

NextGen Windows: Manage more with less



Vendor license Cost consolidation

Consolidate to a single platform v/s buying standalone for different capabilities.

Reduce total Cost of risk

Reduce breaches and enhance privacy/remediation by better Security. Reduce risk through Compliance.

Physical and T&E cost displacement

Reduce hard costs e.g.: real estate, utilities, travel and entertainment through secure WFH.



IT administration and deployment savings

Manage IT better across hardware & software thus enabling IT to transition to higher-value activities.

Save on automation, process improvements

Transform business processes and save using workflows, dashboards, AI while increasing employee productivity.

Capex to Opex cash flow

Optimize Cash Flow Management by changing upfront license payments to Operating Expenses.

Benefits of a NextGen transition

The Cloud-based experience

50 hrs. saved
per user per year for improved productivity.

24% less time
spent deploying and managing new software.

631% return
on investment.

\$23.2M over 3 years
An organization with 1,000 licenses of Microsoft 365 E3 and Surface Laptops* may recognize benefits of \$23.2 million over three years, adding up to a net present value of \$15.5 million, or \$15,510 per user.

6 months
payback period.

The Windows experience

75% reduction
in endpoint configuration time lapses.

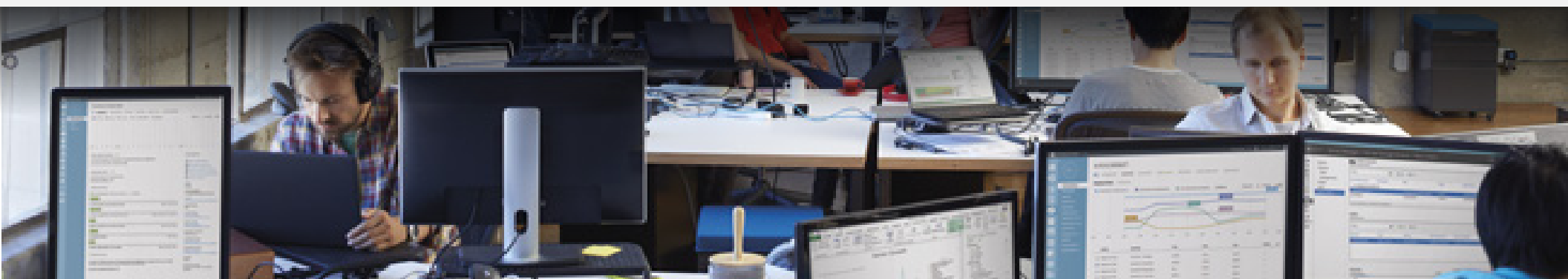
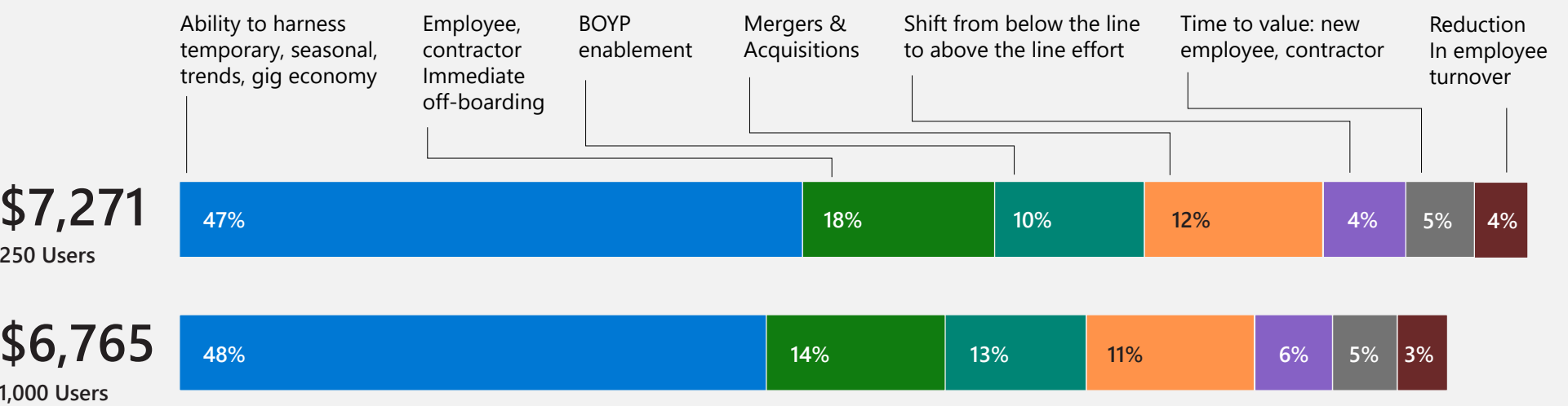
9% increase
in retention from providing an immediate and professional end user computing solution.

227% return
on investment.

\$16.5M over 3 years
An organization with 10,000 licenses of Windows E3 and Intune and 2,000 licenses of Windows 365 may recognize benefits of \$16.5 million over three years, adding up to a net present value of \$13.7M, or \$1,370 per user.

5 months
payback period.

Annual benefits of NextGen adoption per user by capability



Results from the Microsoft Value Calculator for the Windows E3, Microsoft Intune, and Windows 365 license combination. Results based on multiple studies* by Forrester Consulting and the Enterprise Strategy Group, commissioned by Microsoft, combined with Microsoft research. The cost savings in this presentation are illustrative and only intended for your internal use. Prices may vary by reseller and channel. The results may not be accurate or appropriate for your needs and should not be relied upon as your sole reference. MICROSOFT MAKES NO WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, ABOUT THE RESULTS WITHIN THIS PRESENTATION *Third party research used as inputs for this Sales Play: The Total Economic Impact™ Of Microsoft 365 E3, December 2020; The Total Economic Impact™ Of Microsoft Endpoint Manager, April 2021. Enterprise Strategy Group Economic Validation; Exploring the Economic Benefits of Windows 365, May 2021.