

PORTFOLIO RATIONALISATION



COMPUTACENTER'S ONE-TIME SOFTWARE SERVICES

Streamline your software estate to cut costs and operational overhead

With so much diversity of products and versions across the software estate it's not surprising that this becomes a significant operational and administrative cost to your business. You're also likely to have duplicate and overlapping products and vendor agreements in place which means your buying power is being diluted. Simply speaking – you're current software estate could be a drain on resource and budget.

While this might not come as a surprise to many organisations, insufficient visibility of the software estate and licensing know-how makes it difficult to tackle.

Computacenter's **Portfolio Rationalisation** service is a cost-effective means for addressing these issues. We evaluate your existing software estate and vendor agreements to deliver a 'roadmap' for a simplified, standardised estate with optimised agreements which deliver the lowest cost, highest value outcome for your needs.

What is Portfolio Rationalisation?

Computacenter's Portfolio Rationalisation service forms part of our portfolio of Software Lifecycle Services. They belong to the 'menu' of one-time engagements offered alongside our managed service offerings.



This service is delivered by industry-accredited Licence Consultants and aims to identify overlapping and duplicate products and agreements that could potentially be consolidated to remove waste, reduce operational overhead and optimise spend.

Having scoped and agreed the requirements, we begin with having an accurate and up-to-date baseline of what you own. Your existing purchase records may be sufficient, if not we can build your entitlement position by gathering purchase history from internal and external sources as an enhancement to the service.

This information is analysed to identify overlapping products and agreements by highlighting:

- Every incident of overlapping and duplicate products
- Multiple agreements with the same vendor within and across geographical boundaries

This delivers:

- **Portfolio Rationalisation Report** detailing every occurrence of product duplication and overlap

We then conduct a **License Options Appraisal** to determine the required licensing strategy for streamlining and restructuring existing agreements to achieve the lowest cost, highest value outcome

We identify:

- Opportunities for consolidation and co-termination of multiple agreements
- Under-used agreement options and benefits entitlements such as upgrades, support and training

We evaluate every aspect of existing contracts by analysing:

- Product usage rights
- Support
- Unit cost price and discount structures
- Payment terms and conditions
- Benefits entitlements
- 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:

- **Rationalisation 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. We will negotiate on your behalf using the strength of our vendor relationships and influence to get you the best deal with least effort.

What are the benefits?

Portfolio Rationalisation provides you with the roadmap for streamlining your software estate to achieve significant benefits in cost and other areas:

Cost

- Consolidation of spend for greater discounts and value-add benefits at no extra cost
- Confidence that you're not spending more than you have to
- Reduced waste by ensuring surplus licences and under-used benefits get counted in
- Fewer, simpler agreements to manage reduces administrative burden and frees us valuable 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
- Fewer products to support frees up IT resource and improves control

Competence

- We ensure you exploit the latest vendor licensing schemes, roadmaps of planned changes and product releases
- Confidence getting best deal possible
- Licensing experts simplify the complex so that licensing decisions are right first time

Complexity

- Consolidation of your software estate makes managing it much simpler
- Ease of purchase

- Reduced diversity and complexity of estate to reduce support costs: spend around core products and standard builds is rationalised

Is there anything else?

We recommend that customers who have taken Portfolio Rationalisation as a one-time engagement also consider our ongoing managed services **Portfolio Management**, **Request Management** and **Renewals Management**. The combination of these services means Computacenter administer and manage all your purchase and renewals requests to optimise spend, reduce operational overhead and maintain a rationalised, cost-effective software estate.

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 or visit www.computacenter.com



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