



It's a new world of risk out there

Simplify and enhance your security landscape

IT environments have evolved through waves of organizational changes, from the introduction of new business processes, to regulatory requirements, to mergers and acquisitions.

Many organizations have found themselves with disparate and redundant applications and services. As well as being expensive, this exposes organizations to greater security risks.

Up to 80% of IT budgets is spent on operating and managing applications and services. In response to global disruption, there is increased pressure to reduce these costs.

Our services can help you to:

- Reduce application and services portfolio TCO, including operating costs
- Simplify technology architecture and platform administration
- Improve security compliance and address new advanced threats and risks
- Enhance collaboration and user experience with a unified architecture
- Find the right balance of standardization and flexibility

Optimize your Microsoft investment

Whether your Microsoft enterprise agreement is up for renewal and you want to optimize your licensing mix or if you're looking to maximize your current Microsoft investment, Avanade can help.

Through our expertise, we can help you streamline your existing application portfolio across all workplace applications to improve security, reduce complexity and the total cost of ownership (TCO). Through financial and operational analysis, we can assess your security posture and make recommendations about how to improve it, as well as aligning your technology strategy with Microsoft's technology solutions.

CLIENT CASE STUDY: Global Hospitality Company

Business situation: Our client was concerned about projected Microsoft licensing increases. The organization wanted to optimize its licensing options and consider the value of potentially increasing the size of its Microsoft footprint.

Solution: We developed a Microsoft roadmap and security strategy that identified cost-savings initiatives and various scenarios for the client to assess, as part of its Microsoft renewal process.

Results: We provided insights and scenarios, which focused on effective cost reduction outcomes for the client without sacrificing key business capabilities. Upon selecting one of these scenarios, our client successfully negotiated a five-year enterprise agreement along with price protection for renewals in order to avoid being in the same (or worse) position in three years. This resulted in projected five-year TCO savings in excess of \$12 million, with an estimated ROI of 19.7%.

Take the first step

Our approach starts with an assessment, which evaluates your organization and prioritizes areas to focus on. Below is a typical delivery timeline for an engagement.

Gather data

1-2 weeks

We gather information and data for an accurate picture of your current security, compliance and Microsoft licensing usage using a mix of automated tools, and facilitated workshops.

Assess current state

2-3 weeks

Our experts will assess your current security posture and:

- Provide recommendations on where to invest in new Microsoft products to optimize your application portfolio
- Help identify initiatives that reduce costs and areas for future investment
- Provide guidance to help you on your zero-trust journey

Define the roadmap

1-2 weeks

We help you define a roadmap with security and portfolio optimization actions that covers process, configuration and deployment.

Why Avanade?

We're the experts at helping you secure your Microsoft and hybrid IT ecosystems. Our security services provide a holistic approach through advisory, implementation and managed services to give your business everything it needs to support a robust security strategy.

We provide proven methodologies, deep expertise and leading-edge technology, and we've been the Microsoft Global Alliance SI Partner of the Year for 15 years.

Contact us to find out more information or visit

www.avanade.com/security



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About Avanade

Avanade is the leading provider of innovative digital and cloud services, business solutions and design-led experiences on the Microsoft ecosystem. With 38,000 professionals in 25 countries, we are the power behind the Accenture Microsoft Business Group, helping companies to engage customers, empower employees, optimize operations and transform products, leveraging the Microsoft platform. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at www.avanade.com.

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