

Optimize Your Microsoft Cloud Investment

Do More With Less

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Microsoft
Partner



Gold Data Analytics
Gold Data Platform
Gold Cloud Platform
Gold Cloud Productivity
Gold Windows and Devices

Today's Agenda

Introduction: Wade Walker / Austin Kelly

Microsoft 365 & Azure Licensing – Do More With Less

- Discuss the various types of licenses available and the key differentiators with each
- Help you evaluate your current license strategy and make sure you have the right type and combination of licenses
- Help you determine if you are over-licensed or over-paying
- Discuss what to do if you are no longer eligible for an EA renewal
- Next Steps

Q & A / Wrap Up



Connecting Enterprise Businesses to the Microsoft Cloud Ecosystem



- Business is moving to the Cloud at a rapid pace
- We help companies develop a comprehensive Cloud strategy that delivers the right technology at the right time
- Build upon the Microsoft Cloud platform
- Leverage our expertise for Microsoft Cloud consulting, licensing, implementation and support
- Together we can help you develop a modern infrastructure with an ecosystem of products and services that are:
 - Secure
 - Built to work together
 - Supported
 - Able to grow and pivot as business needs change



Microsoft Cloud Investment



Microsoft Licensing Introduction

Big Green IT – Gold Microsoft Partner

- You need a PhD to figure it all out
– and then they change it!
- Licensing Overview
- Microsoft's New Commerce Experience (NCE): New Features
- Licensing Special Programs
- Migrating from EA to CSP + MPSA
- Do More With Less!



Special Licensing Programs

- Non-Profit options for 501c(3)
- Gov Licensing vs. Gov Cloud (GCC)
- Education (EDU) Licensing
- Test/Dev & MSDN Pricing



Find the right solution for your needs... DMWL

New

Microsoft Teams Essentials

\$4.00*
user/month
(annual commitment)

- ✓ Unlimited group meetings for up to 30 hours
- ✓ Up to 300 participants per meeting
- ✓ 10 GB of cloud storage per user
- ✓ Anytime phone and web support
- ✓ Unlimited chat with coworkers and customers
- ✓ File sharing, tasks, and polling
- ✓ Data encryption for meetings, chats, calls, and files

Office apps and services



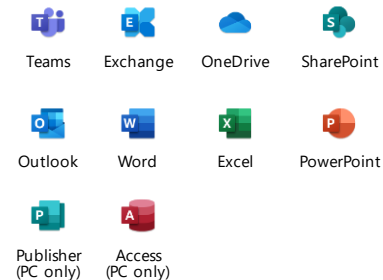
Most popular

Microsoft 365 Business Basic

\$6.00*
user/month
(annual commitment)

- Everything listed in Teams Essentials, plus:
- ✓ Team meetings recordings with transcripts
 - ✓ Web and mobile versions of Office apps
 - ✓ Expanded cloud storage of 1 TB per user
 - ✓ Business-class email
 - ✓ Standard security

Office apps and services



Microsoft 365 Business Standard

\$12.50*
user/month
(annual commitment)

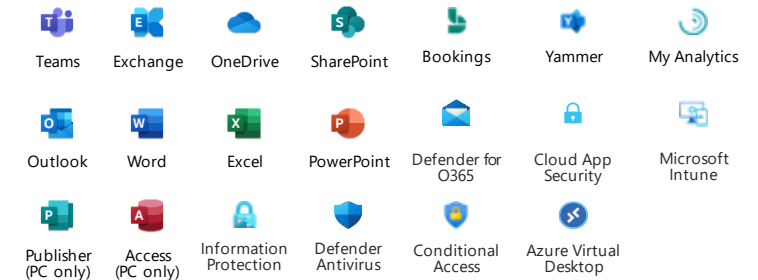
- Everything listed in Microsoft 365 Business Basic, plus:
- ✓ Desktop versions of Office apps with premium features
 - ✓ Webinar hosting
 - ✓ Attendee registration and reporting tools
 - ✓ Manage customer appointments

