

Stratus Innovations Microsoft Azure / O365 Licensing: Do you need a Degree in Microsoft Licensing?

We help Companies who feel overwhelmed with keeping up with Microsoft Licensing, to save money and time while giving you the confidence that you're getting the best value for your hard earned money?

When we speak with our customers, one of the largest frustrations they share is around Microsoft Licensing. It is complicated and constantly changing. Folks feel they need a Degree in Microsoft Licensing and must take Continuing Education Classes to keep up.

What they want is to know they are paying only for what they are actually using. Microsoft provides some wonderful solutions, pay for those you are using!

If this sounds like you, we can help, even better, there is no cost to you when you move your Microsoft Licensing Agreement to Stratus Innovations, contact us and we will walk you through the process.

Where do we find these savings for you? Here are just a few ways we save you money....

Always remember Licensing is **NOT 'Set it and Forget it!'**

Unused Licenses: When folks bring their licensing to Stratus Innovations, many have over purchased. On average they have 15% more licenses than have been deployed. Our program allows you to add/reduce monthly, we can remove those unused licenses until you are ready to deploy them.

Right License: In the EA world, every 'information worker' needed an enterprise license. The new model changes that thinking. You can buy 'non enterprise licensing' like Exchange Online or Nothing for some users.

Leverage Reserved Instances: In exchange for a 1-3 year upfront commitment, Microsoft offerings 10-80% savings on some Azure services. We review your environment and share the options so you can decide.

Delete Unnecessary Resources: We have found Customers lose track of what is in Azure and their bills just grow. This is not unique to the Cloud, we worked with a customer who had Multiple Lotus Notes Servers running for ten years after they moved to Exchange (the Servers were trading data so folks thought they were still being used) We take the approach that everything should be validated, this is a great reason not to use 'Set it and Forget it!'

Azure Region Pricing: Microsoft has different pricing for the same Service offered in Different Regions, we see the price can be double in one region verses another. This has been a big cost savings area for our customers.

Dev Test Labs: Have Developers who want to try things out? This is a great option that also saves you money.

De-allocate VMs when not in use: You may not realize that it is possible to stop running a VM and yet still be charged for the resources allocated. Billing for your software license is paused, but folks are still charged for the core CPU resources. The status of the VM will be shown as 'Stopped Allocated.'

Leveraging Azure Automation and Auto-Shutdown: We have found many resources are only needed during certain hours and or not on weekends. This can be production applications and or Dev and Test environments. We have saved our customers large amounts of money by automating on/off.

Storage: Microsoft offers different Tiers of Storage; these Tiers have different costs with up to a 300% delta. We have found large savings for many customers by rightsizing their storage.

Savings by downsizing Servers: We have tools that allow us to look at usage of your Cloud Servers. We have found that some can 'drop' to the next level of machinery. If you find performance is not where you want it, we can quickly move it back up.

Where do our customers come from?

We can help almost every customer who is buying or looking to purchase Azure. For O365 and other Microsoft Licensing, we can help if you are purchasing 80 Seats or more.

Large Account Resellers: They are great at selling you licenses. They have a huge selection, picture Amazon. What you don't get is custom Insight and Recommendations. They love the 'set it and forget it' model, except during renewals.

Application Providers: Microsoft has made new licensing options available that can be great for customers. One change is Application Providers can sell you the licensing. That is usually the end of their Licensing expertise. It's a profit center for them, with little ongoing service. To quote AT&T, 'Just OK is not OK'

Do it yourself: We find many in the Small and Medium Corporate world buy licensing direct from Microsoft. They don't want to become Microsoft Licensing Experts, so they pay list price and over license. Many who had Enterprise Agreements are not aware of new options that allow the flexibility of True-Downs and no longer have the requirements of licenses for everybody.

Why Stratus?

We believe you should only pay for what you are using, and you shouldn't need a degree in Microsoft Licensing with ongoing Licensing Continuing Education in order to do so.

We have deep experience understanding Microsoft Licensing (we were blue badges and Licensing experts), we have the Microsoft Licensing Degree and keep up with the Continuing Education. We don't send you generic 'Here is the latest program for you to learn about', we look at your environment, where YOU are spending your hard earned money, and we share recommendations based on all the options. You save money while spending a fraction of the time to know you are getting the best value out of your Microsoft Licensing Spend.

Would it be crazy to give us a call? Save your company some Money and save yourself some Time?