ENGINEERING CONSULTANT
CASE STUDY

Performed using Smarter SaaS reporting

by The Business Software Centre

ABOUT ENGINEERING CONSULTANT

Engineering consultant assists with process, MEICA, civil design, Offsite Manufacture & Assembly, Instrumentation Control & Automation products and Commissioning services to clients in: Energy, Process & Water, Nuclear , Oil & Gas .

Microsoft 365 subscriptions had been deployed to full time/ part time staff with variable levels of usage. As staff left and joined it was difficult to keep pace with the JML process as it related to Microsoft 365 subscriptions.

The engineering consultancy recognised there was a potential issue growing with alignment of subscriptions with users, engaging TBSC to run a 365 Health-check on their level of optimisation of Microsoft 365 subscriptions

CASE STUDY KEY FINDINGS

The Challenge ? The engineering consultancy needed to manage and track accurately the subscriptions of current and past employees ranging from full-time, part-time, and temporary.

The Problem? The engineering consultancy did not have systems in place for either manual or automated tracking of Microsoft 365, losing ROI, risking security and

The Solution? The engineering consultancy was encouraged to automate Microsoft 365 reporting for the year to gain best practices, increase ROI, and recognise unused Microsoft 365 licenses.

The Results? Benchmarking with TBSC's 365 Health-Check, the analysis discovered 183 potential duplicate subscriptions, that could be reharvested (recycled) or optimised offering total annual savings of £10,612.80

TBSC

https://www.businesssoftwarecentre.com/
info@businesssoftwarecentre.com

ABOUT SMARTER SAAS

Smarter SaaS for M365 is a cloud-based Software Asset Management solution that optimises Microsoft 365 subscriptions. Smarter SaaS for M365 automatically recommends how to reduce IT costs whilst finding the best Microsoft M365 subscriptions for every user. We offer a Health-Check version of Smarter SaaS which is done in the first month of the subscription or offered as a one-off.

SMARTER SaaS FOR MICROSOFT 365 HEALTH CHECK OBJECTIVE:

The 365 Health-check provides a detailed cost optimization assessment and efficiency benchmark rating for the Microsoft 365 estate.

The Smarter SaaS for Microsoft 365 analysis provides a usage efficiency rating and benchmarking against industry standards.

AUTOMATED 365 OPTIMISATION

o Identifies and automates cost optimisation
o Indicates low levels of user adoption of key MS 365 apps such as Teams
o Shows usage levels by individual user
o Aligns the training and optimisation process
o Automates actions and adoption processes
o Measures usage improvements
o Ensures high levels of interactive working and ROI
o Is G-Cloud approved
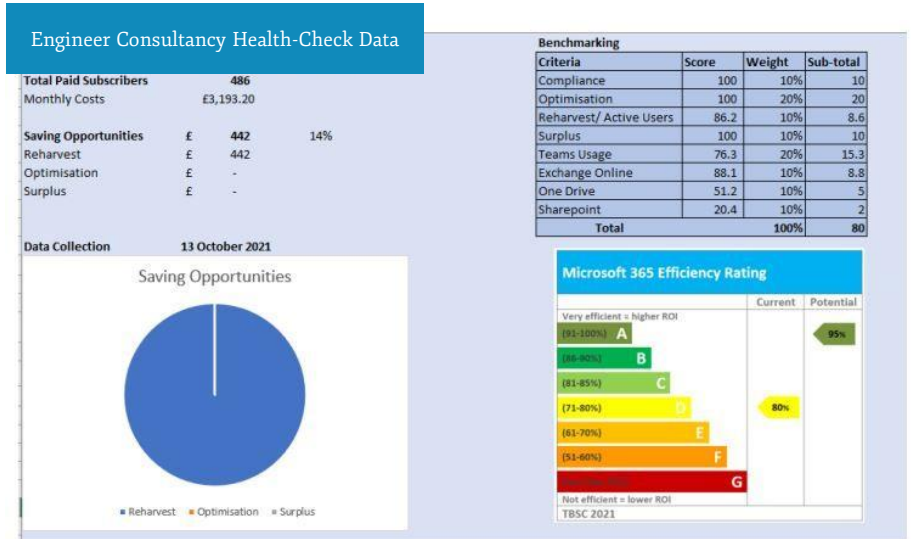o Is Microsoft approved as an ISV solution

TERMONOLOGY

Reharvesting is taking an inactive subscription and resdistributing to an active user. With a click of a button, Smarter SaaS does this automatically. The **Optimisation** feature takes the current license and provides optimisation options. This helps clients ensure the full and efficient use of the licenses they are paying for. **Surplus** is when there are more subscriptions purchased than being used. The **Compliance** feature keeps clients one step-ahead of remaining compliant with licensing agreements. Clients will have all the data needed to see where applications are installed and whether you are over or under your license agreement limits.

DATA ANALYSIS SHOWS

- Potential savings, cost reduction options
- No recycling of leavers' subscriptions
- Security issues: compliance
- Usage optimisation potential
- Need for app adoption
- Possible downgrades

Engineer Consultancy Health-Check Data

| Total Paid Subscribers | 486 |
| Monthly Costs | £3,193.20 |

Saving Opportunities	£	442	14%
Reharvest	£	442	
Optimisation	£	-	
Surplus	£	-	

| Data Collection | 13 October 2021 |

Saving Opportunities

■ Reharvest ■ Optimisation ■ Surplus

Benchmarking

Criteria	Score	Weight	Sub-total
Compliance	100	10%	10
Optimisation	100	20%	20
Reharvest/ Active Users	86.2	10%	8.6
Surplus	100	10%	10
Teams Usage	76.3	20%	15.3
Exchange Online	88.1	10%	8.8
One Drive	51.2	10%	5
Sharepoint	20.4	10%	2
Total		100%	80

Microsoft 365 Efficiency Rating

Very efficient = higher ROI
(91-100%)	A
(86-90%)	B
(81-85%)	C
(71-80%)	D
(61-70%)	E
(51-60%)	F
	G
Not efficient = lower ROI

Current | Potential
95%
80%

TBSC 2021

HEALTH-CHECK OUTCOMES

Potential Costs Optimisation of 14% of annual subscription cost.

Improve Teams Usage from 76% to 95% & Increase OneDrive and SharePoint usage to 95%

Potential ROI from using Smarter SaaS 365 x4

RESULTS

Key criteria relating to usage efficiency reveals areas where improvements are required and best practices can be implemented.

Smarter SaaS for Microsoft 365 measures efficiency levels and allocates a composite score out of 100 to benchmark efficiency, providing a comparison against a best practice position.

80%

The current Health-check score is 80%. By implementing best practices, the client can reach the optimisaion goal of 95%.

24%
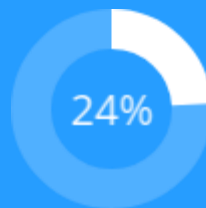
24% of users are not using Microsoft Teams . By proper training and support the usage can increase and boost ROI.