

Microsoft 365

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CYBIT

Maximise Your Productivity, Minimise Your Costs

Are you getting the most out of your Microsoft 365 investment? Many organisations are paying for licences they don't fully utilise, leading to unnecessary expenditure. When Cybit provide your Microsoft 365 Licensing, we ensure that your utilising the services, all licenses, and aren't paying for licenses assigned to dormant, inactive or disabled accounts.

SERVICE DESCRIPTION

Our Microsoft 365 Service goes beyond standard Microsoft resell by offering FinOps cost optimisation, security governance, and expert platform support backed by Microsoft Partner solution designations. Cybit provides competitive pricing, intelligent cost management, quarterly reviews and support, as part of our standard offering.

KEY DELIVERABLES

- Competitive Microsoft 365 pricing with FinOps built in.
- Comprehensive FinOps optimisation with proactive re-harvest license recommendations
- Expert platform support: 1,2,4,6 hour SLA depending on criticality and premier support L3 escalation to Microsoft available.

KEY FEATURES & BENEFITS

- ① **Competitive Microsoft 365 pricing:**
Cybit is committed to ensuring exceeding value to our customers. We include our FinOps service as standard for all M365 customers.
- ② **Price match:**
In almost all scenarios we are able to provide higher value at a lower price.
- ③ **Comprehensive FinOps optimisation:**
Gain transparent, detailed insights into your Subscription utilisation with analysis, tracking, to support data-driven decisions and prevent overspending re-harvesting and selecting the correct subscriptions that suit your business needs.
- ④ **Expert Platform Support:**
Complete Microsoft 365 onboarding, troubleshooting, and optimisation with direct escalation to Microsoft support for complex or critical issues.
- ⑤ **Simplified Management:**
Centralised support, billing, and optimisation provides clear accountability, expert advice, and quick issue resolution.

PRICING

- **Included with your M365 licence at no extra charge:** Self-service access to optimisation tools is provided at no additional cost when Microsoft 365 licences are purchased through Cybit.
- **Onboarding Assessment:** Cybit will conduct an initial assessment to help you understand where cost savings can be made across your Microsoft 365 licensing estate immediate and schedule future flagged savings in line with subscription renewals.
- **Microsoft public pricing** with no markup or hidden fees for Microsoft 365 subscriptions.

- **Optional premium Microsoft support** tiers available for enhanced SLA requirements

- **Optional Add-ons:** Additional services are available, such as ongoing optimisation support, quarterly reviews, and proactive reporting on licensing updates and potential actions via our Managed Microsoft 365 service offering.

WHY CYBIT?

Choosing the right Microsoft partner is crucial for maximising your investment.

Here's why CYBIT stands out:

- ✓ **Trusted Microsoft Partnership:** As an established Microsoft Partner, we provide direct access to Microsoft's premier support and the latest Azure innovations, ensuring you receive expert guidance and rapid resolution of complex issues.
- ✓ **Business-Focused Solutions:** We understand that cloud services must drive business value, not just technical capabilities, so our approach focuses on outcomes that matter to your organisation's success
- ✓ **Comprehensive Governance:** We don't just resell Azure – we help you govern it properly with automated policies that prevent security risks and cost overruns while maintaining business agility.
- ✓ **30+ Years of IT Expertise:** Our extensive experience in IT support and cloud services ensures you receive knowledgeable guidance that aligns with your business objectives and operational requirements.
- ✓ **No Hidden Costs:** Transparent pricing and value-added services included at no additional cost, ensuring you know exactly what you're paying for.
- ✓ **Our commitment:** Reduce your overall Microsoft 365 costs through optimisation while providing technical strategy and superior support.

