

FOR CIOs, ITAM & PROCUREMENT LEADERS

Know Your Microsoft Position Before You Negotiate It.

Enterprise agreement renewals are negotiated on information asymmetry — the publisher knows exactly what you own, use, and are exposed on; most customers do not. **XOPS Renewal Readiness** closes that gap in four weeks, using data your environment already generates: a complete, dollar-quantified Microsoft license position — entitlements vs. assignment vs. actual usage — delivered before you sit down to negotiate.

- Read-only & incremental** — uses Microsoft Graph plus a lightweight procurement extract; no new infrastructure, no production impact
- Dollar-quantified** — purchased entitlements reconciled against assignment, usage, and departed-user status, then priced against your actual agreement
- Live in four weeks** — from admin consent to a decision-ready renewal readout, with a self-serve BI endpoint your team keeps

WHAT THE ENGAGEMENT SURFACES

License Position

Purchased Microsoft SKUs reconciled against assignment and real activity — one governed source of truth in the XOPS Knowledge Graph.

Renewal Scenarios

Renew-as-is vs. right-sized, modeled against your current agreement — true-up exposure, downgrade candidates, and reclaimable spend, quantified.

Reclamation Value

Inactive, unassigned, duplicated, and departed-user licenses identified and valued — HR joins make the highest-value wins available on day one.

Self-Serve Access

The full dataset exposed through a governed, Power BI-ready endpoint your team queries directly — no report requests, no tickets.

FOUR WEEKS · ADMIN CONSENT TO ADVANTAGE

4 wks

access grant to renewal-readiness readout

Zero

new infrastructure or production impact

1

procurement extract — no system integration

5

signals joined: identity, entitlements, usage, HR, contract

5,000

platform tokens held in reserve for exceptional compliance controls — assigning or removing access to a specific Microsoft product — when required. Routine remediation and reclamation automation stay out of Quick Start scope.

How it stays defensible: data binds to the Knowledge Graph, where **Knowledge Graph Health** scores completeness and quality before any insight is published — findings you can bring into a negotiation, not a best-effort spreadsheet.

TIMELINE

WK	FOCUS	EXIT MILESTONE
1	Activation — admin consent for added Graph scopes; procurement extract received & validated.	Data flowing
2	Knowledge Graph binding — entitlement, usage & HR joins built; KG Health scores completeness.	Validated dataset
3	Intelligence build — license position, reclamation model, renewal scenarios; BI endpoint stood up.	BI endpoint live
4	Readout — findings validated with your team; renewal-readiness readout delivered.	Decision-ready position

See your own Microsoft license position in a 15-minute working session.

Fixed-fee, sized to your organization — 100% creditable toward your first year on the platform.

[Request a scoping call →](#)

A Standard Offering, Not a Custom Project.

Fixed scope, fixed price, fixed timeline — a repeatable Quick Start your team can sell and deliver without a bespoke SOW. Distinct from a land-and-stay Starter Kit: this is a paid, event-driven diagnostic tied to a renewal date, and it always lands as revenue, never a free pilot.

HOW IT'S PACKAGED

1

Fixed-fee, sized to you

Priced to cover cost and margin on its own, sized to your organization — pricing available from XOPS or an authorized partner. Never run as a free POV; cash lands regardless of what happens next.

2

100% credit-forward

The full fee credits dollar-for-dollar toward Year 1 of the Software Lifecycle domain when signed within 60 days of the readout — the incentive to convert, not a discount to sign up.

3

One order form

No custom SOW negotiation. Fixed scope and price on a standard order form — minimal friction to sign, minimal effort to deliver.

Built to outlast the renewal: the subscription that follows is written for 12+ months, ideally multi-year and timed to the customer's EA cycle — and the governed BI endpoint stays embedded in procurement and IT ops workflows, so it's still answering questions long after the negotiation closes.

DATA SOURCES ACTIVATED

Graph — identity & sign-in (live)

Graph — subscribed SKUs (scope activation)

Graph — M365 usage reports (scope activation)

HR — worker status (live where already integrated, or via lightweight extract for net-new customers)

Procurement — agreement data (new · lightweight)

SCOPE GUARDRAILS

IN SCOPE

- Microsoft entitlements — M365, EMS, add-ons incl. Copilot
- Assignment & usage intelligence at user and SKU level
- Renewal decision support — reclamation value, right-size scenarios
- Read-only analysis — zero impact to production operations

DELIBERATELY OUT OF SCOPE

- Non-Microsoft publishers & broader SaaS discovery
- Automated license reclamation & remediation runbooks
- Installed-software normalization & desktop metering

SUCCESS CRITERIA

- ☐ 100% of purchased Microsoft SKUs reconciled against assignment and activity data
- ☐ Reclaimable and reassignable licenses identified and quantified in dollars — including departed and inactive users
- ☐ Renewal scenario model (renew-as-is vs. right-sized) delivered before negotiations begin
- ☐ BI endpoint live and in use — zero report requests required to answer a license question
- ☐ Completed within the four-week window with no impact to production operations

From Readiness to Standing Posture.

The same foundation becomes the Software Lifecycle domain — continuous license intelligence across publishers, and renewal readiness as an always-on posture, not a one-time exercise.