



How would you like to lower your software costs while optimising your technology and reducing complexity? Swisscom advises you as a trusted partner with local licensing specialists in technology and licensing.

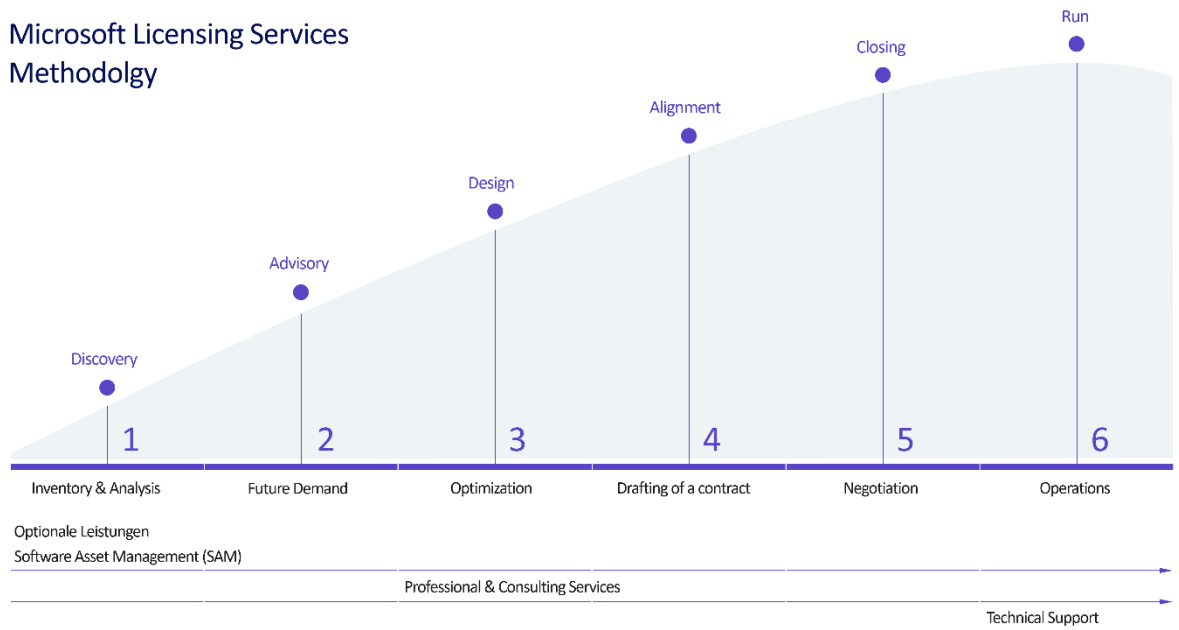
With Licensing Advisory Services from Swisscom, you benefit from licensing consultants with many years of licensing experience to optimise your software costs in the cloud and on site. As a Microsoft Licensing Solution Provider (LSP) exclusively for the Swiss market, Swisscom places a special focus on Swiss customers.

Acting as your highly specialised technology partner, Swisscom finds the best licensing solution to implement your IT strategy. To ensure the best solution for you, we take all aspects into account, including FinOps and trading in used software.

How you can benefit from Microsoft Licensing Advisory from Swisscom

Microsoft contract & licence consulting 360-degree advice on software and cloud services, dimensioning, planning, optimisation and licensing. Swisscom provides assistance with contract negotiation and implementation support.	✓
Technology and cost optimisation Sound data collection with tool-based Software Asset Management (SAM) services and software metering in a hybrid world.	✓
FinOps and cloud optimisation Our FinOps specialists support you in the long-term optimisation of your cloud usage and costs across all vendors and platforms.	✓
Optimisation with used software Increase the value of your IT infrastructure and turn tied-up capital into liquidity by selling software licences no longer in use.	✓

Microsoft Licensing Services Methodology





More information on the service packages – contact microsoft.lsp@swisscom.com for a customised offer.

The details in this document do not constitute a binding offer. Subject to modification without notice.

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	Advisory Premium	Advisory Optimum*	
	Software Asset Management Technical inventory & access analysis Licence accounting Software metering	Software Asset Management Technical inventory & access analysis Licence accounting Software metering	Optional
	FinOps Software & Cloud Usage Analysis Cost and cloud usage optimisation	FinOps Software & Cloud Usage Analysis Cost and cloud usage optimisation	
Execution	Negotiation support Contracting Microsoft Operations & Fulfillment	Negotiation support Contracting Microsoft Operations & Fulfillment	
Optimisation	Licence optimization Contract optimization Pre-owned software Vendo Funding	Licence optimization Contract optimization Pre-owned software Vendo Funding	
Future Demand	Demand Workshops Roadmap Definition Optimal licensing position	Demand Workshops Roadmap Definition Optimal licensing position	
Discovery	Licensing & Contract Analysis Current licensing position	Licensing & Contract Analysis Current licensing position	
Price upon request	Price upon request	Performance-based	

*For Enterprise Agreement customers from 500 employees or devices

FinOps – analysing technology, business and finance

Cloud cost savings of up to 30%

- As a long-term strategic partner, Swisscom has extensive experience with the optimisation potential of hyperscalers.
- Our FinOps-certified consultants are all-round experts in framework application. By analysing technology, business and finance, we have been able to achieve savings in cloud costs of up to 30%.
- Swisscom accompanies you throughout the entire FinOps process and offers long-term managed services for optimal support.

Optimisation with used software

Needs-based licensing

- Sell the software licences you no longer need or purchase used software licences for Microsoft, Adobe, Oracle, etc.
- Capitalise on our cooperation with an industry pioneer and precise analysis of your unused software licences.
- In addition to comprehensive advice, we offer you legal certainty: the right to resell and purchase used software has been repeatedly confirmed by Swiss and European courts since 2012.
- Particularly in the case of a cloud migration, you can benefit from the option of reselling on-premise licences that are no longer needed.

Our portfolio enables us to pursue a holistic approach. In addition to Professional Services, Managed Services and our Microsoft Licensing Services, we can also support you with Microsoft Azure and Microsoft 365 technologies. Find out more at www.swisscom.ch/azure and www.swisscom.ch/microsoft365.