

# The Value of an AI-Ready Foundation

A new Total Economic Impact™ study commissioned by Microsoft and conducted by Forrester Consulting shows organizations that deploy Microsoft 365 E3, Microsoft Teams, and Microsoft 365 Copilot achieve significant business benefits and financial returns.

[Read the full study](#) 

## Technology that meets rising demands

Business needs continue to shift rapidly, and many organizations still spend valuable time managing multiple vendors, navigating complex IT systems, and maintaining costly infrastructure. Fortunately, cloud-based solutions like Microsoft 365 E3 are helping businesses reduce these burdens through unified tools, seamless collaboration, and AI capabilities that boost productivity while cutting costs.

### The power of an integrated platform

Over a three-year period, organizations using Microsoft 365 E3, Teams, and Copilot saw:

**197%**

return on investment (ROI)<sup>1</sup>

**\$101.6M**

net present value (NPV)<sup>1</sup>

**<6 months**

payback period<sup>1</sup>

“

The real strength of [Microsoft 365 E3] is the ecosystem of applications and how they are connected to each other. It's very easy for our users to find and share data across the platform.

We always hear that they are discovering new features.

—Cloud operations director, pharmaceuticals<sup>1</sup>

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## Transform the way your organization works

By adopting Microsoft 365 E3, Teams, and Copilot, the study found organizations were able to retire redundant on-premises applications, freeing up IT resources while reducing infrastructure and licensing costs.

### Amplify team potential while reducing costs

Empower employees and eliminate third-party expenses with connected solutions that make file sharing, collaboration, and meetings a unified experience.

**\$74.9M**

three-year present value of end-user productivity improvements<sup>1</sup>

**70 hours**

annual user productivity savings<sup>1</sup>

**\$60**

per user per month in vendor consolidation savings<sup>1</sup>



### Simplify IT management

Microsoft 365 E3's robust suite of tools improves performance while saving money and gearing up for the AI-driven future.

**25,000 hours**

saved in endpoint deployment and management<sup>1</sup>

**45%**

reduction in support tickets<sup>1</sup>

End-user device savings on  
**3,000 devices<sup>1</sup>**

### Supercharge your organization with Microsoft 365 Copilot

Add Copilot to your Microsoft 365 E3 deployment and deliver the full power of AI transformation.

**\$11.5M**

three-year present value of productivity improvements<sup>1</sup>

**108 hours**

per year productivity savings for Microsoft 365 Copilot users<sup>1</sup>

**50%**

productivity recapture<sup>1</sup>



## Build a secure framework for the AI era

Start your transformation journey and unlock new business potential with Microsoft 365 E3. Find out how you can help your organization harness the power of productivity, strengthen security, and set the stage for AI-powered innovation—all while delivering proven return on investment.

[Read the full study](#) 

Source:

<sup>1</sup> "The Total Economic Impact™ of Microsoft 365 E3," a commissioned study conducted by Forrester Consulting, January 2025. Results are based on a composite organization with 30,000 employees and \$10 billion in annual revenue and are calculated and risk-adjusted over a three-year period. <https://tef.forrester.com/go/microsoft/365E3TeamsCopilot/index.html?lang=en-us>.