

REMEND

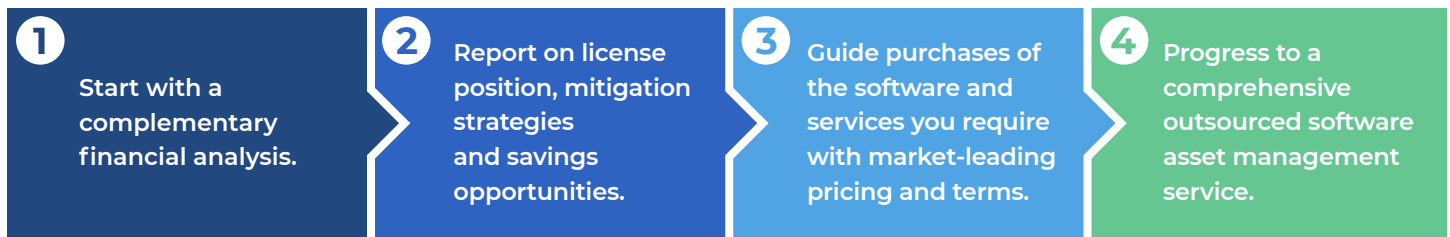
MICROSOFT ADVISORY SERVICES



Remend is an independent advisory firm that partners with enterprise and mid-market executives to cut technology costs. Based on decades of experience, Remend executes data-driven, creative and aggressive cost-reduction strategies for Oracle, Microsoft, SAP, IBM and tier-two publishers.

Independent Advisory Services

Remend's services help you navigate the complexity of publisher contracts and service agreements to make informed decisions for your business environment. Our experts work to find business efficiencies, eliminate stress and realize budgetary savings in four steps:



Complementary Snapshot Analysis

Remend's **free** review, the Snapshot Analysis, is a data-driven review of assigned subscriptions, license agreements and support channels with Microsoft. We help you evaluate what you are currently using and purchasing, and discover what may be missing in your portfolio. Then, we look at the likely outcomes of optimizing your Microsoft licensing and support.

Build confidence with your purchases by answering these key questions:

- Are we getting the most out of our Microsoft 365 subscriptions?**
- Is our purchasing method the most flexible and cost-effective available to us?**
- Can we impact our spend in the middle of a multi-year contract?**
- Does the support we're paying for make sense and are there alternatives?**



Quickly Maximize Your ROI

Remend's Snapshot Analysis identifies issues with your Microsoft licensing, contracts and support using readily available reports. We offer advice on valuable action plans without requiring you to take on time-intensive tasks such as deploying expensive software asset management tools and platforms. All of this is designed to save you time and money.

Take control and make value-based decisions on your Microsoft-related expenses.
Remend can help!



The Challenge with Microsoft

Microsoft has an extensive and colorful history of providing end-user, infrastructure, and cloud solutions that change frequently in both features and licensing, often landing in the top 5 of IT providers. Like Oracle, SAP, and other software publishers, Microsoft can appear to depend on complex and ever-changing licensing rules and pricing schemes, instead of practical needs and a clear understanding, to sustain and increase revenues. As a result, customers find it challenging to evaluate the value of legacy expenses, align their needs with licensing and subscriptions and reduce their risk of audit.




Remend Services for Microsoft

Remend is a full-service advisory firm that helps you navigate the complexities of Microsoft to find the best solutions for your needs.

- License Optimization
- Contract Negotiation
- M&A Integration Preparation
- Audit Defense & Support
- Third-Party Support
- Cloud Migration Planning
- EOL Support Strategies
- Cloud BYOL License Modeling
- Internal Audit & Review

Results






Examples of cost savings that Remend has won for their Microsoft customers:

-  Eliminated \$1M in Windows Server spend by changing editions and using new rules
-  Avoided \$350K in an audit by challenging and correcting auditor in the licensing application
-  Saved \$400K in a Microsoft 365 subscription reservation through a product change



Facts & Figures

The following demonstrates Microsoft's scope and subscription creep:

-  **10%** Microsoft 365 subscriptions are inaccurately licensed and can be reduced
-  **2x** AI per-user and Azure-based solutions can double the existing per-person spend
-  **\$\$** SKU consolidation makes the audit compliance threshold (5%) difficult to obtain while also leaving technology unused
-  **NEARLY ALL** Customers are using desktop, server, cloud or subscriptions from Microsoft
-  **90%** Issues that can be solved by (significantly) less expensive support providers

Increase the ROI on your Microsoft software today!