



# SHI Cloud Matrix

Uncover the true value of your Microsoft 365 investment



SHI's Cloud Matrix is a data-driven framework that quantifies the value of your current Microsoft investment and models the impact of future strategies. Through our workshop, you'll gain a clear, objective roadmap to reduce waste, optimize spend, and make confident decisions.

## What does the Cloud Matrix Workshop do?

### Unifies stakeholders

Our guided workshop brings everyone together to build a clear, measurable plan and align on your Microsoft strategy.

### Builds a forward-looking roadmap

Quantify, compare, and forecast your Microsoft roadmap, built on an objective, data-driven framework refined across hundreds of customer engagements.

### Measures value

Forecasts value over time by quantifying each element of your Microsoft roadmap, converting strategy into measurable signals for evidence based decisions.

### Benchmarks success

Establishes a repeatable benchmark to track progress, compare against industry peers, and adjust your roadmap as priorities evolve.



## Why SHI?

- We combine deep licensing expertise with a data-driven approach to help organizations of all shapes and sizes.
- Our Cloud Matrix framework helps eliminate over-provisioning, reduce complexity, and unlock significant savings.

• Showing M365 E5 •





**Data-driven  
and objective**

Our process is scientific, systematic, and free from bias – trusted by organizations from 500 to 500,000 seats across every industry.



**Unmatched  
experience**

Our team blends business strategy, licensing mastery, and technology leadership. Many of our experts have over 20 years' experience helping customers with their Microsoft environments.



**Proven  
outcomes**

The Cloud Matrix is the foundation of a broader, world-class process that has helped our customers collectively save and reinvest over a billion dollars every year.



**What are our customers saying?**

**Five stars. Real voices. See why they trust SHI.**

“No one has been able to provide anything at this level...it was incredible.”

– **A multinational pharmaceutical company**

“The Ferrari of the services provided by SHI. SHI excels beyond anyone else.”

– **One of the largest insurance companies in the U.S.**

“Their deep dive into what we were using, how we were using it, and really understanding the minute detail was my favorite part of the entire engagement.”

– **A global law firm**

“You've given us thought leadership and ideas we would not have come up with on our own. I've dealt with Microsoft consultants for years and none of them hold a candle to what you are doing.”

– **A multinational pharmaceutical and biotechnology company**

**Ready to clearly see your M365 value?**

Schedule your Cloud Matrix workshop today!

Contact your **SHI account executive** or **SHI Microsoft customer success manager** to learn more.