people &amp; knowledge to continuously manage and optimize license contracts</p>	 <p><b>Risk Management</b></p> <p>Understand the licensing impact of technology decisions and prevent unfavorable contract terms</p>	 <p><b>Transparency</b></p> <p>Have fact-based vendor insights to benchmark contracts and pricing</p>	 <p><b>Cost Optimization</b></p> <p>Right-sizing &amp; right-costing contracts in line with business strategy</p>
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### Why SoftwareONE's Microsoft Advisory Managed Service?

You and your teams require continuous relevant data to enable valuable business insights. To achieve stronger outcomes, you need to focus on buying what you use and maximize the value from your investments. SoftwareONE's Microsoft Advisory Managed Service has been specifically developed to provide visibility, support, value and results against the above challenges, helping you realize cost savings and value through the application of recommendations, directly from service outputs.

**We help you deliver on your business and technology objectives, and ultimately provide value to your customers.**

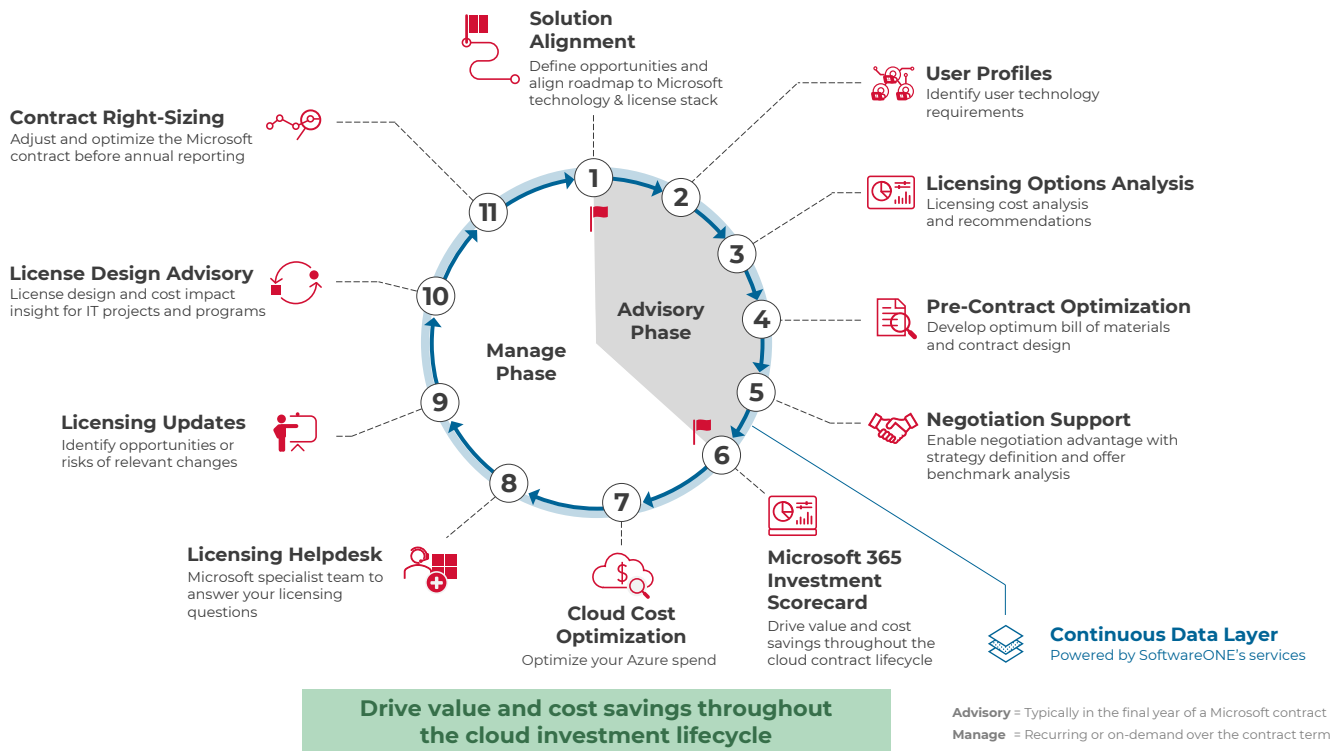
### Service Features

Microsoft Advisory Managed Service delivers positive outcomes by ensuring you have a right-sized, technology-led and time-appropriate investment plan that meets both short- and long-term roadmap requirements, and through the ongoing provision of the following key deliverables:



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## Microsoft Advisory Managed Service | Architecture



### Business Outcomes

The Microsoft Advisory Managed Service offering enables you to drive value and cost savings throughout your cloud investment lifecycle. This allows you to accelerate the value gained from your license investments and quickly respond to changing business conditions.

### The Microsoft Advisory Managed Service offers the following value and benefits:

Optimize costs	Save time and effort	Reduce risk & gain peace of mind
<ul style="list-style-type: none"> <li>› Pick the right solutions and licensing options.</li> <li>› Reduce software and cloud with ongoing contract right-sizing and cloud cost optimization</li> <li>› Enable negotiation advantage with fact-based insights</li> </ul>	<ul style="list-style-type: none"> <li>› Reduce effort on tracking and interpreting licensing updates</li> <li>› Make informed decisions quickly with visibility into potential savings and their impact</li> <li>› Get answers to your licensing questions</li> </ul>	<ul style="list-style-type: none"> <li>› Protect your investment and drive value throughout the contract lifecycle</li> <li>› Make decisions based on facts</li> <li>› Avoid technical and licensing pitfalls</li> <li>› Avoid compliance risks</li> </ul>