Microsoft and Software Advisory Group

Unlock the full potential of your Microsoft investment.

When you work with SHI's Microsoft and Software Advisory Group (MSAG), our world-class experts guide you through Microsoft's complex technology portfolio and reveal every opportunity to achieve greater value from your Microsoft investment.

How we help:

Leveraging our proven methodology and decades of industry experience, we equip you with the numbers, narrative, and insights to construct the optimal investment for your technology roadmap and budget. Our process includes:

1. **Baseline:** We create a detailed forensic analysis of your Microsoft estate to understand your current licensing landscape.
2. **Roadmap:** We calculate the potential value over time to create a data-driven approach to unlock the most viable licensing choices.
3. **Options:** We investigate all possible "what if?" scenarios to pinpoint the most favorable outcomes.
4. **Decision:** We determine the best option and proceed with confidence.
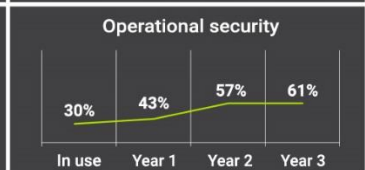
Who we help:

We work with organizations of all sizes, at any stage of your agreement lifecycle. Whether you're coming up for renewal or simply trying to understand your current state, SHI can help answer:

1. Are you aware of everything you own?
2. Are you fully leveraging the technology you've invested in?
3. Are you incurring costs on overlapping technologies?
4. Are you prepared for the financial implications of your next renewal?

What makes SHI different?

- **Razor-sharp negotiation skills:** We regularly help organizations negotiate Microsoft contracts worth billions of dollars. Use our skills to your advantage!

- **Unmatched insights:** We draw from two decades of experience across thousands of engagements to help you make optimal licensing decisions.

- **Multifaceted team:** We consist of business strategists, technology leaders, licensing experts, and experienced visionaries – bringing a comprehensive perspective to every consultation.

• Showing M365 E5 •

Value over time

In use 51% | Year 1 63% | Year 2 68% | Year 3 71%

User experience: In use 64% | Year 1 76% | Year 2 79% | Year 3 82%

User security: In use 45% | Year 1 56% | Year 2 61% | Year 3 61%

Information security: In use 37% | Year 1 43% | Year 2 47% | Year 3 53%

Operational security: In use 30% | Year 1 43% | Year 2 57% | Year 3 61%

An objective framework to measure the value you expect to achieve is the single best way to ensure optimal licensing decisions.

Ready to solve what's next with SHI's Microsoft and Software Advisory Group?
Contact your Account Executive to get started.

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