

# Case Study

## SSC Laser

Dynamics 365 Licensing



### Company Introduction

SSC Laser is a premier provider of laser cutting services with locations throughout the UK, and operations 24 hours a day, seven days a week. The company stays on the cutting-edge of new technology through constant research and by continually investing in the latest state-of-the-art equipment. Services include laser cutting, tube laser cutting, folding, laser scanning, precision engineering and CAD/CAM services.



**80<sup>+</sup>** staff  
Company size



**40** users  
Solution size

### Solution Components

- Microsoft Dynamics 365 for Sales Enterprise Edition
- Microsoft Licensing Review

Website: <https://www.ssclaser.co.uk>

## Project Summary

The recent re-brand of Dynamics CRM Online to Dynamics 365 has brought about a lot of change by Microsoft in its licensing model. SSC Laser were fast approaching the renewal of their Dynamics CRM Online licensing and needed assistance in simplifying the transition process and to help them understand all the changes in licensing.

Following a meeting with Strategy 365's experts, SSC Laser were given clear guidance on exactly what licenses were needed with a full breakdown of costs, showing how much they would be saving by partnering with Strategy 365.

## Key Deliverables

- Microsoft Dynamics 365 Licensing

## Benefits

By partnering with Strategy 365 and the Cloud Solutions Provider scheme, SSC Laser were able to save nearly £10,500 annually on their Dynamics 365 licensing, versus if they had stayed on their previous

*"Strategy 365 saved us a considerable amount of money on our CRM solution, as well as gaining functionality. They managed the whole process for us with great efficiency."*

Paul, IT Manager, SSC Laser