

# Evides enjoy perfectly tailored contracts staying within budget thanks to Microsoft Advisory Services



## 1 plan

Evides was able to make informed choices about their Microsoft software packages

## 100%

Evides now has the right software in the right place and the correct number of licenses.

## Within budget

Evides was able to make favourable pricing agreements and stay within budget.

### Client

Evides

### Industry

Public sector

### SoftwareOne Services

Microsoft Advisory Services

### Country

Netherlands

**The expiry of an enterprise agreement is often a good time to reflect on needs, requirements, and possibilities. When the Microsoft contracts at Evides came to an end, it was the perfect moment to bring in an expert.**

Evides Water Company supplies safe and clean drinking water 24 hours a day, 365 days a year, to 2.5 million consumers and businesses in the southwest of South Holland, the province of Zeeland, and the southwest of North Brabant. The headquarters is located in Rotterdam, and Evides has several offices in South Holland and Zeeland.



SoftwareOne really knew a lot about the content. Thanks to their efforts, we now have the right contracts with Microsoft. Both in terms of application and the correct numbers.



Marco van Wanrooij, Head of Operations, Evides



## The challenge

## Contract negotiations with Microsoft

Software contracts for 1,200 workplaces and agreements for 3 years represent a significant investment for Evides. It was therefore crucial for Evides to enter the contract negotiations well-prepared. Evides knew they wanted to make changes at both the data centre and workplace level, but didn't know what or how. They realised they needed help with that, especially in the world of software, where products, contracts, and prices are constantly changing.

## The solution

## Data scan and workshops provide insight

Through the data scans, workshops, knowledge, and expertise of SoftwareOne, Evides was able to highlight aspects they otherwise would not have been able to. For example, Evides wanted to release a new internal app and, in line with business objectives, consciously chose a Microsoft licence that has created room to develop more internal apps in the future.

Moreover, SoftwareOne's advice is objective. SoftwareOne has a good understanding of what is happening in the market, which discounts are possible, what is realistic, and how to navigate negotiations. This results in the best deal for the client. The process followed these steps:

- **Data scan**  
Making clear what Evides is currently using, where potential pain points lie, and how the licences can be used as optimally as possible.
- **Workshops**  
What features are available within the M365 stack, as well as which ones are a 'must-have' and which are a 'nice-to-have'?
- **Advice**  
Advice during negotiations with Microsoft based on the wishes and needs in the roadmap, ensuring that Evides obtains the best-fitting licences in the most suitable contract form at the best conditions.
- **Relief**  
Relief and ease when finalising and using the new contract.

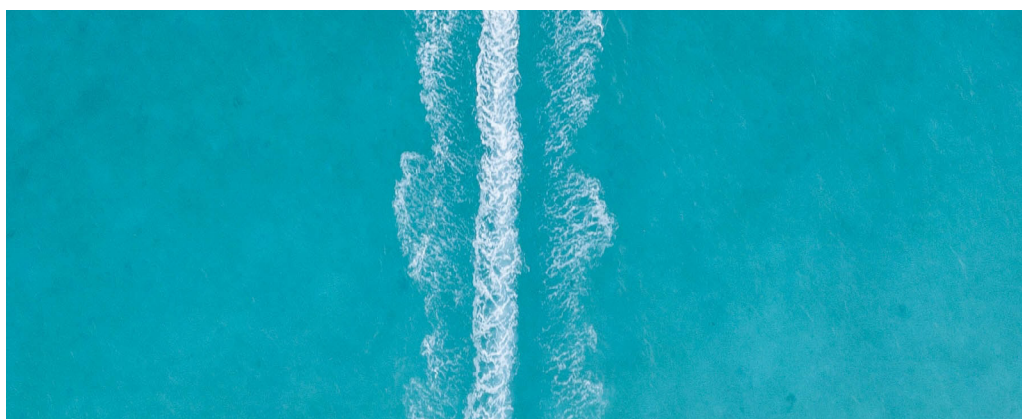
Not all software was immediately required. The data scans and workshops made this clear. As a result, logical combinations were made, and it was decided to slightly delay the move to the cloud. Additionally, a decision was made together to opt for one contract renewal instead of three.



Thanks to the input from various stakeholders, we were able to establish a clear baseline and IT roadmap. This provided Evides with great clarity and leverage for negotiations with Microsoft, allowing us to stay within budget.



Daniel van Vierzen, Microsoft  
Advisory Services Consultant,  
SoftwareOne



## The result

# SoftwareOne Advisory Services provide insight into software and licences

- **Informed choices**

Through the data scan and workshops, it became clear which software was needed, where, and when. It helped answer questions like what new technology can you use, what do you need, and why do you need it. Starting these workshops early provides enough time to enter negotiations well-prepared.

- **The right software in the right place**

A full licence for every workplace was unnecessary at Evides. Thanks to the Advisory Services, Evides now has the right software in the right place and the correct number of licences.

- **Favourable pricing agreements**

Evides entered the contract negotiations well-prepared. Thanks to SoftwareOne Advisory Services, it was clear which discounts were possible, what was realistic, and how to navigate the process. As a result, Evides was able to make favourable pricing agreements and stayed within budget.

## CONTACT US TODAY

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