Microsoft 365 Business Premium

\$22.00*
user/month
(annual commitment)

- Everything listed in Microsoft 365 Business Standard, plus:
- ✓ Secure, intelligent management with Endpoint Manager
 - ✓ Conditional Access enforces controls on access to apps in your environment from a central location
 - ✓ Access Azure Virtual Desktops on any device, from anywhere.
 - ✓ Microsoft Defender for Office 365 safeguards your organization against malicious threats

Office apps and services



Cloud billing models differ from on-premises but create meaningful savings opportunities



Azure hybrid benefit

A licensing benefit that helps you to **significantly reduce the costs** of running your workloads in the cloud.¹



Azure reservations²

Save up to 72%³ compared to pay as you go pricing.



Dev/test offer & Azure dev/test labs

Quickly provision and deploy. Discounted rates on popular services.⁴



Spot virtual machines

Scale compute at deep discounts, up to **90%** vs. pay as you go pricing. Do More With Less.⁵

1. <https://azure.microsoft.com/pricing/hybrid-benefit/>
2. <https://azure.microsoft.com/reservations/> (For SLES and REHL)
3. <https://azure.microsoft.com/reservations/>
4. <https://azure.microsoft.com/pricing/dev-test/>
5. <https://azure.microsoft.com/pricing/spot/#overview>



Cloud billing models differ from on-premises but create meaningful savings opportunities



Free Azure Sentinel data ingestion

Microsoft 365 E5 customers can save up to \$1,500/month on a 3,500 seat deployment



Azure savings plan for compute

Save up to 65% on select compute services. Do More With Less.



Free Windows and SQL Server security updates

Free security updates for 2008 and 2008 R2 server workloads in Azure.



Azure Credits for Visual Studio Subscribers

Receive Azure credits every month that you can use to explore and try Azure services.

Microsoft provides solutions to help you continually optimize your environment



Understand and forecast your costs

Monitor your bill, set budgets, and allocate spending to teams and projects with **Azure Cost Management + Billing**.

Do More With Less



Cost-optimize your workloads

Optimize your resources and architecture with Azure best practices from **Azure Advisor**.

Save with Azure offers and licensing terms like the **Azure Hybrid Benefit** and **Azure Reservations** for your Windows and Linux workloads.

