

SAM & Licence Review

Delivering Substantial Software Cost Savings

 Reducing ICT spend is a major objective for all organisations and focusing upon the software budget that accounts for approximately 20% of the ICT budget offers a great opportunity to deliver savings.

The SAM & Licence Review is a key element of Civica's ICT Strategy Assessment Service (ISAS) which provides the forensic insight and rich intelligence to identify substantial cashable savings and demonstrate where greater operating efficiencies can be achieved through adoption of more modern and efficient technologies.

Civica has a proven track record in helping customers achieve major cashable savings through the effective adoption of robust SAM solutions that include both effective technology and processes. Civica's findings show that organisations can realise savings of on average £286 per device over a 3 year period through the adoption of a Software Asset Management (SAM) solution. For a 1,000 device estate that's **a saving of £286,000!** The SAM & Licence Review will uncover and detail how best to realise those savings.

Deliverables

- > Effective Licensing Position (ELP) established for Microsoft and Actual Licensing Positions (ALPs) developed for additional customer-specified software vendors
- > Report detailing cashable cost savings and how to realise them
- > Business justification for deploying a formal SAM system
- > Licensing Strategy developed - ensure you purchase software in most cost effective way
- > Hardware and software baseline to assist strategy development and technology assessment/planning

No win, no fee! If Civica can't identify savings at least equal to the cost of the SAM & Licence Review, the customer will receive a full refund.

Three Easy Steps



Following deployment of inventory agents into the customer's PC and server estate, installation, metering and usage data is captured through Civica's industry-leading SAM toolset. Our consultants then undertake a detailed analysis of the deployed software applications and associated licence entitlement to identify potential cost savings.

Crucially the SAM & Licence Review facilitates an ROI calculation and business justification for customers to implement the necessary systems and actually realise the identified savings and operational efficiencies.

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Customer Success Stories

- > A 7,000 device county council customer identified substantial cost savings with a return on investment of 8:1!
- > A 3,000 device corporate customer achieved savings of over £450,000 during the first 18 months of a 3 year SAM
- > managed service, with projected savings of c.£700,000 to contract completion!
- > A local council customer realised savings equivalent to an entire year's software budget in under 12 months!
- > Civica helped an NHS Trust realise savings of nearly £150,000 by implementing a SAM & Licence Review across its 3,000-user desktop estate!

Why Civica for SAM?

- > Zero risk investment – Civica guarantees cost savings
- > Safe pair of hands – most mature SAM Managed Service in the market
- > As good as it gets – Civica won Microsoft's prestigious worldwide SAM innovation partner of the year award



2011 PARTNER OF THE YEAR
Software Asset Management Innovation
Winner

About Civica Services

Civica Services is one of the foremost software solutions and licensing organisations in the UK, and one of Microsoft's top Large Account Resellers (LARs). It combines a market-leading licensing portfolio with a broad range of professional services including software asset management (SAM). Authorised by many public sector associations, and a Specialist Channel Partner on the Buying Solutions Commoditised IT Hardware and Software framework, Civica works with all the leading software houses to supply, implement and support their products. Market-sector teams, expert on the latest products, licensing schemes and options, deliver services including software fulfilment, support, asset management, software compliance and training.

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