

Get the full value of your Microsoft Enterprise Agreement



For many companies, Microsoft software represents a significant investment. With every additional application deployment and hire, the number of required licenses expands, further increasing that investment. What many people don't realize is that as the number of licenses expands, the economics of licensing can change, creating opportunities that can help to control cost-per-desktop expense.

Zones can help you understand the economics of your organization's investment in Microsoft products and ensure that you receive maximum value from your Microsoft Enterprise Agreement (EA) and Software Assurance (SA) program.

A dedicated partner

Zones is uniquely qualified to guide you to a fully optimized Microsoft environment.

Zones has achieved Microsoft Gold competencies in Desktop, Volume Licensing, Management & Virtualization, Software Asset Management. When you combine this expertise with receiving the prestigious Microsoft Operational Excellence Award multiple times, Zones is one of the most trusted and accomplished Microsoft implementation and support organizations in the country. For over 20 years, we have been helping companies get more from their Microsoft solutions.

With Zones supporting your Microsoft Enterprise Agreement and Software Assurance program, your own IT team can focus on using Microsoft technology effectively while the Zones team handles the details of ensuring that it is acquired economically, licensed properly, and updated regularly.

When Zones manages your Microsoft Enterprise Agreement, you receive full value for your software investment. We ensure that you fully consume your Software Assurance benefits and receive a guaranteed fixed price for the duration of your Microsoft Agreement. The EA eases future product deployment and establishes a predictable software spend going forward.

Full Enterprise Agreement lifecycle support

The Zones T-36 Program is a prescriptive three-year (36-month) customer engagement designed to maximize the lifetime value of your Microsoft Enterprise Agreement. This coordinated program ensures that IT executives in your company fully understand the rights, responsibilities and benefits of the agreement, and that they meet all related obligations on time, in a way that provides the greatest possible benefit.

The T-36 Program encompasses six key functions:

- > Effective Account Planning and Growth Planning
- > Software Assurance Activation and Consumption
- > Infrastructure Optimization, Deployment, and Adoption
- > Software Asset Management Optimization
- > EA Renewal Planning and Execution
- > Consistent Enterprise Agreement True-Up Practices



BENEFIT FROM THE EXPERTISE OF ALL ZONES SOFTWARE LICENSING PROFESSIONALS

- > Zones licensing executives provide overall software license strategy, act as field resource at customer location, and negotiate EA renewal terms
- > The ExpertConnect Licensing Team reviews and identifies software license programs, manages the Microsoft EA T36 program, and negotiates EA renewal terms with Microsoft on your behalf
- > The License & Contracts Team executes Microsoft contracts, and advises on contracts procedures for the ExpertConnect team

Microsoft Partner
2013 Partner of the Year Winner
Volume Licensing

An experienced team of licensing professionals

Your Zones account executive leads a team of highly qualified business and technical licensing experts focused on delivering the full value of your company's Microsoft Enterprise Agreement and Software Assurance benefits.

These trained professionals work continuously to monitor your Microsoft Enterprise Agreements and ensure that all licensing-related paperwork is accurate and submitted in a timely manner, and keep you abreast of required and available updates and upgrades. They are also available to consult with you on deployment strategies, software maintenance renewal options, licensing entitlements, and to advise on overall Software Asset Management practices and opportunities.

Comprehensive Account and Growth Planning

A Zones Microsoft License Statement Review catalogs and evaluates all of your organization's licensing agreements for Microsoft products to help you understand where you stand and to ensure that you receive maximum value from the licenses you own. The review process can uncover areas where you may be overspending on software, having purchased licenses, individual "boxed licenses" over time and failing to leverage volume discounts or activating enterprise licensing for which you in fact qualify.

Frequently, these reviews uncover opportunities that save Zones customers considerable amounts of money, helping to control costs going forward in a number of ways:

- > Consolidating all of Microsoft software licenses into a single, more easily managed agreement
- > Build and implement a software asset management strategy to ensure compliance and value derived
- > Helping to identify discrepancies between Microsoft's records and your own
- > Ensuring timely renewals of your agreements in the future, eliminating lapses and overspending

Enhancing the value of Software Assurance

Under your Microsoft Enterprise Agreement, you receive comprehensive Software Assurance benefits. To help you realize the full value of these benefits, a dedicated software-licensing specialist will help you activate Software Assurance and educate you on the individual benefits. This specialist will be available for any questions you may have while discussing the software benefits you qualify for on your contract.

Software Asset Management

Zones Software Asset Management (SAM) services can save our customers money by helping to establish a best-practice software license management program and possibly uncover flexible licensing opportunities and significant volume discounts.

After completing your Microsoft License Review, Zones will provide you with a report detailing our findings and giving you a history and an inventory of your Microsoft licenses purchased through all channels. The report also identifies potential cost savings available to you and flags possible over- or under-licensing issues.

Continuous monitoring streamlines True-Up

Because the thorough Zones T-36 process is so comprehensive, the annual Microsoft True-Up process requires little additional effort. Throughout the year, Zones can provide services and develop a plan that carefully tracks the qualified devices, users, and processors that our customers add during the course of the year, making it easy to access that information and adjust your Microsoft EA appropriately.

Your advocates at renewal

As the end of your company's 36-month term Enterprise Agreement nears, Zones software licensing team will work with you to execute a new agreement with Microsoft. Leveraging our extensive experience with Microsoft products and armed with a deep understanding of your business, Zones will work on your behalf to negotiate the best possible terms for the following Enterprise Agreement.