



Optimize the Value of Your Microsoft Enterprise Agreement Today

One of the largest investments of any Government agency is their Microsoft Enterprise Agreement and with good reason. The ability to leverage a modern, integrated, and secure suite of capabilities across workforce collaboration, cybersecurity, advanced cloud and AI, and citizen services is a critical asset for any public sector entity. The question for many Government executives from Mission to IT to Finance is: **“Are We Fully Leveraging Our Microsoft Investment to Meet Our Agency’s Objectives?”**

The catalysts to that question are largely driven not only by the complex and critical services these agencies provide, but also the growing pressures of shrinking budgets, limited resources, and increasing cyber threats. Agencies continuously seek focused, independent expertise that is not only deeply experienced in the Microsoft portfolio, but also has a profound understanding of the public sector’s unique needs. Leveraging the experience of such a partner allows agencies to reduce risk through reuse of proven and repeatable processes and solutions; drive speed and agility through government-specific experts in the Microsoft portfolio; and ensure cybersecurity is leveraged through the most modern capabilities across the integrated suite of solutions.

Planet Technologies has been dedicated to public sector customers for over 25 years focusing specifically on maximizing the value of the Microsoft solutions portfolio and ensuring mission and financial impact. In fact, Planet offers a specific branded program, **“You Already Own It”**, with the sole objective of driving value for Microsoft public sector clients.

“The **You Already Own It** program is really about educating and informing, showing the art of the possible using the technology our clients already own.”

– Scott Tucker
Planet Technologies President and CEO

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VALUE GETS OVERLOOKED

A number of factors may cause government agencies to overlook the full potential of existing Microsoft solutions.

- **Lack of visibility:** Across a given enterprise, solutions tend to be widely dispersed; leaders may be unaware of all the tools in use. Without a holistic view of the products and licenses available, solutions in use, and understanding of best practices, it can be difficult to get maximum value from those resources.
- **Competing priorities:** Across government, people have their hands full. With only so many hours in the day, few employees have time to explore the potential functionality of a given tool. The result is underutilization and lack of adoption which leads to powerful capabilities being missed.

- **Overabundance of solutions:**

There’s usually a line out the door of vendors wanting to sell government their next-best-thing IT solution, but point solution purchasing and maverick buying can lead to unintended integration challenges down the road. With so many offerings on the table, it’s easy to overlook the fact that the tools you already own may be perfectly suited to the task at hand.

MAXIMIZE YOUR EXISTING INVESTMENT

It is a clear mandate across the government to ensure that existing investments in IT are fully utilized and able to be justified. There are several areas specific to the Microsoft portfolio that not only serve mission and financial objectives, but also ensure the most modern and integrated capabilities are serving cybersecurity principles as well.

- **Licensing optimization:** Experts in Microsoft licensing help eliminate duplicative purchases and bring clarity as to the best way to leverage technology saving time, money, and resources.
- **Prescriptive deployment:** The right partner will have insight into how other agencies are utilizing their tools. With this knowledge, they can blueprint proof-of-concepts to demonstrate how overlooked capabilities can support improved mission outcomes, jump-starting the agency's efforts to solve problems by using the tools already on hand.
- **Ongoing reinforcement:** To maximize existing Microsoft solutions, agencies need to focus on workforce development and change management, with ongoing learning and reinforcement to ensure people know what they have and how to use it. The right partner will deliver this ongoing support.

BEST PRACTICES

Agencies can embrace several best practices when working with an outside provider to identify and elevate potential new uses for existing Microsoft solutions.

Get the right people involved: It takes a collaborative effort to maximize the value of an existing technology investment. This regularly includes procurement, human capital, IT leadership, business owners, and support resources to produce the very best outcomes.

Start small: It can be hard at first for people to envision using a familiar tool in a new way. Leaders can start with limited-scope deployments as they work to apply Microsoft solutions in a more expanded way.

It's a Partnership: As agency leaders look to an outside expert to help identify potential uses for the Microsoft tools they have, trust, experience, and transparency are the cornerstones for mutual success.

CASE STUDY: MAKING THE MOST OF MICROSOFT

Here's a look at how one agency leveraged its existing IT investment.

The Challenge: A U.S. federal agency with a skilled Microsoft workforce, but limited budget and time needed to better understand how best to use its existing Microsoft licensing to meet specific mission objectives.

The Solution: The agency engaged with Planet Technologies' **You Already Own It** program and took part in a M365 Licensing and Planning Review.

The Outcome: With this new enterprise understanding, the agency discovered it could leverage existing Microsoft licenses and its trusted relationship with Planet to build and deploy a much needed application to request, approve, assign, and track software licenses agency-wide. Complete with a new front-end user experience, robust reporting capabilities, and integration with pay.gov, the agency was able to solve their need using the Microsoft licenses and technology they already owned.

Through participation in the **You Already Own It** program, the agency gained a better understanding of its Microsoft investment and how it could be used to maximize its organizational productivity. The agency continues to engage the **You Already Own It** program to explore how advancements in AI and data governance will impact its next generation of mission-critical applications.

HOW PLANET TECHNOLOGIES HELPS

Planet Technologies is a leading provider of Microsoft professional services to the public sector. It's **You Already Own It** program helps more than 3,000 government customers to understand their Microsoft investment, stay current on evolving benefits, save money, and maximize productivity. From detailed assessments to executable migration blueprints to deployment and adoption support, **You Already Own It** informs and validates application development and modernization strategies. For more information, visit go-planet.com and youalreadyownit.com or email info@go-planet.com.

Ready to use what you already own? Contact us at info@go-planet.com to get started.

ABOUT

Planet Technologies is a leading provider of Microsoft professional services to the public sector. With eight advanced specializations, sixteen gold competencies, and 27 Partner of the Year awards, we are experts across the Microsoft stack. Contact us at info@go-planet.com to learn how you can solve your next business challenge using the Microsoft technology you already own.



#YouAlreadyOwnIt