



Do More With less with Microsoft 365 E3



Microsoft 365 empowers you to **do more with less**

Eliminate redundant solutions

- Consolidate complex licensing structure
- Eliminate redundant capabilities, benefit from seamless, native integration
- Cut consulting, deployment, and integration costs with a single integrated solution



Cut licensing costs by more than **60%**¹ compared to a patchwork of point solutions through consolidation using Microsoft 365

Simplify IT management

- Automate system updates to reduce device management cost, optimizing IT administration
- Improve IT efficiencies for new devices, apps and infrastructure
- Simplify onboarding with automated provisioning



Automate system updates and help reduce IT management cost by up to **40%**² and time spent on device management by as much as **25%**¹

Protect the digital worker

- The flexibility to securely work from anywhere
- Lessen data breaches and protect identities, devices, apps, and data
- Reduce security costs with pre-integrated identity, endpoint management & security solutions to advance zero-trust architecture



Enable a Zero-trust security model and help reduce data breach risk by as much as **50%**³ and overall IAM security management time by as much as **50%**⁴

What will you do with more?



Secure access for a connected world



Enable flexibility with better employee experience



Recruit, develop and retain top talent



Improve productivity through easier collaboration



Spend more time with customers

1. Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, October 2022. Results based on a composite organization made up of 15 organizations as stated in the linked study.

2. Enterprise Strategy Group, [Exploring the Economic Benefits of Windows 365](#), commissioned by Microsoft, June 2022

3. Forrester Consulting, [The Total Economic Impact™ of Zero Trust Solutions From Microsoft](#), commissioned by Microsoft, August 2021. Results based on a composite organization made up of 5 organizations as stated in the linked study.

4. Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E5](#), commissioned by Microsoft, December 2020. Results based on a composite organization made up of 10 organizations as stated in the linked study.

Annual potential cost savings & cash flow management

Do More With Less Pillars

20,000_{seats}

1,000_{seats}

50_{seats}

Eliminate Redundant Solutions*

- Consolidate complex licensing structure
- Eliminate redundant capabilities, benefit from seamless, native integration
- Cut consulting, deployment, and integration costs with a single integrated solution

\$9,620,000

\$481,000

\$24,050

Simplify IT Management

- Secure access work from anywhere
- Optimize IT administrators' efforts
- Simplify user onboarding and reduce TCO
- Limit security risk and reduce loss
- Modernize IT Support operations

\$4,343,619

\$217,181

\$10,859

Protect the digital worker

- Enable the flexibility to securely work from anywhere
- Lessen data breaches and protect identities, devices, apps, and data
- Reduce identity and access management costs with a zero-trust security model
- Improve visibility across all identities and endpoints

\$125,045

\$42,344

\$2,117

What will you do with more

Improve productivity through easier collaboration

- Goal management & OKRs align people and projects to strategic priorities
- Recruit, develop and retain top talent
- Employee experience drives productivity improvements

\$13,090,133

\$654,507

\$32,725

Sustainability

- Modernize your business to cut Travel and Expenses budgets
- Reduce office space leasing and utilities costs
- Embrace sustainable business practices

\$11,288,000

\$564,400

\$28,220

Potential cost savings per year

Up to **\$38.5M**

Up to **\$2.0M**

Up to **\$98.0K**

Results from the Microsoft 365 E3 Cost Savings & Business Value Calculations Spreadsheet based on a composite organization from The Total Economic Impact™ of Microsoft 365 E3, commissioned by Microsoft, December 2020

Visit roi.transform.microsoft.com or contact your Microsoft representative for further estimates for your organization. Details follow.

*Microsoft 365 E3 example taken here & moving from upfront Capital Expenditures to Operational Expenditure for easier Cash Flow

Microsoft 365 E3: Do More With Less Cost Savings



Innovation areas



Collaboration



Security



Compliance



Mobility



Content



Workflow



Knowledge



Privacy



Platform



Management

Eliminate Redundant Solutions with Microsoft 365 E3

“Organizations save on license costs, infrastructure purchases, and deployment complexity by standardizing on the Microsoft platform and replacing third-party tools.”¹

Forrester Consulting Study

¹ Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, June 2019

Consolidating to a single vendor 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.