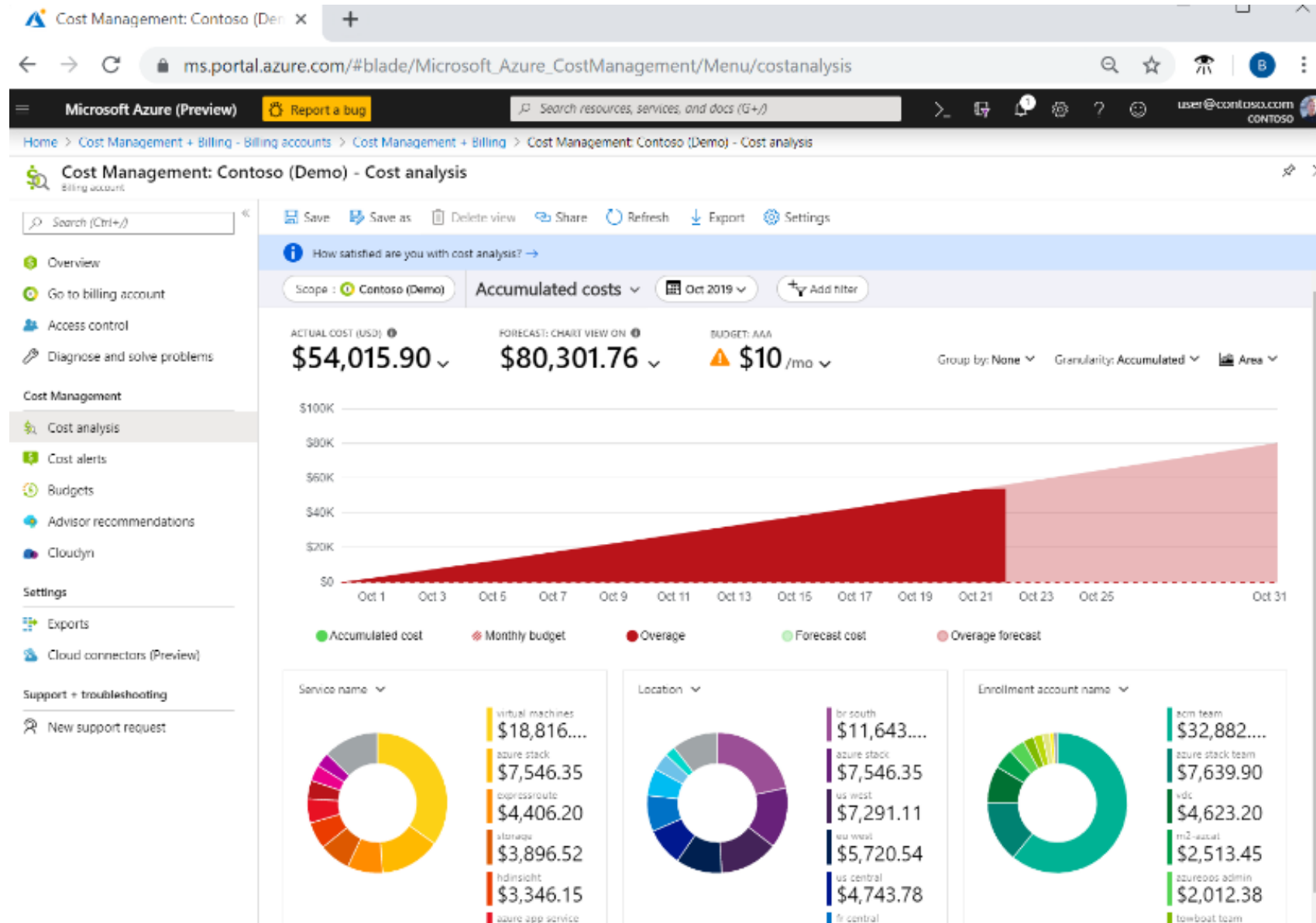


Control your costs

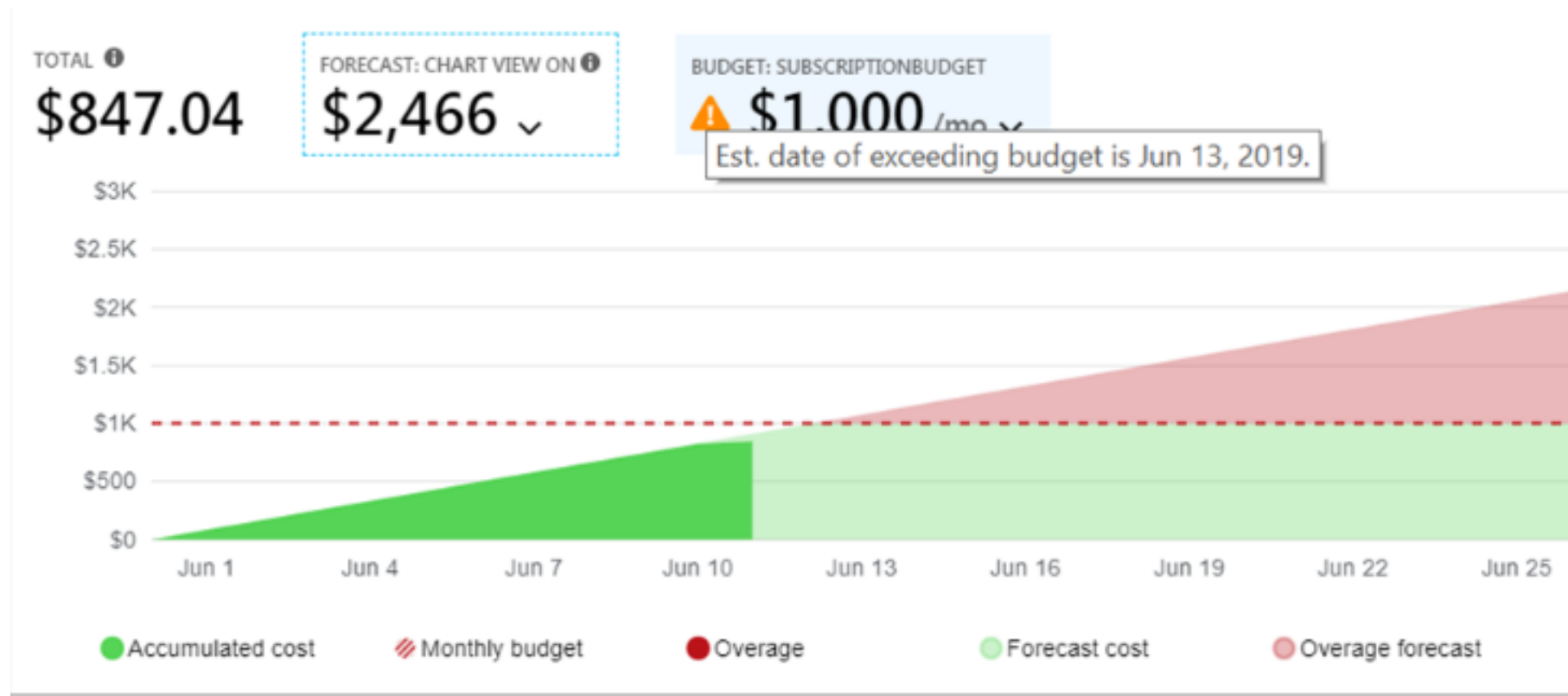
Establish spending objectives and policies with guidance from the **Microsoft Cloud Adoption Framework for Azure**.

Implement cost controls with **Azure Policy** so your teams can go fast while complying with policy.

Azure Cost Management + Billing (DMWL)



Azure Cost Management + Billing (DMWL)



Azure Advisor (Do More With Less)

The screenshot shows the Azure portal interface for 'Trey Research R&D Playground'. The 