



CASE STUDY

CSP Advantage: Simplify, Optimize, Maximize your Microsoft 365 Licenses

YEAR

2022

INDUSTRY

Renewables &
Environment

EMPLOYEES

1,000

Challenge

iuvo was approached by a frustrated prospective client who recognized they were overpaying for licenses and lacked support from their current cloud service provider (CSP). The client was aware of the overpayment issue and expressed dissatisfaction with their CSP's unresponsiveness in optimizing license usage. The root cause of overpayment resulted from mistakes made by their CSP, which they couldn't rectify due to lack of experience. They sought help in renewing Microsoft licenses and optimizing their current licenses for cost efficiency and maximum value.

Solution

Leveraging our expertise as Microsoft specialists, we conducted a comprehensive analysis of the client's Microsoft license usage. The findings were eye-opening, revealing numerous instances of licenses being underutilized or overlapping unnecessarily. For example, we found 823 unused Office 365 E3 licenses and 1804 Microsoft 365 Audio Conferencing licenses that the client was still paying for unnecessarily. To help the client optimize their license usage and costs, our team of M365 experts recommended that they reduce license redundancy and overprovisioning. As a trusted CSP, we worked with the client to review their current license usage and identified areas where they could reduce their license count. In addition, we recommended license term optimization resulting in less expensive yearly commitments for most licenses with an appropriate number of more flexible monthly licenses to prevent over-allocation.



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Results

\$9,000 / mo

INITIAL SAVINGS (\$108,000 PER YEAR)

Up to \$247,000

ADDITIONAL SAVINGS PER YEAR

Right-Sized

LICENSING

Management

BY M365 LICENSE EXPERTS



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Outcome

Our license optimization strategy not only delivered substantial cost savings but also provided this prospective client with newfound confidence and the ability to defend their budget effectively. Prior to consulting with iuvo, this company expressed significant frustration as they struggled to justify their monthly spend with their previous CSP, knowing they were overpaying but receiving no support. However, our swift resolution of the issue, taking only days compared to their months of effort with other vendors, transformed their situation. They now have the assurance to confidently present a solution to their superiors, fostering a sense of accomplishment and empowerment. Through our thorough analysis and targeted recommendations, we uncovered the potential for significant impacts on the client's Microsoft license spend. Our findings revealed various methods to generate immediate savings, resulting in a remarkable reduction of \$9,000 per month, equating to \$108,000 per year when compared to their previous CSP. Furthermore, our in-depth analysis uncovered additional opportunities for savings of up to \$247,000 per year through projects such as the implementation of iuvo's Modern Workplace platform. This innovative solution integrates the client's HR platform with Microsoft 365, streamlining crucial processes like user management, provisioning, and offboarding. By optimizing license usage and implementing efficient workflows, we ensured not only substantial cost savings but also enhanced operational efficiency and automation for our client. By eliminating uncovered redundant expenses, the client experienced significant cost reductions while achieving optimal license utilization. Our comprehensive approach and swift resolution empowered the client to regain control over their license spend, defend their budget confidently, and finally offer a viable solution to their superiors.

Ready to discuss your IT challenges?

Request a consultation and we will connect you with the right solution.

iuvotech.com/contact-us