Am I Overpaying Microsoft?

Don't get "nickel and dimed" by the leader in software!

Microsoft made its way to the top not only by providing exceptional products and services, but also by charging users with a premium. There are ways to save big on Microsoft products if you know what to look for. This white paper outlines some of the ways that EX-OP can help you save.

#1   Don't renew without a review!

In this scenario, you've come up on Microsoft license renewals. If you are like most companies, you will probably immediately go ahead with the renewal package suggested by Microsoft or your IT partner.

Jumping the gun and approving a license renewal without review is a surefire way to overpay.

Microsoft changes... a lot! Which means that all the various options for licensing Microsoft solutions are also changing. Things to look out for:

- Your company's organizational requirements (have they changed?)

- Your company's history of licensing consumption

- Microsoft's product innovation vs current licensing

- Infrastructure changes and requirements

- Changes in business needs

EX-OP can help you review your Microsoft usage history and prepare an optimized plan for license renewals. This is the best way to ensure that you have the right software for your business needs, at the right price!

#2   Beat the List Price

Microsoft publishes their ERP (Estimated Retail Price) for the world to see. But did you know that you can save up to **33% off** of the ERP by leveraging volume discounts through Open and MPSA agreements?

A Microsoft representative will tell you to your face that they don't discount their pricing. However, that's just not true. You may be able to beat consumer retail pricing by going directly to Microsoft, but you will still be passing up a huge amount of savings that can be attained only by going through a company like EX-OP.

Don't believe us? Send us a copy of your last license agreement and we will tell you the areas that we could have helped you improve upon it.

Together we can create a plan for valuable license renewals at better costs.

#3 Cloud Licensing Agreements

Cloud providers like Microsoft have been pushing companies to sign up for subscription-based cloud resources instead of investing high capital expenses into on-premise solutions. That data has to go somewhere, so Microsoft has been frantically building data centers to house cloud data for years now.

What that means for you is that after you make the switch to a cloud solution you could be "held hostage" by that vendor and ordered to pay whatever renewal price they determine. This is already happening as Microsoft has been increasing renewal costs for some time now. Prepare for future increases in licensing costs.

#4 Trapped by the Full Stack

Very simply put, if you are running the full Microsoft stack of products, you are in no position to negotiate.

That's because Microsoft knows that when you are all-in, it's harder to get out! They will stick to their prices. However, there are a few methods you can employ to achieve lower pricing, even if you are running the full stack.

We can help you with that.

EX-OP can help you by comparing your licensing agreements with the data in our BI tools and compare it with our 20 years of IT procurement experience.

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#5   Too Many Options

Microsoft has created a vast number of various licensing agreement types. We're talking about EAP, EA, SCE, ECI, SPLA, and MPSA. How can the average buyer understand if one agreement is better than another? Who has time for that?

Since Microsoft has changed their licensing terms so many times in the past, it's not uncommon for one company to be managing multiple versions of different license agreements.

It's also costly to try to combine different agreements that are already in place. They have a cost for everything! However, there are ways around this. Contact us for details on how to save in this category!

EX-OP is Here to Help

EX-OP is a boutique consulting agency made up of CIO's, CPO's, and members of the Board at Fortune 100 organizations.
We utilize our experience, relationships and insider benefits
to reduce costs for you.

If you would like more information about how you can save bundles
on your upcoming Microsoft licensing renewal.
Give us a call.

CALL US TODAY - 412.208.3660