

Microsoft 365 Licensing

Service Definition

Summary of Service

Telana provides a streamlined procurement service for the entire suite of Microsoft 365 licenses. We act as your strategic licensing partner, helping you navigate the complexities of the M365 ecosystem to procure the right solutions for your needs. This includes everything from core productivity applications to advanced collaboration and compliance platforms like SharePoint and Microsoft Purview, ensuring you have the right tools at the most optimised cost.

Service Features

- / Complete M365 Portfolio Access: A single source for all Microsoft 365 and Office 365 licenses, including Enterprise, Business, and Government plans, plus add-ons.
- / Licensing Strategy and Optimisation: Expert analysis of your user requirements to develop a cost-effective and compliant licensing roadmap.
- / Consolidated Commercial Management: Simplified procurement with unified billing, contract management, and a single point of contact for all commercial queries.
- / Access to Expert Advisory: A direct link to our wider professional services for deployment, management, and support of the M365 stack.

Service Benefits

- / Simplifies Procurement: Eliminates the complexity of managing multiple licenses and agreements by providing a single, expert partner.
- / Ensures Cost-Effectiveness: Prevents over-spending and shelf-ware by ensuring you only pay for the licenses and features your organisation actually needs.
- / Guarantees Compliance and Security: Provides access to the right licenses (e.g., Microsoft Purview) to meet your security and regulatory obligations.
- / Maximises Value: Acts as your gateway to expert services, helping you to fully deploy, adopt, and manage the technologies you are licensed for.

Service Description

Comprehensive Portfolio Access

We provide a one-stop-shop for all your Microsoft 365 licensing needs. Our service covers the full spectrum of the M365 suite, from foundational Business and Enterprise plans to specialised licenses for security, compliance, and voice. Whether you need to enable collaboration with SharePoint, secure your data with Microsoft Purview, or empower your frontline workers, we can procure the exact licenses you require.

Licensing Strategy & Optimisation

Our service is more than just a transaction. Our experts work with you to understand your different user personas, business objectives, and regulatory requirements. We conduct a thorough analysis to create a tailored licensing strategy that aligns perfectly with your needs. This advisory-led approach ensures you are correctly licensed—preventing over-spending on unnecessary features while ensuring you have the capabilities required to operate securely and efficiently.

Simplified Commercial Management

We remove the administrative burden of license management. By consolidating all your M365 procurement through Telana, you benefit from a single, clear invoice and a dedicated point of contact for all commercial and billing inquiries. This streamlined process saves your finance and IT teams valuable time and effort.

Gateway to Expert Services

Procuring your licenses through Telana establishes a strategic partnership. It provides a direct pathway to our full suite of M365 professional and managed services. Once licensed, we can assist with the deployment, migration, training, and ongoing support for the platforms you've invested in, including SharePoint, Purview, Teams, and the wider Azure ecosystem, ensuring you realise the full value of your investment.