

Do More With Less Microsoft 365

"The Microsoft Cloud is the only cloud that allows you to take advantage of both best-of-category products, as well as best-of-suite solutions across the entire tech stack, in every area that matters most to our customers so that they can **do more with less.**"

Satya Nadella, Chief Executive Officer Microsoft

Current economic outlook turns grim

In today's economic environment, where OPEX budgets are under significant scrutiny, Microsoft can help you save money without sacrificing quality or security. In fact, the tools that make up our suite are rated top in the industry. ¹

Microsoft Empowers you to Do More With Less

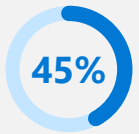
Cut licensing costs by as much as **60%** through consolidation to Microsoft 365²



Automate system updates and reduce IT management cost by up to **40%** and time spent on device management by **24%**³



Enable Zero-trust security model and reduce data breach risk by up to **45%** and overall IAM security management costs by **50%**⁴



We make it easy to save

Select 1 or more limited-time licensing offers

Microsoft 365 E3 Offer
Up to 20% off for 3 years⁵

Sentinel Offer
Free data ingestion of Microsoft 365 threat protection signals⁶

Microsoft 365 E3 Offer
Ramp discounting of up to 30% in Y1, 20% in Y2, and 15% in Y3⁷

Microsoft Surface Offer
Up to 20% off select Surface for Business devices⁸

Up to \$100,000 deployment offer⁹

Best of all, we will assist in your migration and deployment of Microsoft 365 products

Take the next step. Let's talk.

- Ask your Microsoft representative about cost savings, business value, or our offers
- See cost and value estimates at roi.transform.microsoft.com

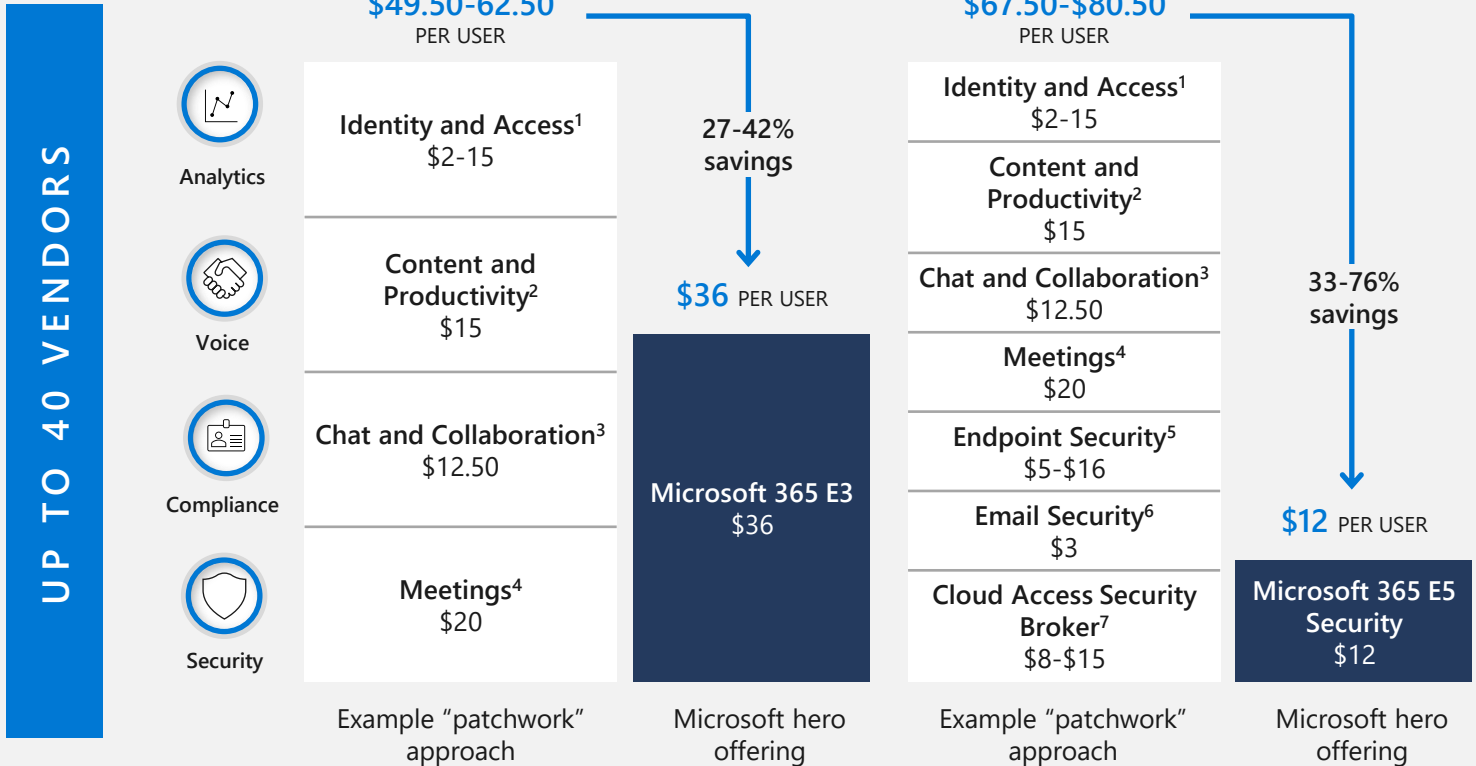
1. Microsoft Solutions: [Industry Recognition](#)
 2. See full breakdown on Page #2
 3. [Forrester Consulting, The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, December 2020
 4. [Forrester Consulting, The Total Economic Impact™ of Securing Apps With Microsoft Azure Active Directory](#), commissioned by Microsoft, 8/2020
 5. Receive up to 20% off for net new E3 seats at mid-term. Eligible Dates: Nov 1st to June 30th
 6. Azure Sentinel Discount: Microsoft 365 E5, A5, F5, G5 and Microsoft 365 E5, A5, F5, G5 Security customers may be eligible to receive Azure credits for up to 5MB per user/day of M365 data ingestion into Azure Sentinel.
 7. Offer applicable only to net new Microsoft 365 E3 seats. Renewing Microsoft 365 E3 seats cannot benefit from the pricing programs. Offers cannot be combined with other offers or further discounting.
 8. Offer available from September 20, 2022 – December 31, 2022. Actual savings dependent on final SKU choices. Valid only through participating Commercial Authorized Resellers in the 50 United States and the District of Columbia, while supplies last. Offer starts at unit 1. Customer can only purchase from the eligible configuration list. Products purchased under this offer are not eligible for return unless under warranty terms and conditions. To claim this offer, customer must be on the approved customer list, predetermined by Microsoft based on specific criteria.
 9. Terms and conditions apply. Contact your Microsoft Account Team for details. July 1, 2022, through June 30, 2023, or until all vouchers have been claimed. There are a limited number of vouchers available.

