



Think outside the box

Hybrid based on "Kiosk" F-series licenses.

Organisation: Factory with mainly factory staff
 Number of Employees: 6,000
 Number of seats: 5,000
 Licence type : M365 E3

Thesis: verifying that the right choices have been made.

The organisation had already migrated to the O365 licensing position, but the question arose of whether the work of the current partner could be checked.

Result of the Persona inventory

For convenience, the office staff was left out of consideration as the bulk of the staff appeared to be working in the manufacturing process, therefore only this profile was considered for potential other licensing.

Requirements:

1. Periodic availability of a complete office for approximately 200 people
2. All employees listed in the AAD
3. All employees had to have access to mail
4. All employees had to have the option to open any files in Word and Excel.
5. None of the employees had their own device.
6. Factory work was carried out by 4,000 people

Profile/Apps	F3 + Compliance +Security E5	M3653
Teams	X	X
Exchange online	X	X
Word online	X	X
Security	X	X
Compliance	X	X
OfficePro Plus		X
Price per configuration	€12.86,-	€31.46,-
Required numbers 4.000	€51,4400,-	€125,840,-
Users Office Pro Plus 200	€34,000,-	
Investment 1st year	€651,280,-	1,510,080,-
Investment 2de year	€651,280,-	1,510,080,-
Investment 3th year	€651,280,-	1,510,080,-

The organisation's choice of a secure O365 environment was made.

Thesis: Since none of the employees use a desktop for a period in excess of 40%, they qualify for the use of a Kiosk Licence. The challenge was to identify the apps that the individual employee would need.

The chosen licences F3 with the Add-on Compliance & Security F5, provides all the requirements for the persona factory employee and even adds some extras compared to the M365E3 with the Add-on.

The possible savings that can be made by converting the licences in this case amount to: €2,644,400 in a period' of 3 years.
'(when the period is extend to 4 or 5 years it was even more)