Eliminate Redundant Solutions

License costs that can be avoided/retired (per user per month)	
Number of users	20,000
Mobile Device Management and Mobile Application Management	\$ 9
Multi-factor Authentication	\$ 7
Identity and Access Management	\$ 5
Classifications, Labels and Permissions	\$ 3
MDOP	\$ 2
Windows Defender AV	\$ 3
Direct Access and Device Level VPN	\$ 3
BitLocker	\$ 2
Desktop Analytics	\$ 1
Collaboration and Communication	\$ 18
minus E3 license cost	\$ 32
Annual savings (sum above x 20,000 x 12 months)	\$ 5,040,000
On premises licensing costs that can be avoided/retired	
A. Number of licenses removed	20,000
B. Annual cost Windows, Office, CAL licenses	\$229
Potential annual cash flow change per year (A x B)	\$ 4,580,000
Potential Annual Savings	\$ 9,620,000

Web Direct/Base Price shown for Microsoft offerings. Multi-vendor prices based on publicly available estimated pricing for other vendor solutions and are illustrative.

Eliminate Redundant Solutions – Office 365 E3 to Microsoft 365 E3

\$35 PER USER

Mobile Device Management and Mobile Application Management (\$9)
 Multi-factor authentication (\$7)
 Identity and Access Management (\$5)
 Adaptive Authentication Classifications, Labels and Permissions (\$3)

MDOP* (\$2)
 Windows Defender AV (\$3)
 Direct Access and Device Level VPN (\$3)
 BitLocker (\$2)
 Desktop Analytics (\$1)

Windows Defender Application Guard
 Windows Defender application control
 Windows Defender Credential Guard

Windows Virtual Desktop

(\$24) **Enterprise Mobility & Security E3**

(\$11) **Windows Enterprise E3**


*MDOP includes App Virtualization | BitLocker Management | Advanced Group Policy Management | User profile Virtualization | Diagnostics and recovery

\$22 PER USER



\$13 PER USER

Microsoft 365 E3
 Step Up from Office 365 E3

Office 365 E3 Suite
 Microsoft 365

Web Direct/Base Price shown for Microsoft offerings. Multi-vendor prices based on publicly available estimated pricing for other vendor solutions and are illustrative.

Eliminating costs while keeping critical state services operating

// 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. //

Bill Wyatt

CIO, Office of the State Treasurer, [State of Georgia](#)



Simplify IT Management

“Interviewees said their organizations recognized time savings regardless of device, noting the ease of managing a myriad of mobile devices, PCs, and Macs.”¹

Forrester Consulting Study

¹ Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, December 2020

The expectation is that every customer should be able to reduce administration effort because Microsoft will now be responsible for maintaining the hardware and software. This helps IT transition to higher-value activities and boost morale.

Simplify IT Management

IT Administration & Help Desk	
A. Annual help desk calls	120,000
B. Percent of calls eliminated with automation	15%
C. Reduction in ticket resolution time for remaining tickets	10%
D. Average cost per call	\$20
IT administration and help desk savings (5% risk-adjusted) $((A \times B \times C) + (A \times (1-B)) \times C \times D) \times (1-5\%)$	<u>\$535,800</u>
Endpoint Deployment and Management Time Savings	
A. IT end-user setup time savings (hours)	36,000
B. End-user setup time savings (hours)	36,000
C. Average annual IT Salary	\$120,000
D. Average annual End-user salary	\$65,000
E. Total IT time savings $((\#users \times 1.87hrs) \times 24\%) + (75\% \times 1/3 \text{ of Users}) / (2,080 \text{ annual working hours} \times C)$	\$2,883,231
F. End-user savings $(B / (2,080 \text{ annual working hours} \times D))$	\$1,125,000
Endpoint deployment and management time savings (5% risk-adjusted) $(E+F)$	<u>\$3,807,819</u>
Potential Annual Savings	<u>\$4,343,619</u>

Cost savings estimates based on commissioned Forrester Consulting TEI studies and Microsoft research. Visit roi.transform.microsoft.com or contact your Microsoft representative for estimates for your organization.

IT admin and deployment cost savings

// There were several reasons for our move to the cloud. The first among them related to financial savings, which were calculated to be several million EUR for a company with approx. 5,000 mailboxes. This represents **savings of roughly 50 percent on our original operational costs.** //

Martin Goetz

IT Director at innogy Česká republika a.s.