Microsoft Solutions

Consolidating vendors can cost much less than choosing different vendors for multiple capabilities. Microsoft 365 includes many of the capabilities for which you are currently paying other vendors.

Optimize Business Performance with Microsoft 365 E3

Eliminate Redundant Solutions with Microsoft 365 E5



The economy and scale of Microsoft cloud technologies helped us to bring **everything under one umbrella** and **eliminate a lot of costs and administration** for third-party solutions, without sacrificing security or continuity.”

CIO, Department of State Treasury

Enterprise Strategy Group. “Building a Resilient Organization through Integrated Cloud-based IT.” A study commissioned by Microsoft. September 2020. www.microsoft.com/download/details.aspx?id=102124

- The list price for dedicated identity and access solutions can range from \$2-15/user or more (public sources, accessed 09/01/22). In many cases, a combination of lower-priced offerings may be required to match AAD P1 capabilities. Learn more about what is in AAD Plan 1 here: <https://azure.microsoft.com/services/active-directory/>
- The list price for dedicated content and productivity solutions – such as cloud storage and sharing, or browser-only editing tools – can range from can range from \$15-50/user or more (pricing from public sources, accessed 09/01/22). Some organizations may have to combine more than one of these solutions to meet their needs.
- The list price for dedicated chat and/or collaboration solutions range from \$8-12 and more for enterprise-level solutions (pricing from public sources, accessed 09/01/22). Learn more about Microsoft Teams here: <https://www.microsoft.com/microsoft-teams/>
- The list price for dedicated meetings solutions range from \$12-21/user or more (pricing from public sources, accessed 09/01/22). Some orgs. use dedicated meeting solutions along side dedicated chat solutions. Learn more about Microsoft Teams here: <https://www.microsoft.com/microsoft-teams/>
- The list price for dedicated endpoint security solutions can range from \$5-20/device, or more (pricing from public sources, accessed 09/01/22). Learn more about Microsoft Defender for Endpoint here: <https://www.microsoft.com/security/business/endpoint-security/microsoft-defender-endpoint>
- The list price for dedicated email security solutions can range from \$3-6 or more (pricing from public sources, accessed 09/01/22). Learn more about Microsoft Defender for Office 365 here: <https://www.microsoft.com/security/business/siem-and-xdr/microsoft-defender-office-365>
- The list price for dedicated cloud access security broker can start around \$8 for discovery capabilities, but \$15 or more to include active platform capabilities (public, accessed 09/01/22). Learn more about Microsoft Defender for Cloud Apps here: <https://www.microsoft.com/security/business/siem-and-xdr/microsoft-defender-cloud-apps>

Take the next steps to save.

See cost and value estimates:

- Go to roi.transform.microsoft.com
- Use Value Calculator tool for a cost and benefit analysis for your organization

Let's talk about the limited-time offers

Microsoft 365 E3 Offer

Up to 20% off for 3 years¹

Sentinel Offer

Free data ingestion of Microsoft 365 threat protection signals²

Microsoft 365 E3 Offer

Ramp discounting of up to 30% in Y1, 20% in Y2, and 15% in Y3³

Microsoft Surface Offer

Up to 20% off select Surface for Business devices⁴

Up to \$100,000 deployment offer⁵

We will assist in your migration and deployment of Microsoft 365 products



Let's talk

Contact your Microsoft representative to learn more

If you prefer I not forward you these types of communications, just let me know. To learn how to manage your contact preferences for other parts of Microsoft, please read our [Privacy Statement](#).

1. Receive up to 20% off for net new E3 seats. Eligible Dates: Nov 1st to June 30th.
2. Azure Sentinel Discount: Microsoft 365 E5, A5, F5, G5 and Microsoft 365 E5, A5, F5, G5 Security customers may be eligible to receive Azure credits for up to 5MB per user/day of M365 data ingestion into Azure Sentinel.
3. Offer applicable only to net new Microsoft 365 E3 seats. Renewing Microsoft 365 E3 seats cannot benefit from the pricing programs. Offers cannot be combined with other offers or further discounting.
4. Offer available from September 20, 2022 – December 31, 2022. Actual savings dependent on final SKU choices. Valid only through participating Commercial Authorized Resellers in the 50 United States and the District of Columbia, while supplies last. Offer starts at unit 1. Customer can only purchase from the eligible configuration list. Products purchased under this offer are not eligible for return unless under warranty terms and conditions. To claim this offer, customer must be on the approved customer list, predetermined by Microsoft based on specific criteria.
5. Terms and conditions apply. Contact your Microsoft Account Team for details. July 1, 2022, through June 30, 2023, or until all vouchers have been claimed. There are a limited number of vouchers available.