'Advisor recommendations' section is active, showing a summary of 1 total recommendation with 2 impacted resources, resulting in potential yearly savings of 5,973 USD. A table lists the recommendation: 'Right-size or shutdown underutilized virtual machines' with a high impact and 2 impacted resources.

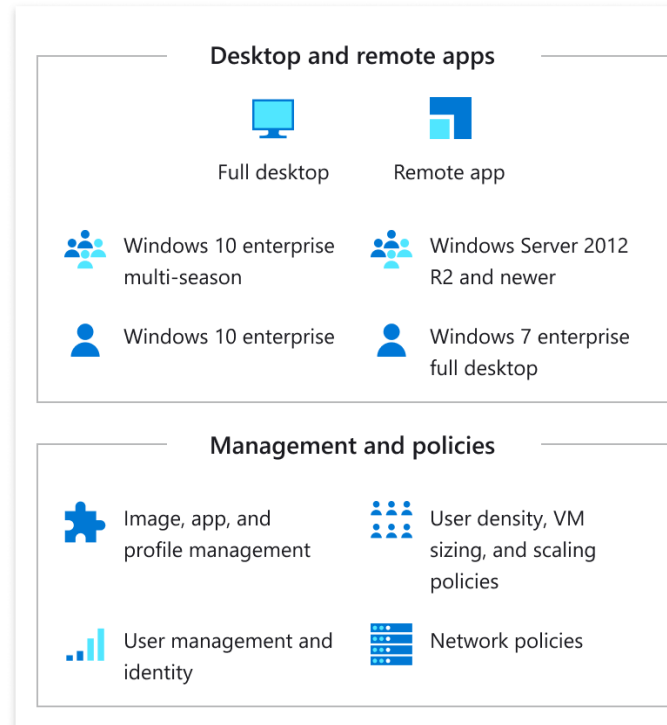
IMPACT	DESCRIPTION	POTENTIAL YEARLY SAVINGS*	IMPACTED RESOURCES	UPDATED AT
High	Right-size or shutdown underutilized virtual machines	5,972.85 USD	2 Virtual machines	10/24/2019, 9:30:48 AM



