

Delivering \$250K in Savings on Microsoft Licensing for a U.S. Enterprise

Client Profile

A U.S. mid-market enterprise managing an \$800,000 annual Microsoft licensing budget across Microsoft 365, Azure, and Security products.



ITHENA's Microsoft Licensing and Renewal Review optimized license utilization, pricing, and contract structures for a U.S. mid-market enterprise, delivering **\$250K+ in three-year savings** without operational disruption.



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CHALLENGES



The client struggled with:

- Limited visibility into unused and underutilized Microsoft licenses
- Redundant add-ons increasing recurring licensing costs
- Legacy contract structures misaligned with current requirements
- Limited visibility into eligible Microsoft promotions and reseller pricing
- Pressure to reduce spend without disrupting existing operations

SOLUTIONS



ITHENA's Microsoft Licensing and Renewal Review enabled the client with:

1

License Utilization Review

Audited license usage across Microsoft 365, Azure, and Security products to identify unused and underutilized licenses

2

Licensing Structure Optimization

Reviewed the existing licensing framework to eliminate redundant add-ons and align licenses with actual business requirements

3

Microsoft Pricing & Promotion Optimization

Leveraged authorized reseller pricing and eligible CSP promotions to identify additional savings opportunities during renewal

4

Renewal Framework Restructuring

Restructured the licensing framework to reduce recurring costs while maintaining required Microsoft products and capabilities

5

Zero-Disruption Implementation

Completed the optimization without data migration, tenant changes, user downtime, or changes to existing applications, accounts, and workflows

OPPORTUNITY FOR IMPACT



\$83K+

Annual Savings

10.4%

Reduction in Annual
Spend

\$250K+

3-Year Savings