

○ MICROSOFT CUSTOMER?

- Being Audited (“SAM engagement”)?
- Considering migrating to the Microsoft cloud (Azure / 365)?
- Making a True-up Payment / Integrating acquisitions?
- Concerned about the costs of your Microsoft services?

○ HOW DO WE HELP?

These business transactions are extremely complex and if you don't have the empirical expertise and know-how, you can leave a lot of money on the table.

- Do you know how to put yourself in the driver's seat to control a proactive buying cycle with Microsoft?
- Do you know how to negotiate maximum value from Microsoft in terms of credits, software assurance benefits and services?
- Do you know how to best structure your Microsoft deal to satisfy your requirements in the minimal cost configuration?

On average, NET(net) helps its clients reduce costs by over 33% while concurrently helping you:

- Mitigate Risk
- Improve Quality
- Maximize Agility
- Govern Compliance
- Strengthen Contractual Agreements
- Building a Better, More Strategic Partnership with Microsoft

We can help you too.

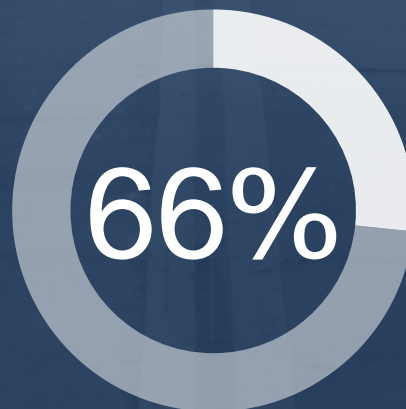
○ Customer Success Story: 66% Cost Reduction

“Thanks to NET(net); for the first time in a long time, we are in control of our Microsoft relationship, our software assets, and our contractual agreements.” *CIO, Fortune 500 Financial Services Company*

Situation: Our client had been a long-term Enterprise Agreement customer, but was not getting maximum value from their investments.

Results: NET(net) helped our client develop a strategic vendor management plan that changed the dynamics of the relationship to a client-controlled buying cycle. Our client reduced contractual obligations of over \$18M over the next three years to less than \$6M, a 66% reduction in costs.

○ REDUCTION IN COSTS



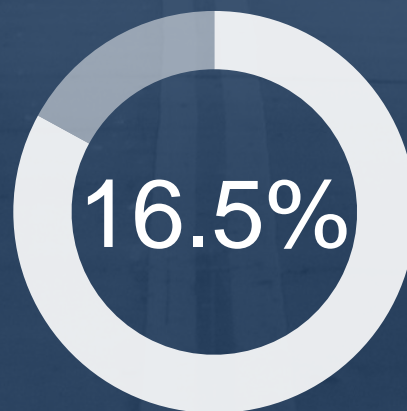
○ Customer Success Story: MIGRATION

“As a result of NET(net)’s optimization services, the strategic and economic benefits of Microsoft have noticeably improved.” *CIO, Fortune 500 Business Services Firm*

Situation: Our client was in an existing enterprise agreement but was not in the optimal licensing structure and was therefore not maximizing the value out of its existing technology.

Results: NET(net) evaluated the client business requirements, infrastructure and usage patterns and compared that to licensing options and determined that there were more favourable ways to license the technology. As a result of the Optimization Analysis and the Vendor Negotiations, our client was able to save \$1,284,857, a 16.5% reduction in costs.

○ REDUCTION IN COSTS



○ Customer Success Story: RESTRUCTURE

“NET(net) helped us save millions by standardizing and simplifying our environment with the right technology from Microsoft .” *CIO, Personal Lending Company*

Situation: Our client was two years into a three year Enterprise Agreement and was facing a sizeable true-up obligation and was experiencing a lack of innovation on the desktop.

Results: NET(net) helped our client negotiate a new agreement with optimized investments and better technology resulting in a reduction of costs from \$6,993,159.71 to \$2,513,495.05 for a savings of \$4,479,664.66, a 64% reduction in costs.

○ REDUCTION IN COSTS

