



Solution Brief

Insight Volume Licensing Care

Business challenge

Managing various Microsoft® Volume Licensing (VL) programmes can be daunting, given the intricate structure and numerous documents involved. These varied agreement types demand an in-depth understanding of compliance regulations, often leading many clients to over-purchase. Our team of seasoned experts is well versed in navigating these complexities, ensuring that clients are never overwhelmed by the process.

Our Solutions

Insight VL Care™ offers a differentiated programme designed specifically for managing various licencing programmes. Our suite of services is tailored to address the complexities and challenges associated with these agreements, providing clients with peace of mind and a strategic advantage.





Your streamlined process begins with a clear outline of what to expect during VL Care services. The fantastic Customer Success team will create a structured plan tailored to your needs, including workshops on adoption and usage optimization, validation of true-up and reconciliation, and management of internal tools required for successful future administration.

We offer proactive management and strategic advice to guide clients in how to optimise their IT investments, maximise the value of their agreements, and stay current with technology trends. Additionally, we provide trusted processes for reviewing usage, compliance, pricing, and licensing to support business needs.

Benefits

-  Expert navigation of Microsoft VL complexities
-  Proactive and strategic IT investment management
-  Optimisation of Microsoft value
-  Staying ahead of evolving technology trends
-  Reliable processes for usage, compliance, pricing, and licensing review

Related Services

-  Cloud and app modernisation
-  Data, analytics, and AI
-  Digital Workplace
-  Security

Features:

Insight's VL Care programme maximises Microsoft investments, optimises costs, and achieves operational excellence through structured support and guidance.

|  Yearly Focus |  Support |  Workshops and Reviews |  Reporting and Updates |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ▪ Year 1: Onboarding and initial workshops. ▪ Year 2: Continued support and optimization. ▪ Year 3: Renewal planning and ongoing success. | <ul style="list-style-type: none"> ▪ Operational Support: Quick response for quotes, orders, and invoices. ▪ Resources and Contacts: Comprehensive list for seamless communication. ▪ Contract Management: Maintain and store EA contract records. ▪ True-Up Management: Assist with True-Up obligations. ▪ License Dashboard: Access for effective license management. ▪ VLSC Training: Ongoing support for Volume Licensing Service Centre. ▪ Funding Review: Align opportunities with technology goals. | <ul style="list-style-type: none"> ▪ Microsoft 365 Review: Assess adoption and present add-on services. ▪ FinOps Review: Identify Azure cost optimisation opportunities. ▪ SA Workshops: Understand the Software Assurance dependencies and benefits. ▪ O&G Services: Present discounted add-on services. ▪ Webinars: Quarterly sessions on technology and innovation. ▪ Renewal Planning: Plan for renewal and future needs.. | <ul style="list-style-type: none"> ▪ Product Use Rights: Ensure compliance and provide updates. ▪ Quarterly Checks: Review progress and address issues. ▪ Product Updates: Inform clients about new features. ▪ Annual Review: Assess performance and plan ahead. |

Additional Fee Services

- Billing optimisation
- VL portal full administration management
- License reservation management
- Software asset management & software license optimisation services
- Adoption & change management services
- Advanced FinOps services

Why Insight?

Insight Enterprises, Inc. is a Fortune 500 Solutions Integrator helping organisations accelerate their digital journey to modernise their business and maximise the value of technology.

Insight's technical expertise spans cloud- and edge-based transformation solutions with global scale and optimisation built on 35+ years of deep partnerships with the world's leading and emerging technology providers.

Proven track record

22 Microsoft solution specialisations, 14 global Microsoft awards in 2023, 10 global Microsoft awards in 2022, 6 Solutions Partner designations (top Microsoft Cloud Partner), Azure Expert MSP.

Strategic development/training

Microsoft licensing consultants are all P-CE certified by Microsoft and have many years managing VL clients. The team is 100+ strong and continues to evolve around cloud strategies and Microsoft licensing.

Enterprise approach

Insight has a very strong process to ensure that we are supporting our clients around Microsoft's annual timeline requirements. We can use our technical team to ensure clarity around technical aspects tied to licensing needs.

For more information about our solutions please contact your Insight Account Manager.

0344 846 3333 | contactus@insight.com | uk.insight.com