Improve Productivity through Easier Collaboration

“Microsoft 365 E3 includes a wide range of collaboration and communication solutions to improve worker efficiency. Interviewees underscored the importance of users being able to communicate and collaborate anytime and anywhere in a secure manner.”¹

[Forrester Consulting Study](#)

¹ Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, December 2020

Microsoft 365 helps organizations transform and streamline business processes through workflows, dashboards, AI capabilities, and more.

Improve Productivity through Easier Collaboration

End User Productivity Improvement	
A. Number of employees	20,000
B. Efficiency gain per user (in hours)	51
C. Average hourly knowledge worker rate	\$32
D. Productivity recapture	50%
E. End-user productivity improvements (A x B x C x D)	\$16,362,667
F. Risk Reduction	20%
Potential Annual Savings E x (1-F)	\$13,090,133

Cost savings estimates based on commissioned Forrester Consulting TEI studies and Microsoft research. Visit roi.transform.microsoft.com or contact your Microsoft representative for estimates for your organization.

Optimize Business Performance

// Microsoft EMS meets all of our management needs. We use it to provide access to applications, data, and resources from virtually anywhere on any device, while helping to keep corporate information secure. Using **one tool simplifies our management processes and avoids additional costs**. EMS is fully up to the job. //

Patrik Strom,
CIO, [Boniva](#)



Sustainability

“IT teams lacked the tools to effectively manage remote workers, leading to increased support costs and decreased productivity for remote workers. Before moving to Microsoft 365 E3, users were unable to access important applications and data while working remotely, limiting their productivity.”¹

Forrester Consulting Study

¹ Forrester Consulting, [The Total Economic Impact™ of Microsoft 365 E3](#), commissioned by Microsoft, December 2020

²Based on [The Total Economic Impact™ of Microsoft 365 E3](#), annual savings from Reduction in Necessary Office Space Spend may not be seen until the third year of an agreement based on prior long-term lease agreements

Hybrid Workwill drive a decrease in travel as virtual events and meetings become more prevalent.

Sustainability

Reduced Travel Expense	
A. Total travel and expense budget	\$16,666,667
B. Percent reduction due to increased remote work	40%
C. Attribution Percentage	60%
Reduced Travel Expense (5% risk-adjusted) (A x B x C) x (1-5%)	<u>\$3,800,000</u>

Reduction in Necessary Office Space Spend	
A. Average lease expense per employee per month	\$780
B. Percent of workforce who were remove before moving to E3 (pre-pandemic)	10%
C. Percent of workforce that will remain remote in the future	15%
Reduction in Necessary Office Space Spend² (20% risk-adjusted) (A x #users x (C-B) x 12months) x (1-20%)	<u>\$7,488,000</u>

Potential Annual Savings²	<u>\$11,288,000</u>
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Cost savings estimates based on commissioned Forrester Consulting TEI studies and Microsoft research. Visit roi.transform.Microsoft.com or contact your Microsoft representative for estimates for your organization.

Health organization reduces travel with Microsoft Teams

// [Microsoft Teams] promotes really healthy team habits across global locations. And it leads to less travel, so Teams is having a noticeable impact on **cost-efficiency** too. //

