ExtendedStay Hotels℠

Hotel Group Saves Licensing Acquisition and Management Costs with Enterprise Agreement

Customer: Extended Stay Hotels
Website: www.extendedstayhotels.com
Customer Size: 10,000 employees
Country or Region: United States
Industry: Hospitality
Partner: Softmart

Licensing Program Type
- Microsoft Volume Licensing
    - Microsoft Enterprise Agreement
    - Microsoft Software Assurance
    - Enrollment for Application Platform

Microsoft Volume Licensing

Microsoft Volume Licensing offers a variety of programs to help meet the needs of companies of different sizes and purchasing preferences. These programs provide cost-effective and flexible solutions that can help you manage your licenses with ease. Whether you have five or thousands of desktop PCs, Microsoft has the right licensing program for you.

To learn more, visit:
www.microsoft.com/licensing

"One of the biggest benefits of the Enterprise Agreement is the ability to 'True-Up' license inventory once a year rather than having to adjust it every time a computer is added to or removed from production."

Ira Greenfield, Vice President of Technology, Extended Stay Hotels

Situation

Extended Stay Hotels operates throughout the United States and Canada under five brand names. It has more than 10,000 employees and 2,200 PCs, one fourth of which are scheduled to be replaced each year. The company wanted to streamline hardware refreshes and administration and enhance IT security at all of its properties.

Solution

The hotel group enrolled in a Microsoft Enterprise Agreement in 2008 to cover desktop productivity applications and client access licenses (CALs) for core server products. That agreement also offered Microsoft Software Assurance benefits, including E-Learning, training, support, and the Home Use Program. The company upgraded the agreement in 2010 to include several enterprise components such as Active Directory Rights Management Services, Microsoft Forefront Online Protection for Exchange, and the Microsoft System Center Client Management suite. It also added the Enrollment for Application Platform (EAP) option that provides a CAL for Microsoft SQL Server 2008 R2.

Benefits

By enrolling in a Microsoft Enterprise Agreement, Extended Stay Hotels has:

- **Saved on software acquisition.** By upgrading its Enterprise Agreement and adding the EAP option, Extended Stay Hotels has reduced the licensing cost per desktop while ensuring that all users have the latest software they need to be productive.

- **Cut license management time.** Through the True-Up process, the company only has to reconcile its licenses once a year, rather than each time a new computer is added or removed, which saves about 25 to 30 hours of administration time during the annual license reconciliation.

- **Reduced training costs.** Software Assurance E-Learning reduced one-on-one training and group training costs on the deployment of Microsoft Office 2010. The IT staff also used E-Learning for server and desktop training, eliminating off-site training costs for the team.

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