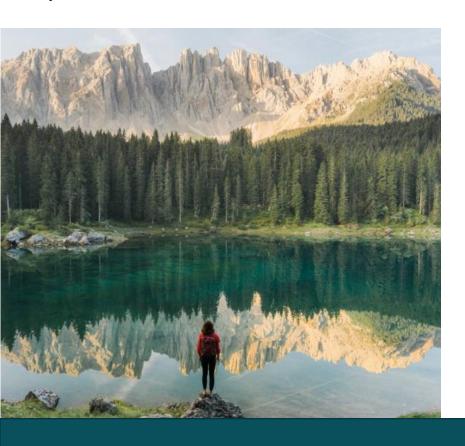


# Service Overview

Managing the different licensing structures and terms and conditions of software publishers can be a daunting task. That's why Crayon's License Optimization Services help you maximize your software investments, improve technology utilization, and achieve a higher return on investment. Our service optimizes your software licensing, reduces the risk of non-compliance with licensing agreements, and provides guidance on proper software use in accordance with terms and conditions.

We ensure that all relevant stakeholders in your organization are aware of the licensing agreement and understand how to optimize technology utilization to maximize the benefits of tools such as E5 Phone/Converged Communications and Security.

Our licensing experts work with you to gain a complete view of your current assets, better understand contractual obligations, and plan for future investments. Using our award-winning 5-step approach, you can realize cost savings on the technology you use most, with a contract structure that meets the growing needs of your business.



## We Offer

Our Managed Services provide a range of customizable offerings, including but not limited to: (1) Software baselines, (2) Contract and license optimization, and (3) Migration support.

We work closely with you to tailor our services to meet your specific business needs. With our expert guidance, you can streamline your operations, optimize your technology utilization, and maximize the return on your software investments. Contact us today to learn more about how our Managed Services can benefit your organization."

## You'll Get

### **METHODOLOGY**

 All our License Optimization Services are tailor-made to tackle specific scenarios related to certain publishers to ensure that we cover all potential pitfalls.

#### **FLEXIBILITY**

 As no organization is the same, we have designed our services to be flexible so that they can be customized to your exact needs.

#### **EXPERTISE**

- Our global team of Software & Cloud Analytic experts are some of the most experienced in the industry.
- Constantly keeping themselves up to date with the latest changes on licensing terms and conditions from all major software publishers.

# **Duration**

8 – 10 Week Engagement



# Licensing Optimization Service

## **Our Process**

The Compliance and Roadmap Phases can be executed simultaneously.

**COMPLIANCE PHASE** - 4 to 6 weeks

Objective: Conduct a point-in-time evaluation of the software estate by analyzing what is owned and deployed.

**Deliverable:** Effective License Position

**ROADMAP PHASE** - 4-Hour Virtual Workshop

Objective: Determine the customer's future plans regarding the software estate and overall business. Develop a sustainable roadmap for incorporating new technology into different workloads.

Deliverable: Roadmap report that outlines the customer's technology roadmap, potential risk exposure, and recommendations for utilizing their licensing.

## STRATEGY PHASE - Up to 2 weeks

(This phase begins after the Compliance and Roadmap Phases are complete.)

Objective: Develop various scenarios based on the outcomes of the previous phases.

Deliverable: Scenario analysis that compares the benefits, usage, and total cost of ownership.

#### **NAVIGATION PHASE** - 1 to 2 weeks

Objective: Help the customer navigate the licensing requirements based on their current and future technology needs.

Deliverable: Documentation of current and future technology plans.

#### **IMPLEMENTATION PHASE** - 2-hour meeting

Objective: Ensure that all relevant stakeholders in the organization are aware of the licensing agreement and understand how to optimize utilization to maximize the benefits of the technologies, such as E5 Phone/Converged Communications and Security.

Deliverable: Implementation document that highlights the current agreement structure and future plans.





Crayon, a customer-focused innovation and IT services company, is headquartered in Oslo, Norway, and holds the belief that technology has the potential to drive progress for the greater good. With operations spanning across 45 countries, covering 80% of the global market, Crayon's team of 3,300 individuals delivers on the commitments of integrity, quality, pace, and agility. Whether the requirement is related to licensing, software and cloud economics, security, modern work, or data and AI, Crayon delivers business value to its customers and partners. Crayon's end-to-end solutions cover the entire spectrum of strategy, implementation, and optimization, presenting a thorough and time-tested approach with dependable expertise.

