

## LICENCE OPTIONS APPRAISAL



# COMPUTACENTER'S ONE-TIME SOFTWARE SERVICES

## Giving you confidence that you've got the best deal from your vendor

When it comes to making new licensing decisions or even reviewing your existing ones – how can you be confident that you've negotiated the very best from your vendors in terms of price and value-add? Without sufficient licensing know-how, vendor knowledge and visibility of competitor deals and pricing, you can easily end up spending too much or blindly taking the wrong advice.

Whether you are considering a single major software purchase or want to streamline and optimise all active vendor contracts, we can evaluate every aspect of your agreement against external market and vendor information to make sure you're getting the best deal possible. Our aim is to achieve the lowest cost, highest value outcome for you to meet current and future business needs.

Furthermore, our licensing experts don't carry sales targets. They are deliberately rewarded on customer satisfaction so you can be certain you're getting open unbiased advice from people who want to protect your best interests.

## What is a Licence Options Appraisal?

Computacenter's Licence Options Appraisal service forms part of our portfolio of Software Lifecycle Services. This belongs to the 'menu' of one-time engagements offered alongside our managed service offerings.



This is a thorough professional assessment of your requirements aimed at determining the lowest cost, best value option for your needs. We also look to exploit opportunities for improving buying power and manageability through simplification and grouping of contracts.

Our multi-vendor licensing experts will work on your behalf to benchmark the licensing options available to you by using cost models, the latest market knowledge and available entitlement and reconciliation information. This enables them to conduct a cost-benefit and ROI analysis of all your available options, detailing possible cost models and documenting this in the resulting **Licence Strategy Report**.

To do this, we analyse:

- Product usage rights
- Support
- Unit cost price and discount structures
- Payment terms and conditions
- Product roadmap

We then benchmark these against:

- Your current and future business software requirements
- The latest software promotions on the market
- Your current pricing structures

This delivers:

- A **Licensing Strategy Report** detailing the optimum licensing strategy, its rationale, cost-benefit and ROI analysis, most beneficial fulfilment route and vendor negotiation strategy

**This service can be extended to include proactive support from vendor negotiation through to setting up and signing of final contracts.**

## What are the benefits?

Delivering lowest cost, highest value outcome lies at the heart of the Licence Optimisation service. Whether it's for a single vendor agreement or across all vendors, this service delivers tangible benefits in cost and other areas:

### Cost

- Consolidation of spend for greater discounts and value-add benefits at no extra cost
- Reduced waste by ensuring surplus licences and under-used benefits get counted in
- Fewer, simpler agreements to manage reduces administrative burden and frees up resource
- Future-proofed contracts through better alignment of business strategy to vendor roadmaps
- Instant access to best-in-class, multi-vendor licensing expertise means you don't need to make the investment in-house

### Control

- A robust licensing and negotiation strategy puts you in the driving seat with vendors
- Simplified agreements are easier to understand and manage

## Competence

- Licensing experts simplify the complex so that licensing decisions are right first time

## Is there anything else?

We recommend that customers who have taken **Licence Options Appraisal** as a one-time engagement also consider our managed services **Request Management** and **Renewals Management**. This means Computacenter administer and manage all company-wide purchases and renewals on your behalf. This is designed to deliver significant reductions in software spend and operational overhead while giving you the confidence that every purchase and renewal decision is under-pinned by our multi-vendor licensing expertise and best practice approach.

## Why Computacenter?

Computacenter's coverage extends to 120 countries for both products and services. We have been delivering successful, value-added business solutions to our customers since 1981 and are the only Large Account Reseller able to provide end-to-end solutions for all your IT needs from hardware and software to IT services.

Only Computacenter offers a comprehensive portfolio of Software Lifecycle services helping customers gain and maintain control of their software costs and compliance risks, from cradle to grave. This comprises one-time fixed term engagements and ongoing managed services on a multi-year basis. As Europe's largest independent software reseller, we are also best placed to supply your software assets as well as manage them.

This modularised set of services backed by our tools and people allow us to tailor and scale

solutions to your business needs. This combination underpinned by our ethos and commitment to being a best-in-class professional services organisation is an important differentiator that sets us apart.



But that's not all: as Europe's leading independent provider of IT infrastructure services, Computacenter can also fulfil your software needs as well as address your wider infrastructure needs:

- A **full range** of solutions and services from purchase to implementation to retirement
- A single point for sourcing software across **1100+ vendors**
- **Industry-recognised** Software Licence Managers and SAM specialists
- **Licence Managers are targeted on customer satisfaction**, not product sale
- **Purchasing and negotiating power**: we're the UK's No. 1 independent software supplier
- Comprehensive and proprietary tools **proactively ease** your software management
- Proven ITIL-based best practice to **meet the most complex requirements**
- **80% of FTSE 250 companies** are Computacenter customers

Computacenter is proud of its customer relationships. These are just a few of them:



## Contact us

To learn more, please contact your Computacenter Account Manager, email [software@computacenter.com](mailto:software@computacenter.com) or visit [www.computacenter.com](http://www.computacenter.com)

