MICROSOFT LICENSING SERVICES

Managing your software footprint is stressful for any organisation. It's hard to know who to trust to ensure licence compliance when most people haven't read their Software License Agreements since purchase. Do you know if you are getting the 'best deal' from Microsoft or its Reseller? Does your licensing contract anticipate future M&A activity? Are you proactively eliminating excess costs?

Microsoft's licensing of subscriptions and services is the new world. Deciphering licensing terms, compliance and contract stacks, as well as Microsoft 365 plans, cloud subscription spend and existing licence investments, is challenging. The complexity of Microsoft licensing models, bundling, usage rights and purchasing programs can be mystifying and difficult to understand.

There are many compliance pitfalls and traps for organisations without proactive methods to corral unlicensed users. Microsoft can often be deficient in providing the tools to limit features or components that may not be licensed for a user with a particular tenancy.

Over time, there can be a natural build-up of either licence deficiencies or licence excess capacity, as IT responds to business needs by deploying software or users without consideration of licence numbers or licence optimisation.

Why Invictus Partners

Invictus Partners offers leading Microsoft licensing services and solutions using Microsoft certified licensing specialists, across a spectrum of licensing analyses. Our proven approach for managing your licence real estate supports our clients through preparation for agreement renewals,

licensing health checks, contract negotiation and audit defence, ensuring you are always in a position of strength throughout the Microsoft engagement.

Invictus Partners collaborates with your organisation's procurement, infrastructure, administrative and other IT services, delivering clarity and understanding to a complex, costly and liable business imperative.
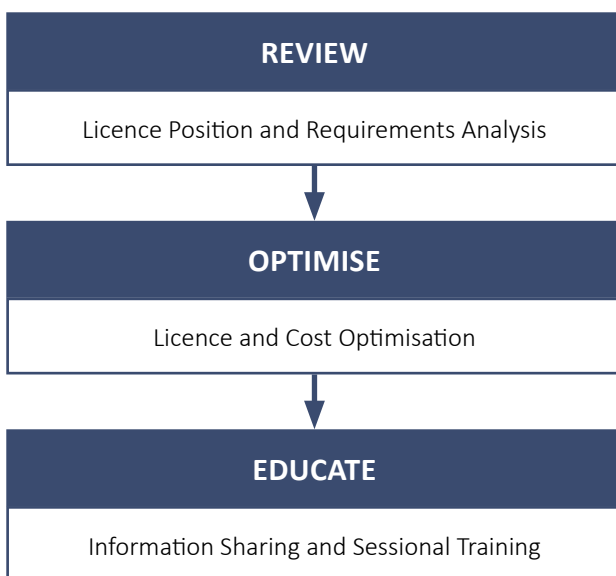

Benefits of choosing Invictus Partners to manage your Microsoft licensing

- **Knowledge and experience** – we deliver the best business outcome

- **Quality** – proven methodology for licence reviews and negotiations

- **Resource saving** – we manage the review process for you, and ensure your assets are being properly utilised

- **Cost savings** – we help you negotiate the best possible deal and clean up redundant licences

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Clarity and Insight

Whether you are looking to negotiate a new Enterprise Agreement, optimise your licence footprint or going through an audit, it is vitally important you know where you stand in terms of your entitlements versus usage before sharing any information with Microsoft or your Resell partner. This is the only way you can remain in the driver's seat through the process rather than following Microsoft or its Reseller's lead.

Our proven approach ensures you are compliant, have an optimised Microsoft landscape and are in a position of strength when engaging with Microsoft. It covers off three key deliverables:

REVIEW
Licence Position and Requirements Analysis

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OPTIMISE
Licence and Cost Optimisation

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EDUCATE
Information Sharing and Sessional Training

Given the diversity and complexity of Microsoft licensing, implementing an effective internal licensing review before information sharing is key.

Microsoft 365 Desktop Services – In order to optimise your Microsoft desktop subscription licensing costs and ensure you have the right security and data protection licence considerations, you need a good understanding of the plans and services offered and how these map to your current and future user requirements.

Microsoft Server Licensing – When reviewing your server footprint, we provide recommendations and comparisons of the alternate licensing models for Windows Server, Application Server software and required client access licenses (CALs).

To potentially save between 20%-60% annually, we look at your server licence optimisation through a license density analysis, and develop a consolidation map of server VM deployments across physical hosts, taking advantage of licence 'spare capacity' and licensing rules, reducing software assurance costs.

Licence portability – Given Microsoft announcements on changes to their licensing rules for Third Party Outsourcing and Public Cloud platforms, it is vital to understand the Microsoft outsourcing software management clause and where or how this may impact you as you continue to adopt a broader cloud platform program while aiming to preserve existing licence investments wherever possible

Microsoft Support, Promotions and Freebies – Changes to Microsoft support, software usage rights and promotions come through regularly. Ensuring you have a clear understanding of these and how they could be of value is key to gaining additional value from your licence entitlements and reducing your overall costs.

Microsoft Licensing Sessional Training – Microsoft regularly changes plans, services and licensing rules. Microsoft's licensing documents, Product Terms and Online Services Terms (OST) are updated each month. In order to keep you up-to-date, we offer our clients Microsoft Licensing Training and update sessions via audio conferencing, on a quarterly or biannual basis.

We know as a business you don't only use Microsoft. That is why we also have specialist licensing and contract teams for SAP, Oracle, IBM, Infor and Adobe.

Find out how Invictus Partners can deliver a complete organisation-wide solution for all your software licensing and audit needs.