



It's time for Microsoft Licensing Renewal. Get Cloud Ready with Insight

Microsoft Licensing renewal season is the ideal time for every Government agency to consider setting out on, accelerating, or optimising the journey to the cloud.

Are you ready?

Preparing for Microsoft Licensing Renewal starts now. Wherever you are on your journey to the cloud, Microsoft Licensing Renewal offers a window of opportunity in which your organisation can calibrate position, assess progress, and chart the way forward.

Insight is here to support you.

With multiple options and a high degree of service granularity, cloud licensing is complex and confusing.

Insight's Licensing Specialists assess your needs and optimise investments for value outcomes.

Avoid **under-licensing** risk exposure. And avoid fruitless expenditure from **over-licensing**.

Essential information for every Government organisation

As you ready your organisation for Microsoft Licensing Renewal, there are crucial dates and milestones you need to know. This timeline is based on estimates provided by communications from Microsoft, these may be subject to change*



May / June

Internal review of license deployments and entitlements for exit True-up, and a draft Bill of Materials / set of requirements for the new agreement term. Speak to your Insight Account Manager for a [Microsoft Landscape Assessment](#)

Insight provides you with a first look at budgetary renewal pricing for your draft Bill of Materials, subject to DIA / Microsoft negotiated pricing becoming available.

June / July

You should be close to finalising your compliance (True-up) requirements and fine-tuning your renewal Bill of Materials. Microsoft pricing and eligibility criteria should be confirmed, to provide a more accurate view to renewal costs and discounts under the new framework.

July / August

Draft Microsoft Contract Packs should be available for legal review. Online Services Reservations will be reconciled, and any True-up orders must be placed. Renewal options should be largely confirmed, subject to a few minor adjustments. Formal quotations will be prepared in alignment with agreed commercials.

August

Renewal Purchase Orders must be placed, contracts e-signed and orders submitted to Microsoft.

September

Your new Microsoft All of Government Agreements go live for the new term.

October



Be prepared with Insight

Insight is dedicated to making your Microsoft Licensing Renewal process easy and rewarding. Wherever you are on your journey to the Microsoft cloud. Divided into three streams, with two services per stream, Insight's licensing specialists guide your path to Microsoft cloud service optimisation.

Licensing Readiness

Insight's Microsoft Landscape Assessment, designed to help customers collect the information they need for their Microsoft True-up or Renewal with minimal business impact. This solution leverages Insight's licensing expertise to optimise Microsoft spend and provide a complete view of current Microsoft product deployments and licensing positions. With Insight's Microsoft Landscape Assessment, customers can save time, monitor and optimise costs, control business and legal risks, optimise hardware and software investments, and align IT with organisational goals. The engagement process involves four phases: Planning, Data Collection, Data Analysis, and Presentation. Insight will work with you to gather information, discover and inventory software assets, analyse data, and provide recommendations and next steps to optimise your software investments.

Cost Optimisation & Improving User Adoption

Microsoft Profiling Service is a service provided by Insight to help organisations identify and analyse user profiles and their needs for Microsoft licences. By understanding user profiles, organisations can map them to the appropriate online services, such as Microsoft 365 Apps for Enterprise, Windows 10 Enterprise, Enterprise Mobility + Security, and Microsoft 365 Defender. This ensures that each user has access to the right tools and features they need to perform their tasks effectively and securely. Insight's Microsoft Profiling Service also helps organisations evaluate their current usage of online services and identify any gaps or overlaps that might exist. For example, some users may be underutilising certain features that could enhance their productivity or security, or overusing features that are not relevant or necessary for their work. By addressing these issues, organisations can optimise their Microsoft subscriptions and save money.

Discover and Envision Session for Microsoft 365 Copilot

Microsoft 365 Copilot is an AI-powered tool that integrates with your business data and Microsoft 365 apps to help you work more efficiently and productively. Insight offers a 90-minute interactive session for NZ Government organizations to learn more about Microsoft 365 Copilot and Generative AI. The session includes a live demonstration, exploration of implementation considerations, and identification of use cases. Each session is unique and catered to your needs, providing a deeper understanding of Microsoft 365 Copilot, AI challenges and considerations, data and security factors, and immediate steps to prepare for implementation. With Insight's Microsoft 365 Copilot discover and envision session, you can unlock the power of AI to deliver exceptional employee and customer experiences with increased productivity, efficiency, and ROI.

Case Study

Whakatāne District Council: Moving to Microsoft 365 the fast, easy way

Insight helped The Whakatāne District Council (WDC) undergo a significant technological transition, migrating to the Microsoft 365 Foundations solution. This comprehensive move included the integration of Azure Active Directory, Exchange, and Microsoft 365 Office applications. The delivery of this project was strategically spread out over six weeks, encompassing several days dedicated to planning, workshopping, and configuration exercises. This structured approach significantly accelerated WDC's journey to the cloud. The results of this migration have been overwhelmingly positive, leading to a successful transition to Microsoft 365. Moreover, the council has observed a notable increase in employee satisfaction and productivity, underscoring the benefits of this digital transformation.

Read the full case study [here](#)

Christchurch City Council finds new insight in SAM

The Christchurch City Council has achieved a new level of operational insight through the implementation of the Insight-hosted Software Asset Management (SAM) solution. This advanced system has provided the council with unparalleled visibility and management capabilities over its extensive software and hardware portfolio. By introducing structure to the Software Asset Management team, the council now benefits from improved oversight and management of IT assets. The outcomes have been transformative, enabling the council to gain a comprehensive understanding of their assets, including the location and usage of each item. This has revealed instances of app duplication and multiplication, provided immediate information on cloud software including ShadowIT, and facilitated the decommissioning of unused hardware. Additionally, the council can now measure the risk associated with the lifecycle of software, leading to better forecasting, more efficient spending, and an expected 5% cost savings on software. Moreover, the council can mitigate risks associated with outdated or unpatched software, further enhancing operational efficiency and security.

Read the full case study [here](#)

Why Insight for Microsoft?

Few can compare with our relationship with Microsoft. Partners for 30 years and counting, we are the largest Microsoft global partner with more than 5,000 consultants and 1000 dedicated Microsoft resources globally. Our best-in-class capabilities, unmatched expertise, and ability to successfully deliver solutions built across all areas of Microsoft technology have earned us numerous recognitions.

7 Microsoft Solutions Partner Designations, including:

- Microsoft Cloud
- Modern Work
- Security
- Data & AI (Azure)



Microsoft Partner Awards, including:

- 2023 Microsoft Australia Partner of the Year
- 2023 Microsoft Hong Kong Partner of the Year
- 2023 Solution Assessments Partner of the Year
- 2022 Microsoft Surface Reseller Partner of the Year
- 2022 Microsoft Surface Hub Reseller Partner of the Year
- 2021 Microsoft Security Partner of the Year (Singapore)

22 Specialisation, including:

- Adoption & Change Management
- Threat Protection
- Identity and Access Management
- Calling for Microsoft Teams



2,500 Microsoft certifications globally

Why Insight for Microsoft?

Insight offers a combination of local insight and knowledge of New Zealand government, backed by global Microsoft licensing experience. Few can compare with our relationship with Microsoft. Partners for 30 years and counting, we are the largest Microsoft global partner with more than 5,000 consultants and 1,000 dedicated Microsoft resources globally. Our best-in-class capabilities, unmatched expertise, and ability to successfully deliver solutions built across all areas of Microsoft technology have earned us numerous recognitions.