

Cost savings guidance

MIDSIZE COMPANIES

MIDSIZE COMPANIES ARE SAVING – EXAMPLES

Forrester estimates the average midsize company should save about **40% on administration, 45% on deployment cost** for cloud solutions versus on-premises. A 930 seat company was estimated to save \$160,000 annually on server and storage hardware.

*based on the Forrester TEI of Office 365 for Corporate Accounts report.

[Nayland College](#) was able to eliminate all but one of its on-premises servers thanks to Office 365, which the school estimates will save it **\$150,000 in hardware costs** over two years. Nayland College is planning to redirect that saved money into classrooms for new computers and wireless projectors, enhancing the overall student and teacher experience.

MOST COMMON AREAS FOR VENDOR DISPLACEMENT

Security – Advanced Threat Protection, Exchange Online Protection, and Windows Defender can replace products such as Proofpoint, Symantec, McAfee, Bitnine, Bromium, Carbon Black, FireEye, etc.

Identity – Azure Active Directory can replace products such as SiteMinder, PING, Okta, Centrify, RSA, etc.

BI – Power BI can replace products such as Tableau and Qlik

Voice – Phone System can replace solutions like Cisco PBX, Cisco Spark, Avaya, Nortel, ShoreTel, etc.

MDM – Intune can replace products like AirWatch, Good, MobileIron, XenMobile, etc.

Team Collaboration – Teams can replace solutions like Slack, Jabber, Jive, etc.

File Shares – OneDrive for Business can replace products like Box and Dropbox

Audio Conferencing – Audio Conferencing can replace ACP solutions like Intercall, AT&T, Verizon, Cisco CallMe, etc.

COST SAVINGS ESTIMATES FOR MIDSIZE COMPANIES*

\$35,000 – per year in server, storage, and datacenter costs

\$11,000 – in hardware and software deployment costs annually

\$30,000 – annually in administration costs

\$50,000 – in security breach detection and remediation cost savings annually

\$60,000 – in cost savings from vendor displacement across security, compliance, identity, communications, BI, MDM, and file shares

\$28,000 – in cost savings on eDiscovery legal reviews

\$56,000 – in spending on on-premises Microsoft software across CALs, Windows, and Office

*based on a typical 200-seat company

NEXT STEPS

Work with your Microsoft representative or a partner to determine the cost impact based on your environment.