René Rasmussen,
Vice President, IT Operations and Support



How Microsoft can help you enable Hybrid Work

Enable people and teams be productive from anywhere



Enable people to meet and collaborate from home*



Inform and engage employees & customers



Make productivity applications available on any device



Work confidently with Surface & partner devices

Manage and secure access to apps, data, and devices



Secure remote access to applications



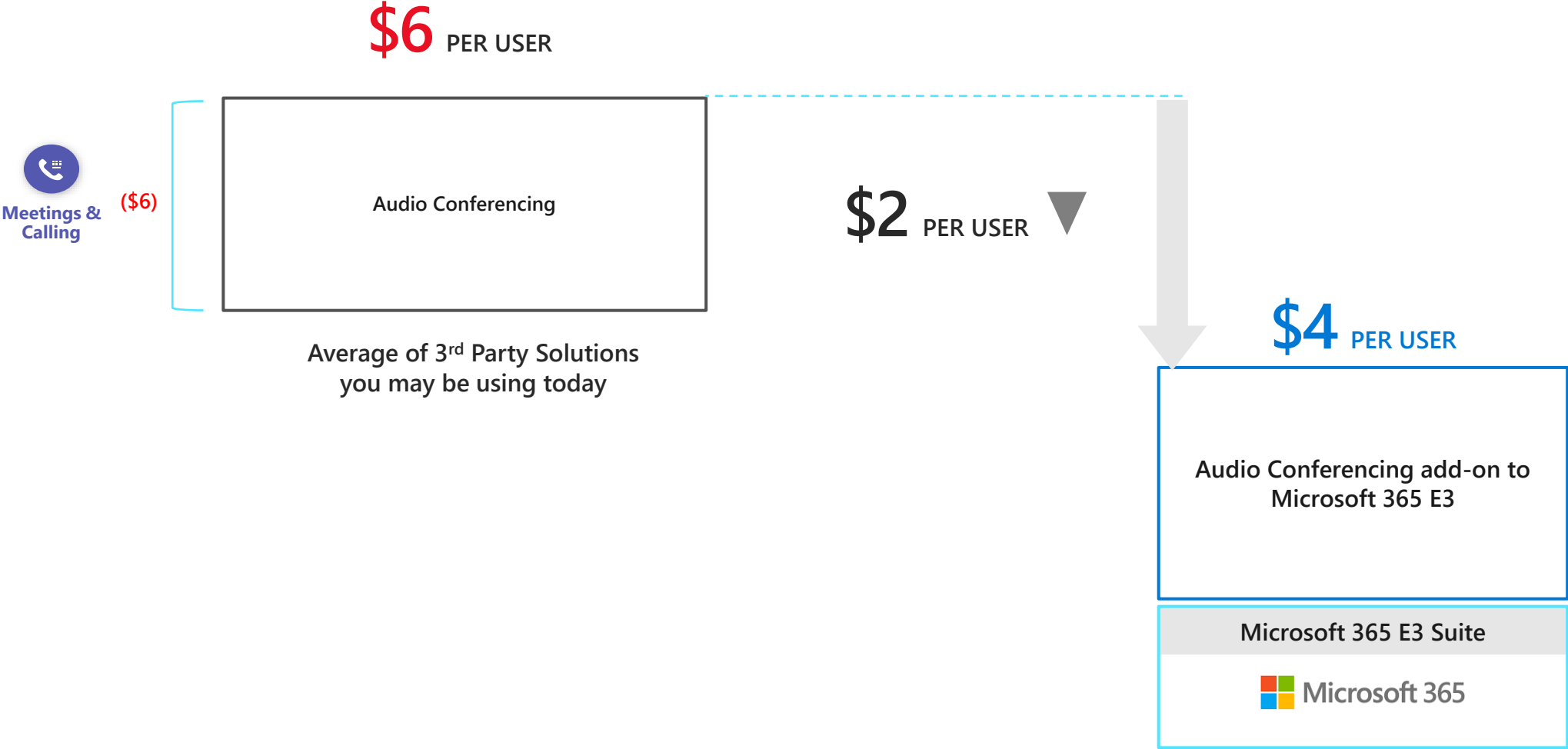
Secure managed & unmanaged devices



Deliver the best virtual desktop experience

*Enhance worker collaboration by adding Audio Conferencing capabilities to Microsoft 365 E3

Vendor consolidation – Meetings & Calling



Web Direct/Base Price shown for Microsoft offerings. Multi-vendor prices based on publicly available estimated pricing for other vendor solutions and are illustrative. Pricing assumes the use of Direct Routing (a feature included with Phone System). Calling plans are not included as part of this comparison.

From cost benefits to value realization



Increased visibility and insights help drive efficiency

- Secure Score
 - Compliance Score
 - Productivity Score
 - Workplace Analytics
-



Cloud management simplifies management of

- Endpoints (Microsoft Intune)
- Desktops (Microsoft Managed Desktop)
- Meeting Rooms (Microsoft Managed Rooms)
- Threat Detection (Azure Sentinel)

Get started today



See cost and value estimates

- Go to roi.transform.microsoft.com
- Use Value Calculator tool for a cost and benefit analysis for your organization, based on estimates from a June 2019 commissioned study conducted by Forrester Consulting



