

MICROSOFT LICENSING CASE STUDY

REDUCING IT SPEND AND RISK
ACHEIVING \$500K IN MICROSOFT SAVINGS



CLIENT IMPACT

\$535k

DIRECT ANNUAL COST SAVINGS

\$210k

MICROSOFT/INSIGHT CREDIT

\$142k

MICROSOFT 365 LICENSING REDUCTIONS

3mo

90 DAYS FROM INTRODUCTION TO SAVINGS BEING REALIZED

2025

ONGOING MANAGED SERVICE TO MAINTAIN AND OPTIMIZE ENVIRONMENT GOING FORWARD



PROJECT SUMMARY

CLIENT PROFILE		SCOPE	
<ul style="list-style-type: none"> • Industry: Consumer Goods • Revenue: \$2.4bn • Geography: Global 		<ul style="list-style-type: none"> • In Scope: Microsot spend • Locations: ~100 • Employees: 10,000+ 	
GOALS			
<ul style="list-style-type: none"> • Current State: Review existing contracts and license usage to right-size environment 		<ul style="list-style-type: none"> • Future State: Ensure operationally efficient and satisfying all compliance requirements 	

SYNOPSIS

Resourcive was engaged in 2024 with a global water treatment company to conduct a comprehensive review of its Microsoft environment.

As technology and business leaders continue to be challenged with rising subscription and licensing costs, Resourcive took a targeted, strategic approach, and identified key savings opportunities that delivered immediate financial relief and positioned the organization for sustained cost management.

Key Outcomes:

- **Savings:** Achieved over \$535,000 in annual savings through targeted license reductions, SKU corrections, and strategic changes in licensing.
- **Credit:** Uncovered a \$210,000 credit by addressing a misapplied Microsoft 'email' SKU, providing immediate cost relief.
- **Efficiency:** Reduced Microsoft 365 license quantities and restructured Azure licensing, creating a streamlined environment aligned with actual business needs.

- **Optimization:** Implemented a detailed roadmap to guide future licensing decisions, including quarterly and semi-annual reviews, yielding an additional \$142,000 in initial M365 reductions.
- **Compliance:** Ensured all licensing met Microsoft's terms, mitigating risk and aligning spend with usage, setting a compliance baseline for future audits and renewals.

Roadmap for 2025 and Beyond

Beyond immediate savings, the optimization engagement established a framework for ongoing efficiency. Key initiatives for the upcoming year include proactive budget planning, quarterly reviews, reclamation of unused licenses, and preparation for upcoming renewals.

This roadmap positions the organization to maintain cost discipline, reduce overbuys, and capture additional savings in its Microsoft environment.

By leveraging Resourcive's expertise in cost management and licensing optimization, the company not only secured significant financial savings but also strengthened its technology strategy. With a clear path forward, it can now confidently manage its Microsoft spend, reinvest savings, and optimize resources.