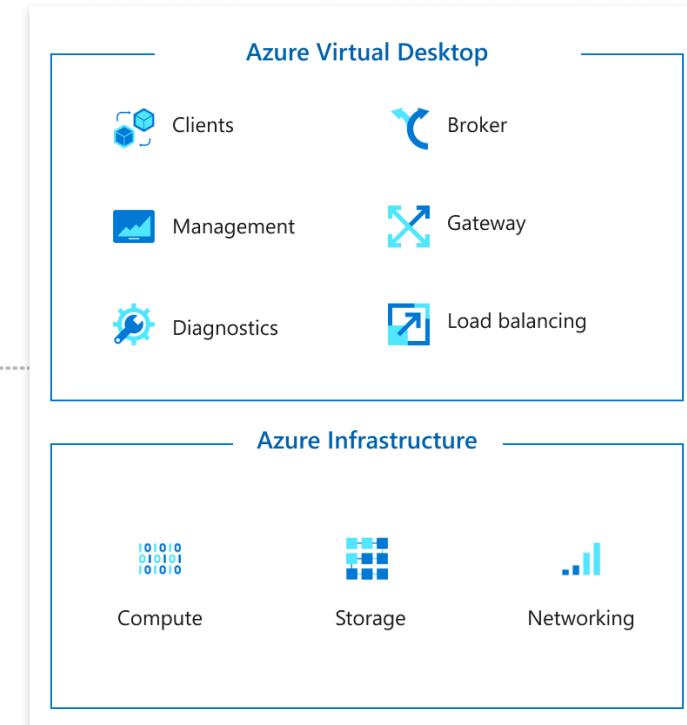
Azure Virtual Desktop (AVD)

- Background Effects for MacOS Users
- Host Pool Deployment Support
- FSLogix Version 2210
- Single Sign-on (SSO)/ Passwordless Authentication
- Do More With Less

