



# Accelerate Microsoft initiatives with versatile advisory services

## Advisory Services & Subscriptions for Microsoft Technologies

IT leaders are tasked with guiding digital transformation amid constantly evolving technologies and priorities. Successful projects require navigating these challenges to deliver optimum business value.

Our deep industry knowledge and strategic guidance for Microsoft environments can help accelerate transformation and optimize initiatives across your organization.

Whether you need to optimize license or resource allocation, gain insights from data analytics, configure integrations, increase adoption, or any other objective for an optimal environment — Dell advisors have the experience and skills to continuously inform your efforts. Versatile access to our team on your schedule ensures ongoing support at every stage.

## Harness our expertise to fully realize the potential of your Microsoft projects

Rely on guidance from Dell Technologies for your Microsoft Azure, Microsoft 365 and Microsoft Dynamics 365 projects. From design, configuration and integration advice to guidance on optimization, adoption and change management improvements and beyond – we're here to help.



Versatile, ongoing access to Dell's expertise



Maximize ROI and minimize project risks



Quickly take advantage of new innovations



Unlock the full value of existing investments

Why IT leaders rely on expert service providers:

**69%**

Lack the resources or expertise to realize the full value of technology purchases

**75%**

Say they need external expertise to help them achieve specific outcomes

**71%**

Are looking for guidance on IT decisions that align with desired business outcomes

**54%**

Need services that provide access to specialized expertise to optimize IT

Source: A commissioned study conducted by Forrester Consulting on behalf of Dell, March 2023.

# Advisory Services for Microsoft Cloud

## Uncover insights to right-size, minimize risk & optimize Microsoft 365 & Azure costs

- ✓ Surface deep analytics leveraging an automated platform
- ✓ Assess and analyze your data to identify major cost-saving opportunities
- ✓ Reveal opportunities to optimize usage and secure infrastructure without sacrificing productivity
- ✓ Extend your engagement with a subscription service for ongoing optimization and strategic guidance

## Advisory Services Subscription for Microsoft Azure

### Achieve your hybrid & multicloud goals with Microsoft Azure

- ✓ Strategy to transition workloads and streamline processes
- ✓ Cloud integration advisory support
- ✓ Guidance to optimize Azure architecture
- ✓ Get started quickly with new Azure licenses or increase the value of existing licenses
- ✓ Enhance data-based decision making
- ✓ Guidance to measure and improve adoption, consumption and ROI

## Advisory Services Subscription for Microsoft 365 or Dynamics 365

### Help IT unlock the full value of your Microsoft investments

- ✓ Architecture best practice advisory
- ✓ Customization and integration guidance
- ✓ Dashboard analysis for usage and performance insights
- ✓ Quickly maximize value of both new and existing licenses
- ✓ Adoption enhancement guidance
- ✓ Consultation on Microsoft innovations, upcoming features and potential impact

## Over 35 years in partnership with Microsoft

Our co-engineered solutions, services and technical expertise provide you with a more complete partnership to drive outcomes and accelerate digital transformation.

- ✓ Global Microsoft FastTrack Partner
- ✓ 47,000+ Microsoft certifications held by Dell Technicians
- ✓ 7/7 Microsoft Solution Area Designations
- ✓ Member of Microsoft Intelligent Security Association



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