



# Value Optimization with AvePoint

## Turn Security into Scalable Revenue

AvePoint enables partners to deliver high-value services that reduce waste, prove ROI, and protect margins. From license cleanup to storage reduction, our platform helps partners grow recurring revenue and justify renewals.



### Why It Matters

- 56% of M365 licenses are inactive, underutilized, oversized, or unassigned
- 37% of software spend is wasted due to unused licenses
- \$16.2B wasted annually on overprovisioned cloud resources
- Clients struggle to justify renewals without clear value reporting



### What Partners Can Deliver

- **License Optimization:** Identifies underused licenses and automates cleanup
- **Workspace Management:** Archives inactive Teams and SharePoint sites
- **User & Device Management:** Automates provisioning and deprovisioning



## Business Impact

**40%** revenue uplift from bundled optimization services

**85%** reduction in daily admin workload

**100%** visibility into license and storage usage

**2x** faster onboarding with automated provisioning

## Turn Value Optimization into Scalable Revenue with AvePoint

AvePoint Elements enables partners to deliver high-value services that reduce license and storage waste, prove ROI, and protect profit margins. Our platform optimizes cloud investments to meet growing AI demand by driving cost savings, improving data quality, and boosting operational efficiency through license cleanup, storage management, and marketplace integration.

Phase	AvePoint Capabilities	Partner Actions	Ongoing Service Opportunity
<b>Assessment &amp; License Optimization</b>	<ul style="list-style-type: none"><li>Identifies license adoption gaps, inactive or oversized licenses</li><li>Automates cleanup</li><li>Integrates marketplace for license management</li></ul>	Analyse license usage, recommend right-sizing or adoption programs, and streamline license management	License optimization and cost-saving services
<b>Provisioning &amp; Lifecycle Management</b>	<ul style="list-style-type: none"><li>Automates user and device provisioning and deprovisioning</li></ul>	Streamline onboarding/offboarding to reduce admin workload	Automated provisioning and lifecycle management
<b>Storage Management &amp; Cleanup</b>	<ul style="list-style-type: none"><li>Detects unnecessary storage usage</li><li>Archives inactive Teams and SharePoint sites</li><li>Improves data quality</li></ul>	Reduce storage waste, archive inactive content, and enhance data hygiene for better user ROI	Storage management and data quality improvement services
<b>Continuous Monitoring &amp; Optimization</b>	<ul style="list-style-type: none"><li>Provides comprehensive visibility into license and storage usage</li><li>Monitors usage patterns and triggers alerts</li></ul>	Deliver transparent usage reports; perform ongoing reviews and adjustments to optimize license/storage allocation	Usage reporting, renewal justification, and recurring optimization services

## Ready to Prove Value and Protect Margins?

AvePoint helps partners turn optimization into opportunity. Deliver insights, reduce waste, and grow recurring revenue with every engagement.



**ELEMENTS**  
PLATFORM

**Explore Value Optimization  
with Elements**



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