Your subscription—your control



Managed by Microsoft

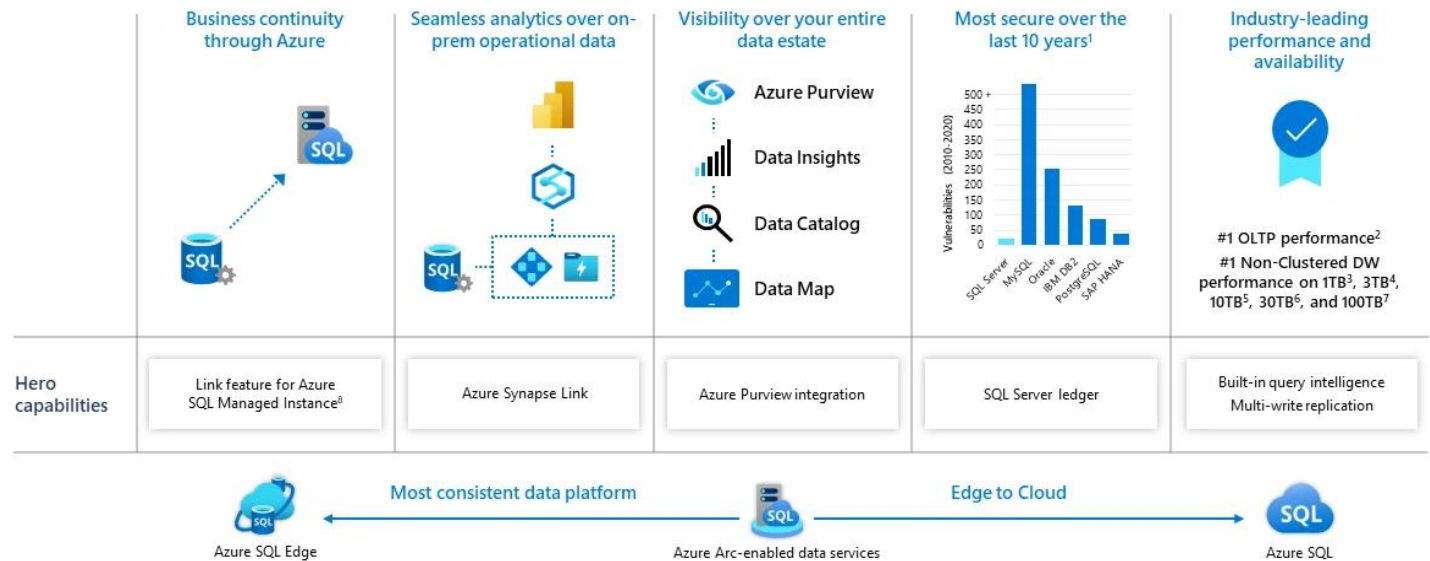


SQL Server 2022

- Link Feature for Azure SQL Managed Instance
- Azure Synapse Link for SQL
- Microsoft Purview Integration
- Ledger
- Intelligent Query Processing Enhancements
- Query Store
- Security Enhancements
- Contained Availability Groups
- Multi-write Replication
- Data Lake Virtualization and Object Storage
- JavaScript Object Notation (JSON) Data
- Memory and Concurrency
- Do More With Less

SQL Server 2022

Azure-enabled with continued performance and security innovation



All TPC Claims as of 04/06/2022.

¹National Institute of Standards and Technology Comprehensive Vulnerability Database: <http://www.tpc.org/4087>; <http://www.tpc.org/3374>; <http://www.tpc.org/3380>; <https://tpc.org/3383>; <http://www.tpc.org/3364>; <https://tpc.org/3382>;

³Public preview for the bidirectional disaster recovery capability of Link feature for Azure SQL Managed Instance will occur at a future date. The general availability of the bidirectional disaster recovery capability of Link feature for Azure SQL Managed Instance will occur after the general availability of SQL Server 2022.



