Microsoft Value Realisation Assessment

Maximising Value, Optimisation & ROI Across the Microsoft Ecosystem
Company 86 | www.c86.tech

Executive Summary

The C86 (Company 86) Microsoft Value Realisation Assessment is a comprehensive, business-led engagement designed to help organisations fully realise the value embedded within their Microsoft technology estate. As Microsoft continues to expand its capabilities across artificial intelligence, security, cloud, data, and IT modernisation, many organisations are unaware of full value from the features, functionality, and licensing already available to them and how to maximise this to meet Business needs and reduce risk.

The C86 assessment moves beyond technical deployment and focuses on value realisation. It evaluates currently how Microsoft capabilities are being adopted, integrated, and operationalised across people, process, and technology. The value realisation delivers tangible remediation recommendations, measurable business outcomes, financial efficiency, risk reduction, and optimisation.

The Evolving Microsoft & Technology Landscape

Technology advancement is occurring at an unprecedented pace. Within this rapidly evolving environment, the Microsoft ecosystem continues to grow in both breadth and depth, delivering powerful capabilities across IT modernisation, artificial intelligence, automation, security, and data-driven decision-making.

Organisations are increasingly expected to adopt these technologies in an integrated, cost-efficient way, while also managing complexity, avoiding duplication, and ensuring strong

governance. As Microsoft solutions continue to converge, understanding where value is being realised - and where it is not - becomes critical.

A structured Microsoft Value Realisation Assessment provides clarity on how Microsoft technologies are being used today, how current licenses and deployments can be optimised, in some cases driving significant cost savings, whilst ensuring that future capabilities are leveraged securely and efficiently to support business growth and transformation.

Service Overview

The Microsoft Value Realisation Assessment provides a structured evaluation of the Microsoft portfolio in use within an organisation. It identifies opportunities to maximise value across AI, security, productivity, and cloud services, while ensuring financial optimisation and alignment to the organisation's operating model.

Microsoft Portfolio Coverage

The assessment considers the full breadth of the Microsoft ecosystem, including:

- Artificial Intelligence and Copilot capabilities
- Microsoft 365 productivity and collaboration services
- Security, identity, and threat protection platforms
- Azure cloud infrastructure and platform services
- Dynamics 365 and the Power Platform
- Features and functionality of E3 v E5 licences

Key Areas of Value Realisation

AI, Security & IT Modernisation

Evaluates how advanced Microsoft capabilities across AI, security, and modern infrastructure are being used to improve productivity, reduce risk, and modernise IT environments.

Financial Optimisation & FinOps

Assesses Microsoft licensing, Azure consumption, and service utilisation to identify cost optimisation, remove inefficiencies, and improve financial transparency and ROI.

People, Process & Operating Model Alignment

Reviews how Microsoft technologies are embedded into business processes, ways of working, and the IT operating model to ensure adoption, governance, and value delivery are optimised.

Portfolio Rationalisation & Duplication Reduction

Identifies overlap between Microsoft services and third-party tools, business adoption of E5v E3 license functionalities, these reviews highlight areas of opportunities to consolidate capabilities, simplify the technology estate, and identify cost savings.

Assessment Approach & Methodology

The assessment follows a structured, value-led approach following C86's Assessment & Operating Model:

- Identify
  - Envisioning & Goal Definition – aligning Microsoft capability to business objectives and KPIs
- Define
  - Current-State Analysis – reviewing usage, adoption, security maturity, and financial efficiency
- Execute
  - Gap Analysis & Optimisation – identifying underutilised features and missed value opportunities
  - ROI & Value Quantification – measuring benefits such as cost savings, productivity gains, and risk reduction
- Assure
  - Roadmap Definition – delivering a prioritised, phased value realisation roadmap

Assessment Outcomes & Deliverables

- Executive-level value realisation summary
- Clear visibility of realised and unrealised Microsoft value
- Quantified financial and productivity benefits
- Prioritised recommendations and optimisation opportunities
- A tailored roadmap for continuous value delivery

Key Benefits

- Improved ROI from existing Microsoft investments
- Reduced technology spend through consolidation and optimisation
- Stronger security posture using native Microsoft capabilities
- Increased productivity through AI and automation enablement
- Better alignment between technology, operating model, and business outcomes

Why C86?

C86 specialises in security, cloud, and IT transformation. Our Microsoft Value Realisation Assessment is pragmatic, outcome-focused, and designed to help organisations unlock value, reduce waste, and build a modern, optimised, and future-ready Microsoft environment.

Contact Us

www.c86.tech
info@c86.tech