

Effective Licence Positioning Audit

Get greater visibility into your Microsoft deployment and find out how much money could be saved, or better spent, with the Effective Licence Positioning (ELP) assessment.

Make sure you are getting the most out of your Microsoft investment by uncovering underutilised licences and discover what entitlements your users actually need.

Benefits of an ELP audit



Discover cloud licensing opportunities to improve your total cost of ownership



Streamline contracting processes



Consolidate multiple licences



Extend procurement contracts for a simplified experience and optimal use

Why run an ELP audit?

Large enterprises often struggle to track the licences they have deployed as purchasing decisions are made through different departments, with licences and contracts renewing at different times due to legacy agreements.

This creates a licence sprawl that drains already constrained budgets and often organisations can't spare the resources to effectively audit their tenancy internally. With contracts auto-renewing and IT admins reluctant to make changes that will affect the productivity of users, you need an experienced third-party to audit your estate and evaluate usage across all licence types and user groups.

The ELP audit will compare licence entitlements with deployment data to uncover surpluses and deficits and find opportunities to reassign unused licences. Running an ELP audit will:

- Document cloud licence entitlements
- Uncover licence purchase vs agreement discrepancies
- Identify any potential options to reduce cost or increase usage
- Allow you to use your resources more efficiently and effectively.

What is an ELP audit?

The ELP is the difference between the number of software licenses owned and the number of software copies or licenses deployed. This is particularly relevant for cloud licenses where owned licenses are often incorrectly assigned to users.

Our process is designed to give you a better understanding of your Microsoft license position prior to making purchasing decisions.

Key discovery areas:

- Usage of Collaboration and Productivity (O365 & Teams) services
- Usage of Security (Defender and Sentinel) services
- Inventory all current Microsoft agreements
- Inventory deployed hardware and software (optional)
- Review of the customer agreements and versions of purchasing instruments in place with Microsoft

The assessment is a 3–5-day exercise, conducted by Focus Group. At the end of the evaluation, we will hold a workshop for your key stakeholders to present the key findings and recommendations, as well as future estate planning.

The report

The findings and recommendations are designed for your team to better understand the current state of your Microsoft environment at a glance, to help your organisation streamline future procurement.

The Focus Group Cloud team will present the key findings and recommendations in an interactive workshop to your key stakeholders. The findings and recommendations are designed for your team to better understand the current state of your Microsoft environment at a glance, to help your organisation streamline future procurement.



Figure 1: Example licenced features breakdown

Frequently Asked Questions

How do I run an Effective Licence Positioning assessment?

Contact your Focus Group Account Manager, call 0330 024 2500, or [fill in this form](#).

What are the benefits of working with a CSP like Focus Group?

Working with a CSP alleviates the burden of managing your Microsoft estate. You will benefit from an easier procurement process, receive special pricing through our gold partner status, and have access to technical expert and proactive account managers who will help you make the most out of your Microsoft investment.