Ask your Microsoft representative about a Cost Savings and Business Value or Do More With Less workshop through a partner

- Partners provide third-party analysis of your environment under NDA
- Partners can help develop customized ROI analysis



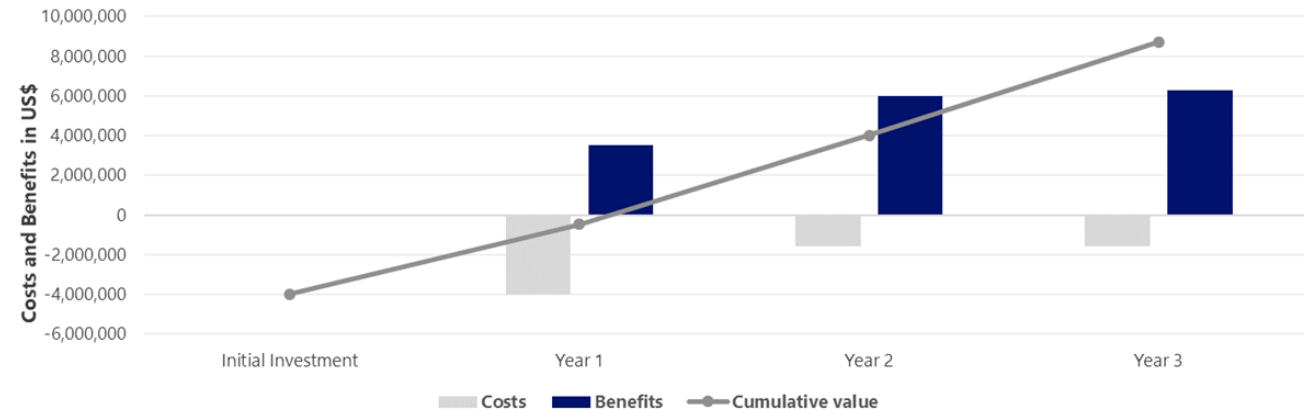
Get the most optimal view of your finances and business value

- Ask your Microsoft representative how they can help with a business value discussion
- See the overall picture of not just cost savings but also envision your brand and business value

Value calculator tool – potential cost savings

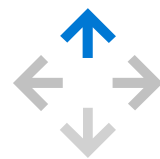
\$6.4M

in net present value over 36 months
For a total of 1500 users.



123%

three-year, risk-adjusted ROI



\$4.3K

36-month, risk-adjusted NPV/User



16 months

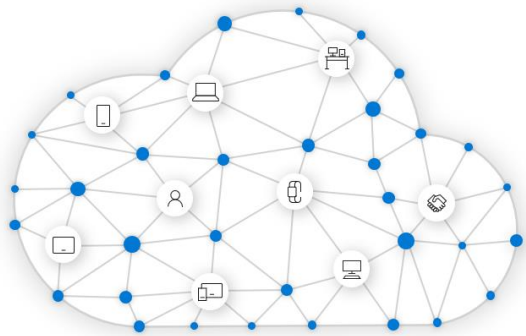
for Microsoft 365 payback

→ NEXT STEP

To determine the cost impact based on your environment, work with your Microsoft representative or go to roi.transform.microsoft.com and sign in to the Direct to Customer Value Calculator with a LinkedIn account.

Sample: Do More With Less analysis led by a partner

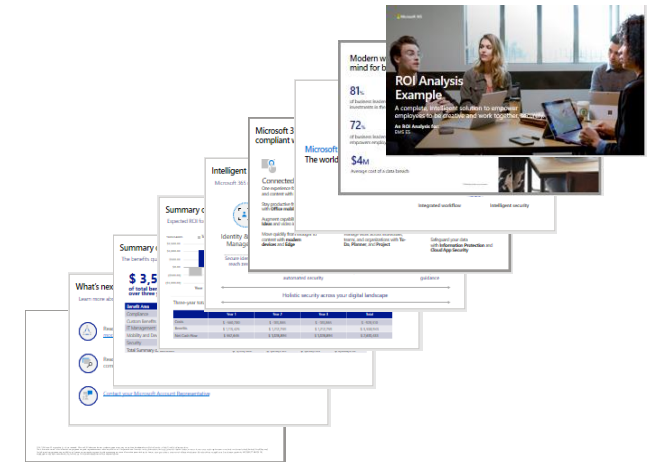
Partner runs nodal analysis on customer network



