



OPTIMIZING THE POWER OF MICROSOFT PRODUCTS FOR HEALTHCARE PROVIDERS

Optisave has uncovered significant Microsoft savings for more than 150 top healthcare providers over the past 16 years through in-depth, comprehensive analysis by its team of experienced experts.

By identifying licensing inefficiencies, conducting needs assessment, and assisting with contract negotiation, Optisave consults with clients to provide valuable, independent advice, leading to significant monetary and labor savings, as well as improving patient care through better information technology. Microsoft agreements often represent a significant portion of IT vendor agreement spend.

OPTISAVE HELPS HEALTHCARE ORGANIZATIONS WITH KEY ASPECTS OF MANAGING THEIR MICROSOFT BUSINESS:

- 1. *Developing a technology roadmap*** that includes business functional requirements for current state and future state Microsoft technologies
- 2. *Creating license scheme options*** by developing profiles which optimize license requirements and provide greatest flexibility
- 3. *Modeling multiple options*** and guiding the client to select a model that provides the best match to license needs while helping to assure future compliance

About Optisave

Founded by former IT and Telecom executives, Optisave focuses exclusively on helping hospitals, health systems and academic medical centers improve their financial, operational and clinical performance. Optisave is an independent and private organization that customizes solutions and implements results that significantly impact the bottom line.

Clients work directly with senior experts who understand the complexities of the industry and how changing market dynamics and conditions impact hospital performance. We are dedicated to delivering results-enabling IT to promote stability and growth over the long term.

The Optisave Distinction:

A Healthy Prescription for Identifying and Unlocking your Organization's Ultimate Savings and IT Operations Potential

Optisave's Proven Track Record Nationwide Optimizing Microsoft Applications for Top Hospitals

Optisave focuses on all aspects of information technology (IT) cost management. Talk to us about the benefits of IT cost management to achieve improved agreements, and lower costs through appropriate pricing, discounts, and optimized license schemas with Microsoft. Optisave works with you to add flexibility for future growth, reduce risk of non-compliance, and increase value of support and maintenance investments. We also identify IT operational efficiencies and gaps in multi-location, recently merged or spun off entities.

What is the Process to kick off your No-Cost, No-Risk Initial Assessment?

HOW DO I TO ENGAGE OPTISAVE FOR A MICROSOFT ASSESSMENT?

Clients complete the Microsoft assessment questionnaire which includes:

- Providing copies of key agreements and documents
- Usage of Microsoft products and services
- Projected changes in the Microsoft solution stack
- Relationship assessment

HOW LONG DOES IT TAKE OPTISAVE TO PRODUCE AN ASSESSMENT?

Typical assessments can be provided within three business days, or up to five days for more complex agreements.

DOES OPTISAVE PROVIDE IMPLEMENTATION SUPPORT FOR MICROSOFT SERVICES?

Yes, Optisave provides customer-tailored implementation support for Microsoft services.

How Has Optisave Helped Healthcare Providers Harness the Power of Microsoft Products?

- Led Microsoft renewal optimization that included an internal audit, determined best combination of user/device Client Access Licenses (CALs), and identified items to retain Software Assurance (SA) for a very large regional health care provider, **saving over \$10 million on Enterprise Agreement (EA) renewal.**
- Spearheaded a Microsoft renewal and agreement consolidation, **lowering EA payments by over \$5 million per year** and simplifying the annual true up process, for a nationwide health care provider.
- Provided Microsoft audit defense and negotiated a solution that **reduced the cost of compliance by over \$2 million** and created new procedures to maintain compliance for a large regional healthcare company.
- Developed a transition plan and new Microsoft agreement to migrate from GroupWise to Exchange Online and other Office 365 licensing, **providing over \$1 million in cost reductions** for a large regional healthcare company. Also, developed a Service Provider Licensing Agreement (SPLA) for the Community Connect deployment of Electronic Medical Records (EMR) software to non-employed physicians.



67 Porter Hills Drive SE
Grand Rapids, MI 49546

TEL: 616-450-2322
FAX: 703-337-0348

EMAIL: optisaveinfo@optisavellc.com
WEB: www.optisavellc.com