

# Consolidate & save so you can Do More With Less



## Microsoft 365 allows you to Do More With Less

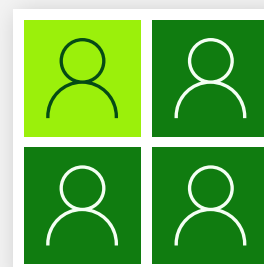
Microsoft 365 can help meet every work-related technology need that your employees have, with familiar apps like Word, Excel, and PowerPoint—including web versions—as well as collaboration and communication apps like Outlook, OneNote, OneDrive, and SharePoint.

You can also save by consolidating point solutions and replacing third-party security and identity applications—including Microsoft Defender for Endpoint, email security, mobile device management, and remote access tools.

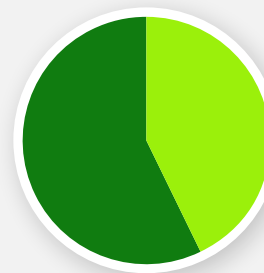


## Avoid paying for redundant capabilities

There's no shortage of technology to answer virtually every work-related need, but this disjointed landscape of apps from different vendors makes it too easy for business processes to become fragmented across platforms, and that can add up financially. Some costs of digital sprawl are hidden if they're related to employee experience, time, and productivity. But simply consolidating to a single all-in-one platform eliminates the possibility that you're paying for redundant capabilities or overlapping services.



**25%** of executives say their digital ecosystem of individual digital applications and tools used by employees has a negative financial impact on their organization.<sup>1</sup>



**43%** believe their organization won't understand the true cost of these individual applications and tools until they settle on a post-pandemic business process and workforce model.<sup>1</sup>

## The Total Economic Impact™ Of Microsoft 365 E3

Through 10 customer interviews and data aggregation, Forrester concluded that Microsoft 365 E3 has the following three-year financial impact on a composite organization.

**\$3,064**  
per user, net present value<sup>2</sup>

**209%**  
return on investment<sup>2</sup>

**<3 months**  
payback<sup>2</sup>

E3

## The Total Economic Impact™ Of Microsoft 365 E5

Through 10 customer interviews, a survey of 923 additional customers, and data aggregation, Forrester concluded that Microsoft 365 E5 has the following three-year financial impact on a composite organization.

**\$4,875.88**  
per user, net present value<sup>3</sup>

**203%**  
return on investment<sup>3</sup>

**<3 months**  
payback<sup>3</sup>

E5

### Summary of benefits: Three-year risk-adjusted per user

**\$1,619**

End user productivity improvements<sup>2</sup>

**\$1,545**

Vendor consolidation savings<sup>2</sup>

**\$596**

Reduced travel and expense<sup>2</sup>

**\$482**

Endpoint deployment and management time savings<sup>2</sup>

### Summary of benefits: Three-year risk-adjusted per user

**\$1,990**

Legacy software and infrastructure saving<sup>3</sup>

**\$1,594**

Reduction in necessary office spend<sup>3</sup>

**\$1,388**

End user productivity improvements<sup>3</sup>

**\$1,125**

Reduced security risk<sup>3</sup>

<sup>1</sup>Harvard Business Review, "Managing the Explosion of Digital Tools: Additional Employee Applications Can Cause Rather Than Solve Problems," 2022.

<sup>2</sup>Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 E3," commissioned by Microsoft, December 2020.

<sup>3</sup>Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 E5," commissioned by Microsoft, December 2020.