

MICROSOFT 365: DON'T JUST RENEW, RETHINK.

90% of Microsoft 365 subscriptions are renewed in April every year.

But here's the issue: most businesses are still overpaying for licences they don't need or don't use.

Cybit helps you stop the waste and start making smarter decisions with data-led optimisation.

WHAT'S CHANGING & WHY IT MATTERS NOW

- 1 Unused Licences Cost You**
Many organisations are paying for licences assigned to inactive users or duplicating subscriptions.
- 2 You've Got Options**
It's the perfect time to switch to the most cost-effective plans before renewal. We'll show you what to keep, what to cut, and what to change.
- 3 Pricing Is Moving**
Microsoft has adjusted its US-to-GBP exchange rate by 5%. Lock in savings before prices increase.
- 4 New Complexity**
Enterprise subscriptions no longer include Teams by default. That means extra costs unless handled proactively.

- 5 Promotions That Actually Help**
Save an additional 15% if you're moving to Microsoft E3 or E5 for the first time. We'll make sure you get it.

THE RISKS OF DOING NOTHING

- ! Paying for licences no one is using
- ! Holding multiple subscriptions for the same user
- ! Using plans that don't match actual workload needs
- ! Missing out on term-based price protection
- ! Getting caught out by Microsoft programme changes

LET'S MAKE YOUR LICENCES WORK SMARTER

Are you unsure which Microsoft licences you have in place?
Not sure if you're getting value from them?

Cybit helps you:

- **Transfer existing subscriptions now** – no need to wait for renewal.
- **Navigate complex Microsoft changes** – with clarity, not confusion.
- **Optimise licensing and costs** – continuously, not just at renewal.
- **Leverage promotions and favourable exchange rates** – before they disappear.

WHY CYBIT?

- ✓ **Microsoft Solution Partner across Modern Work, Infrastructure, Data & AI**
- ✓ **Always-on licence optimisation and reharvesting as standard**
- ✓ **A partner on your side** – helping you reduce 3rd-party costs and unlock the full value of your Microsoft subscriptions
- ✓ **Strategic, proactive, and impact-led**