

Insight's Microsoft Profiling Service

Optimise Your Microsoft E3 and E5 Subscription

If you are a Microsoft customer who has invested in the E5 subscription, you might be wondering how to make the most of it. Or, if you are considering upgrading from E3 to E5, you might be curious about what benefits you can expect from it. Either way, you need a clear understanding of your user profiles and how they align with the E5 online services.

That's where Insight's Microsoft Profiling Service comes in. This is a service that we offer organisations to help them assess their current and future needs for E5, and provide them with a detailed report that shows them how to optimise their subscription.

What is Microsoft Profiling Service?

Microsoft Profiling Service is a service that Insight provides to help organisations identify and analyse user profiles and their needs for E5 online services.

By understanding your user profiles, you can map them to the appropriate E5 online services, such as Microsoft 365 Apps for Enterprise, Windows 10 Enterprise, Enterprise Mobility + Security, and Microsoft 365 Defender. This way, you can ensure that each user has access to the right tools and features that they need to perform their tasks effectively and securely.

Insight's Microsoft Profiling Service also helps you evaluate your current usage of E5 online services, and identify any gaps or overlaps that might exist. For example, you might discover that some users are underutilising certain features that could enhance their productivity or security, or that some users are overusing features that are not relevant or necessary for their work. By addressing these issues, you can optimise your E5 subscription and save money.

How does Microsoft Profiling Service work?

Microsoft Profiling Service consists of five phases:

1. **Project workshop request:** Insight will organise a workshop where we will gather some basic information about your organisation, such as the number of users, the current subscription level, and the business objectives.
2. **Project kick-off meeting:** We will schedule a project kick-off meeting with you and your key stakeholders, such as IT managers, and business leaders. In this meeting, we will introduce our project team, explain the scope and objectives of the project, and agree on the timeline and deliverables.
3. **Workshop(s):** We will conduct one or more workshops with your technology team stakeholders such as Cyber, Infrastructure and EUC, either in person or remotely, depending on your preference and availability. In these workshops, we will interview the users and collect data about their roles, responsibilities, tasks, challenges, preferences, and expectations for using Microsoft products and services. We will use this data to create user profiles that represent different groups of users in your organisation.
4. **Profile report creation:** We will analyse the data collected from the workshops and create a profile report that summarises our findings and recommendations. The profile report will include:
 - a. A **description** of each user profile and its characteristics
 - b. A **mapping** of each user profile to the relevant E5 online services
 - c. A **comparison** of the current and optimal usage of E5 online services for each user profile
 - d. A **list of potential benefits and savings** that can be achieved by optimising the E5 subscription
 - e. A **roadmap** for implementing the recommended changes
5. **Profile report presentation:** We will present the profile report to you and your stakeholders in a final meeting. We will explain our methodology, findings, recommendations, and next steps. We will also answer any questions or concerns that you might have.

What are the benefits of Microsoft Profiling Service?

- **Cost optimisation:** By optimising your E5 subscription, you can reduce unnecessary costs and avoid paying for features that you don't need or use.
- **Business Case:** If you are planning to upgrade from E3 to E5, you can use the profile report as a business case to demonstrate the value and return on investment that E5 can bring to your organisation.
- **Aligning the right E5 online service to the use cases:** By matching your user profiles to the appropriate E5 online services, you can ensure that each user has access to the best tools and features that suit their needs and enhance their performance.
- **Improving user satisfaction and adoption:** By understanding your user profiles and their expectations, you can provide them with a personalized and tailored experience that meets their requirements and preferences. This can increase their satisfaction and adoption of E5 online services.



For more information, please email marketing.APAC@insight.com

Why Insight for Microsoft?

Few can compare with our relationship with Microsoft. Partners for 30 years and counting, we are the largest Microsoft global partner with more than 5,000 consultants and 1000 dedicated Microsoft resources globally. Our best-in-class capabilities, unmatched expertise, and ability to successfully deliver solutions built across all areas of Microsoft technology have earned us numerous recognitions.

7 Microsoft Solutions Partner Designations, including:

- Solutions Partner for Microsoft Cloud
- Solutions Partner for Data and AI (Azure)
- Solutions Partner for Security



Microsoft Partner Awards, including:

- 2023 Australia & Hong Kong Partner of the Year
- 2023 Solution Assessments Partner of the Year
- 2023 Managed Service Provider Partner of the Year (Western Europe)
- 2022 Microsoft Surface Hub Reseller Partner of the Year

20 Specialisation, including:

- Adoption and Change Management
- Identity and Access Management
- Cloud Security



3,000+ Microsoft certifications globally

About Insight

Insight Enterprises, Inc. is a Fortune 500 solutions integrator with more than 11,500 teammates worldwide helping organisations accelerate their digital journey to modernise their business and maximise the value of technology. We enable secure, end-to-end transformation and meet the needs of our clients through a comprehensive portfolio of solutions, far-reaching partnerships and 33+ years of broad IT expertise. Rated as a Forbes World's Best Employer and certified as a Great Place to Work, we amplify our solutions and services with global scale, local expertise and a world-class e-commerce experience, realising the digital ambitions of our clients at every opportunity.

1800 189 888
au.insight.com

0800 933 111
nz.insight.com

 **Insight**[®]