Licensing Summary

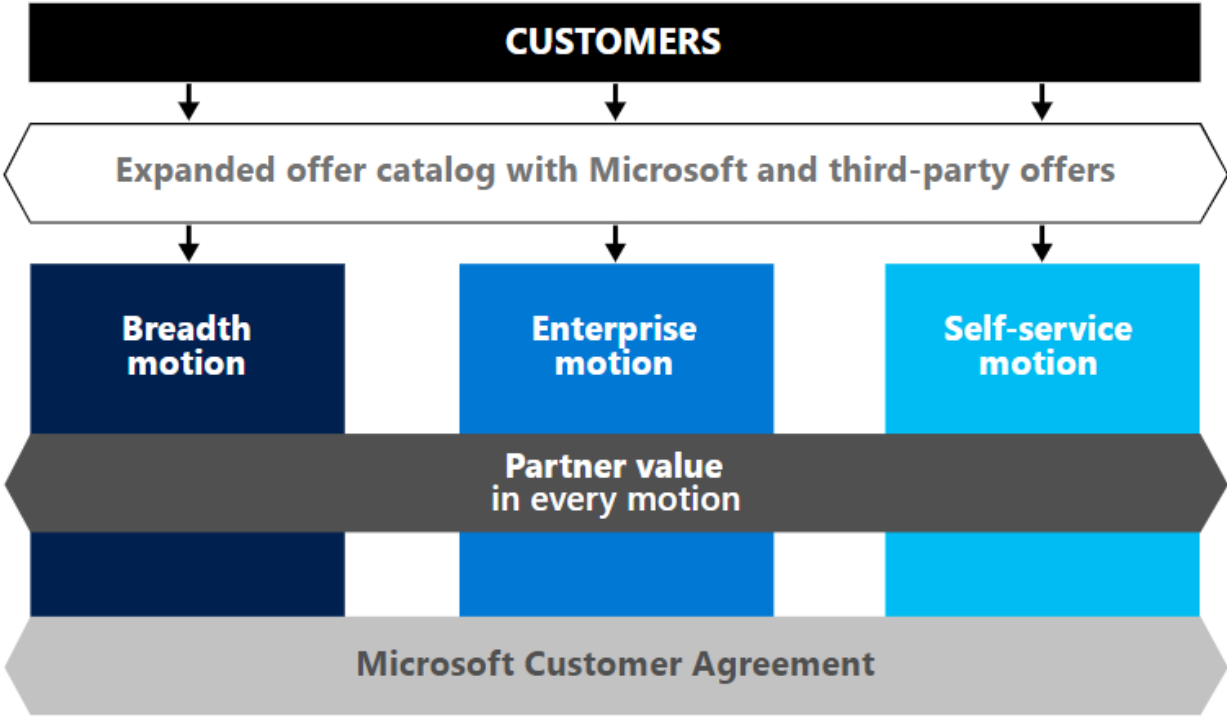
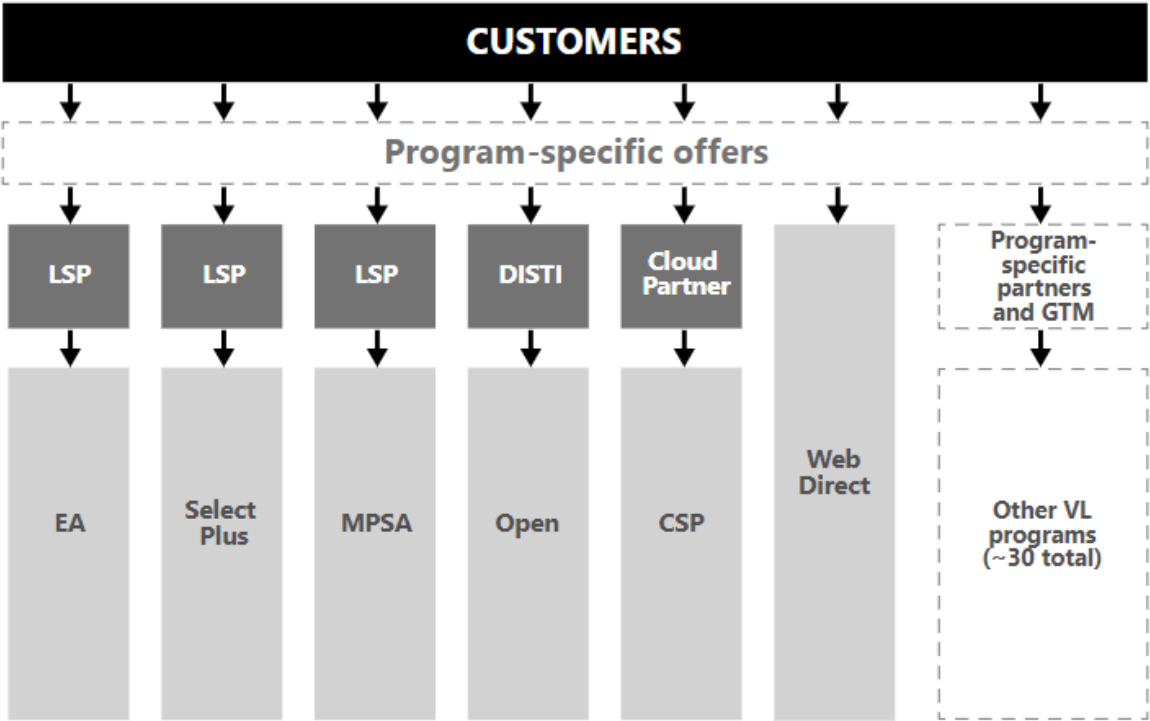


Licensing Summary (DMWL)

Prior to 2022



Current



Next Steps



BigGreen IT
Cloud Driven



BGIT Support Plans - Licensing



Big Green IT M365 Support

Sometimes even the most experienced IT teams need help. Microsoft is continually making changes and improvements to Microsoft 365 products and services. This constant change makes it challenging for IT teams to keep up and can sometimes overwhelm your help desk.