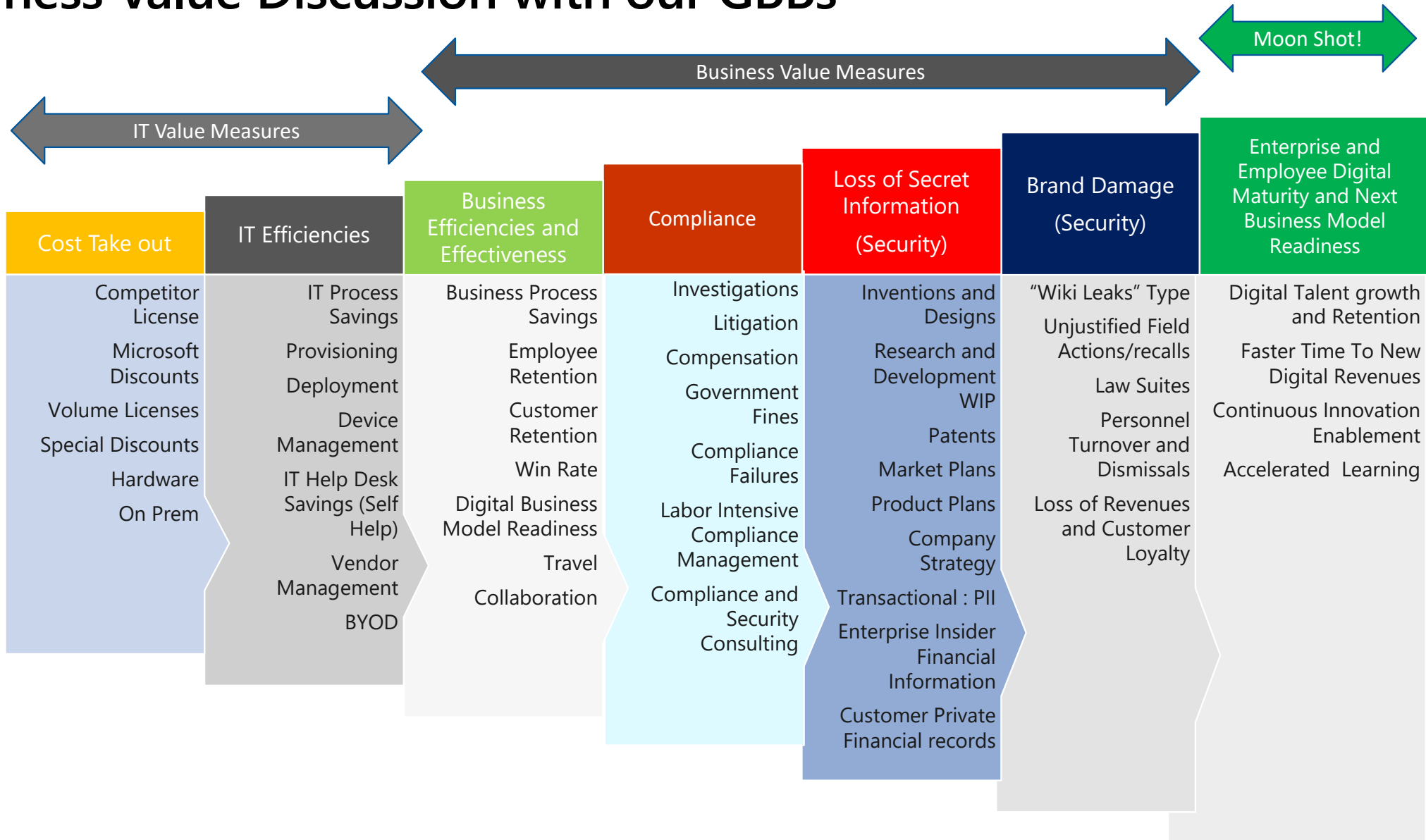
Partner builds custom Cost and Value assessment for customer

- Estimate of licenses needed
- Type of analysis desired
- Currency choice
- Estimated deployment schedule
- Vendor comparisons
- Step up scenarios

Partner delivers assessment deck to customer & account rep



Business Value Discussion with our GBBs





Thank you