



Success Story

Reducing M365 Waste by \$5m a Year

The Challenge

Our customer, a global energy company, had found that their Microsoft 365 spending had escalated rapidly. They needed help to fully understand their software estate and which licences their 80,000+ workforce were consuming. With their contract renewal looming, they had an immediate need for detailed and accurate insights into their Microsoft 365 estate to give them clarity and allow them to effectively negotiate the best deal.

Customer Goals

- Be in a strong position to negotiate at renewal.
- Reduce the overall spend on their Microsoft licensing.
- Understand how they could reclaim and re-utilise licences they have already paid for.
- Ensure employees are on the most cost-effective licence for their role.
- Monitor and optimise their licencing position constantly over time.

The Solution

Using the Hublsoft Licence Optimisation Module, the customer now has visibility of their combined licencing and usage data, enhanced with business context and AI. This, combined with advanced tagging, which enables Active Directory clean-up, enhanced usage visibility, cost allocations, and cross-departmental billing, has allowed them to gain complete control and insight into their ever-evolving licensing landscape.

With new and improved visibility, they can now utilise the deep analytical data to make informed decisions about:

- How to achieve cost avoidance
- Reclaiming and re-utilising software assets.
- Planning licence allocation with exact user requirements.
- Company wide license change approval processes

The Outcomes

Since using Hublsoft, the customer has been able to:

- Reduced their initial Microsoft renewal by \$5M per annum.
- Realise further optimisation opportunities of \$3M per annum at the point of their most recent true up.
- Reduced overall security risk by removing dormant accounts.
- Reclaiming and reallocate unused licences.
- Initially reduce the number of licences held under their agreement by 16,000.

Further value has been identified using Hublsoft to enhance user adoption and strengthen cyber-security.

Organise a Demo

If you need to eradicate the waste within your estate, get in touch today and see how Hublsoft optimise your licencing today:

[Book a Demo](#) | info@hublsoft.com