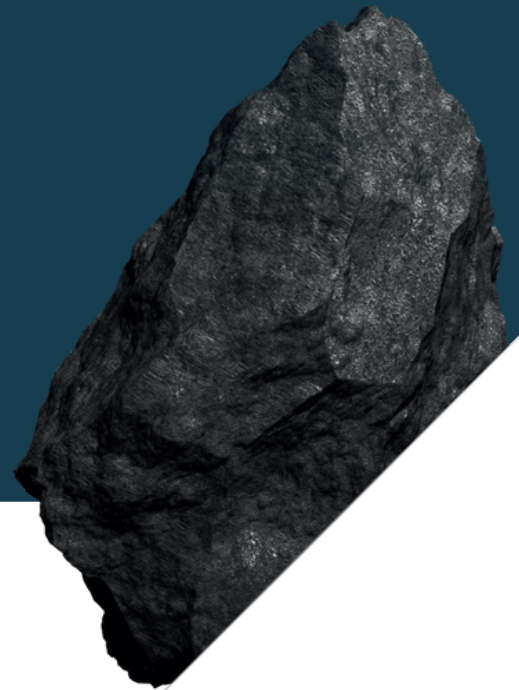

Our Guide to MIMS

A better way to manage your Microsoft investment



What is MIMS?

MIMS (Microsoft Investment Managed Service) is a revolutionary approach to managing your entire Microsoft Investment. SAM (Software Asset Management) has historically focussed on compliance and cost efficiency, whereas the MIMS service is designed to support with complete visibility, improved security posture, increased adoption, and a reduction in contract waste.

The MIMS Service Includes

- ✔✔ Contract negotiation
- ✔✔ Full management and optimization of licensing and cloud
- ✔✔ Improvement in the adoption and use of technology
- ✔✔ Minimizing contract waste
- ✔✔ Support cloud migration and modernization
- ✔✔ Innovative business solutions through automation
- ✔✔ Ensure readiness for AI
- ✔✔ Govern the proliferation of technology
- ✔✔ Improve security posture
- ✔✔ Rationalize technology

Why is Microsoft Unique?

Microsoft is a unique provider due not only to the diverse nature of its technology offerings, penetration on-premise, in IAAS (infrastructure as a service) and in SAAS (software as a service) but also its contract structure. This provides a great opportunity to drive these value-based outcomes throughout the term of the agreement.

Microsoft is the only vendor that provides an opportunity to completely renegotiate your BOM (bill of materials), pricing and contractual terms and every anniversary is an opportunity to drive cost efficiency and adjust the agreement to meet evolving business demands.

The Service

MIMS is for all customers who have investments in Microsoft technology. The service options are:

Manage

Provide viability across the entire Microsoft investment in a single location supported by industry leading Licensing, Cloud and Solution experts.

Evolve

Improve the way in which your company uses Microsoft technology, providing education and expertise to accelerate innovation and maximize ROI.

Optimize

Drive cost efficiency across all Microsoft solution areas through better use of technology, optimization on-prem, to cloud and in cloud.

Prism

Prism is an AI-powered Microsoft technology platform designed exclusively to support the MIMS service. The platform provides a single location to view and manage your Microsoft investment while surfacing value-based insights to support customer's MSFT strategic objectives.

Microsoft Investment Assessment (MIA)

All customers are different and it can be challenging to know what opportunities exist and the value of adoption. For this reason, Livingstone has created a clear customer journey that provides maximum confidence before making any investments into MIMS.

The MIA collects key data points and engages with key stakeholders to assess maturity, quantify commercial outcomes, and create a customer scope that matches a customer's investment and ambitions.

The Numbers

26.7%

Cost avoidance at transaction

9.2%

Sprawl reduction during term

7.6%

Cost savings during term

21.2%

Improved adoption

11.3%

Reduction in contract waste

6.1X

Return on investment

The Outcomes

✔ Complete investment visibility

✔ More strategic relationship

✔ Reinvestment in innovation

✔ Improved security posture