

# EA Renewal Assessment

## Where do we begin?

During the course of the meeting we will be focused on four specific things:

### What's the state of Microsoft licensing?

There have been plenty of licensing changes over the last three years. Many of these will impact your licensing options for renewal. So first, we will discuss the major changes that Microsoft has made to their licensing plans, products, and bundles, and how these changes affect you.

### What's the state of your EA agreement?

Next, we will take a look at your current agreement, in terms of products, true-ups, invoices, SA benefits, and cloud consumption.

### How do we prepare for our renewal?

Renewing an EA agreement is not as easy as it used to be. There are more products and licensing bundles than ever before. So we will share some best practices about how to approach your renewal and help you craft a plan.

### What if I have more questions?

We know that your investment in Microsoft licensing is significant, and there are challenges that every customer must overcome. We want to be there to answer your questions, address your challenges, and recommend next steps that make sense for your specific situation.

## It takes months to execute a successful EA renewal, and it takes a plan.

You need to make sure that you are correctly evaluating your current state, your technology roadmap, and your licensing options. Often, the hardest part is getting started. Entisys360's EA Renewal Assessment (EARA) is a complimentary 1-hour session with one of the software consultants that will help start your journey to a successful, confident renewal.

## How do I craft a renewal plan?

Our licensing consultants at Entisys360 have years of experience in the industry, and have negotiated the renewal of hundreds of Enterprise Agreements. This is a great opportunity to get their perspective on your renewal. As your partner, Entisys360 is committed to providing you the services required to ensure a smooth and stress-free renewal. The EARA is the ideal way to begin the process.

At the end of the session, we will hand you reports outlining what was covered in the meeting, including current Microsoft licensing changes, current licensing configuration, total contract spend (invoices), SA benefit consumption, and best practices.

For more information, or to schedule your EA Renewal Assessment, please contact your Business Development Manager or Inside Sales Executive today!

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