

MICROSOFT ADVISORY SERVICES

Helping you buy the right technology, with the optimal contract, at the best price.

With our Microsoft Advisory Service (MAS) we advise our customers to get the maximum value out of their IT investment by making the right technology choices, with the best possible license solution for their organization.

Our team works with customers, to understand their current and planned adoption of Microsoft solutions and services, and identify an optimum investment and procurement strategy across Microsoft 365 and Azure.

We offer our customers assistance along every step of the way from, i) advising on Microsoft agreement renewals, ii) buying the right technology based on your requirements, planned roadmap, and adoption cadence iii) migration and implementation iv) ongoing support to manage and drive adoption to get the most value out of your cloud investments.

SoftwareONE's MAS services are developed based on feedback from our customers who indicate that they need support and knowledge in the complex world of Microsoft licensing, and the extensive and rapidly changing Microsoft solution portfolio.

The MAS services from SoftwareONE are designed to make your life simpler. Our experienced consultants, and company expertise of over 30 years of Microsoft partnership, combines to provide you a team of experts to analyze, roadmap, design and enable the best path forward for your Microsoft business, technology and licensing needs.

You will get credit for a high discount, but only buying what you really need will maximize the value from your overall investment.

Our Microsoft Advisory Services team

Our Microsoft Advisory Services team works from a best-practice approach developed by our consultants and working with customers for many years.

- 1 Understanding your IT roadmap and solution alignment of Microsoft technologies.
- 2 Determining user personas. This provides the right technology for the right person.
- 3 Discovery of optimization of current software and cloud investments.
- 4 Licensing cost analysis and recommendations.
- 5 Optimum bill of materials and contract design.
- 6 Preparation, support and strategy definition for negotiations with Microsoft.

What customers say:

"SoftwareONE is different from many other companies. Most companies are increasing the cost instead of delivering savings. SoftwareONE uses a transparent and seamless approach. We worked closely together during the process ensuring excellent savings and made a fantastic deal."

Heijmans

