

# Zones Checklist for Microsoft Enterprise Agreement Provider

Zones is providing this checklist to help you determine if your current software provider is offering true value. Please take this opportunity to review the best practices that are standard at Zones and see how your current provider measures up.

	Zones	Your Current Provider
1. Proactively recommends proven techniques that drive down software costs and identify savings before you make a purchasing decision.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Assists you with contract negotiations and recommend favorable terms and conditions that benefit your company.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Assigns a dedicated software licensing executive who is available to you on an ongoing basis for specialized support and services.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Conducts reviews that analyze past purchase history and advises you on upcoming renewal requirements and options.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Acts as a partner and advocate with your company before, during and after your Microsoft Enterprise Agreement is signed.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. Provides national licensing and operations team along with local field personnel that are Microsoft Certified Professionals and Microsoft Certified Software Asset Management professionals.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
7. Offers specialized services related to your Microsoft Enterprise Agreement including additional Desktop Deployment Planning Services (DDPS) days and Zones Client Optimization Process (COP).	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8. Provides complimentary, online license tracking tools and management systems to more effectively track your company's software assets.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
9. Provides value added services so you feel comfortable with one software provider – not many vendors.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
10. Recognized by Microsoft for commitment to providing value and customer satisfaction – multi-time recipient of Microsoft Operational Excellence Award.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
11. 2013 Microsoft Volume Licensing Partner of the Year	<input checked="" type="checkbox"/>	<input type="checkbox"/>

