

CLIENT SUCCESS STORY

Microsoft 365 Licence Review

Microsoft 365 licence costs cut by 80 percent

A professional licence review uncovered \$867.30 in monthly savings and gave management confidence to eliminate unnecessary spending.

80.4%

REDUCTION IN MONTHLY LICENCE SPENDING

Paying for more than the business needed

The client had been managing its own Microsoft 365 licensing. Its existing environment used Enterprise E3 licences, and the business had bought more licensing than it needed. Following a merger, users moved to a new Microsoft 365 environment, where they were assigned Business Premium licences. The old E3 subscriptions continued to be billed alongside the licences in the new environment.

Retirement of the old environment had deliberately been deferred by the client. Management knew the old subscriptions were still costing the business money but was unsure how to cancel them safely. Without confidence about what staff still depended on, the business continued paying.

Management approached AulTECH to reduce spending. The starting question was whether the old subscriptions could be cancelled, but the review also examined whether the licences in the new environment matched what each account actually needed.

Reviewing the bill and how staff actually worked

AulTECH examined the subscriptions being billed, the licences assigned to individual accounts, and the features staff were using. This brought the old E3 costs and the newer Business Premium costs into one review, rather than treating either set of subscriptions in isolation.

The review found two opportunities. The old subscriptions could be cancelled after resolving the remaining sign-in dependencies. In the new environment, the additional security and device-management capabilities included with Business Premium were not being used or required, so those accounts could move to plans that better matched their needs.

AulTECH discussed the recommendations with management before making changes. The decision about shared mailboxes was reviewed account by account. Some mailboxes could be converted, while management chose to retain others as regular accounts. The final plan reflected those decisions.

CLIENT SUCCESS STORY / RESULTS AND APPROACH

\$10,407.60

PROJECTED ANNUAL LICENCE SAVINGS AT CURRENT PRICING

Putting the recommendations into practice

AulTECH first addressed the remaining connections to the old environment. Some Office applications still contained old accounts, and one employee was still signing into Windows using an account from the old tenant. AulTECH cleaned up the Office accounts and created a replacement Windows profile for that employee. OneDrive data had already been transferred during the previous migration.

The licence changes were then completed in stages. Accounts that needed desktop applications moved from Business Premium to Business Standard, while an email-only account moved to Exchange Online Plan 1. The mailboxes approved by management were converted to shared mailboxes.

After resolving the remaining dependencies and completing the agreed changes, AulTECH removed the licences from the old accounts, later deleted those accounts, and cancelled the old subscription. The staged approach allowed the spending reductions to proceed while accounting for the access staff still needed.

A recurring saving of over ten thousand dollars a year

Monthly licence spending for the same group of users fell from \$1,078.98 to \$211.68. **The business now saves \$867.30 each month, an 80.4% reduction.**

At current pricing, those recurring savings amount to \$10,407.60 over a year. The review and implementation cost \$1,050, meaning approximately 1.2 months of savings would recover the entire project investment. Over the first twelve months, projected savings after that fee are \$9,357.60.

No user issues or complaints were reported during the first two weeks following completion. Management had a clear basis for cancelling unused subscriptions, and the remaining licence spending reflected the requirements agreed during the review.

What this means for other businesses

A Microsoft 365 bill shows what a business is buying. It does not establish whether every subscription is still needed or whether each account has the right plan. For this client, reviewing both the bill and actual usage revealed unnecessary spending that had continued because management was unsure what could safely change.

Businesses that manage their own licences, or have been through a merger or other organizational change, may benefit from the same kind of review. The opportunity depends on their subscriptions and requirements; the results demonstrate what a review and carefully implemented changes achieved in this case.

Contact AulTECH to review your Microsoft 365 spending and identify which licences your business actually needs.

All figures are CAD before tax and cover the same group of users. Annualized savings, first-year savings and estimated payback assume current pricing and licence requirements remain unchanged.