Big Green IT is a Tier 1, direct Microsoft Gold partner. We offer a range of Microsoft 365 support service plans to meet the varying needs of our customers.



Big Green IT-Azure Support Plans

Sometimes even the most experienced IT teams need help. Microsoft is continually making changes and improvements to Azure products and services. This constant change makes it challenging for IT teams to keep up and can sometimes overwhelm your help desk.

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Features	Standard	Most Popular Premium	Enterprise
Incident Support	Basic	Unlimited	Unlimited
Service Request	Basic	Unlimited	Unlimited
Response Times	4 Hours	2 Hours	1 Hour
Big Green IT Service Management Portal	●	●	●
Big Green Knowledge Base	●	●	●
Big Green License Management Portal	●	●	●
Support Service Hours ^{1,2}		2 Hours	4 Hours
Dedicated Account Manger ³		●	●
Yearly Microsoft 365 Assessment		●	●
Monthly Reports		●	●
Quarterly Report Review		●	●
Microsoft 365 Critical Response Team		●	●
24 x 7 Support Access			●
Big Green M365 Training Portal			●

Features	Standard <small>Less than \$5,000 monthly Azure Spend</small>	Most Popular Standard+ <small>Less than \$10,000 monthly Azure Spend</small>	Premium <small>\$10,001-\$50,000 monthly Azure Spend</small>	Enterprise <small>\$50,001-\$100,000 monthly Azure Spend</small>	Enterprise+ <small>More than \$100,000 monthly Azure Spend</small>
Incident Support	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Service Request	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Response Time with SLA	2 Hours	2 Hours	2 Hours	1 Hour	1 Hour
Big Green IT Support Portal	●	●	●	●	●
Big Green IT Knowledge Base	●	●	●	●	●
Big Green IT License Management Portal	●	●	●	●	●
Support Service Hours ¹	1 Hour	2 Hours	2 Hours	4 Hours	8 Hours
Dedicated Account Manger ³		●	●	●	●
Yearly Azure Assessment & Review ²	●	●	●	●	●
Monthly Reports	●	●	●	●	●
Quarterly Report Review	●	●	●	●	●
Microsoft Azure Problem Resolution Support	●	●	●	●	●
Microsoft Azure Critical Response Team		●	●	●	●
24 x 7 Support Access		●	●	●	●
Microsoft Advisory Services Access ²		●		●	●
Big Green IT Azure Cost Optimization		●	●	●	●
Microsoft Training Service Access ¹		●	●	●	●

Next Steps

Send email to sales@biggreenit.com requesting more information regarding Microsoft licensing and/or our Support plans and to Do More With Less!



Additional Resources



- Microsoft 365 Business Plans: [Microsoft 365 for Business | Small Business | Microsoft 365](#)
- Microsoft 365 Enterprise Plans: [Compare Microsoft 365 Enterprise plans](#)
- NCE overview blog: [Optimizing our purchasing motions for customers and partners - Microsoft Partner Network](#)
- Microsoft 365 Admin Center: [Microsoft 365 admin center – Licenses](#)
- Azure Cost Management + Billing: [Overview of Cost Management + Billing - Microsoft Cost Management | Microsoft Learn](#)
- Azure Calculator: [Pricing Calculator | Microsoft Azure](#)

Questions?

- **LinkedIn**
 - <https://www.linkedin.com/in/waderwalker/>
 - <https://www.linkedin.com/in/lindsaybcowan/>
 - <https://www.linkedin.com/in/a1k/>
- **Big Green IT: Microsoft 365 / Azure Support**
- **Do More With Less**
- **Microsoft Data Center Optimization (DCO)**
- **Microsoft Premier Support**
- **Microsoft SMB Partner Advisory Council**
- **International Association of Microsoft Channel Partners (IAMCP)**



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Gold Data Platform
Gold Cloud Platform
Gold Cloud Productivity
Gold Windows and Devices