

Volume Software Licensing Management

Reduce costs and stay compliant with Bell Integration and Crayon



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Our vendor agnostic approach and end-to-end service both **simplifies and optimises your licensing estate**

Keeping track of software assets, usage, licenses and contracts is a complex challenge. Especially if multiple departments at multiple locations are independently making software purchases.

A scenario that's further compounded by the shift to remote working and an increasingly dispersed workforce. All of which makes it difficult to know with certainty what software is being used, how much, where and by whom.

With licensing and support costs spiralling, you need to take back control. Evaluating your entire application portfolio to identify potential licensing issues before these have a financial or operational impact. So you can avoid:

- The **over or under provisioning** of software licenses
- **Loss of vendor updates and support and/or fines** arising from non-compliance disputes relating to the use of unlicensed software
- The risk of **security breaches or loss of data**.

Gaining full visibility of your entire application estate is a top priority. But without the right tools or in-house expertise, maintaining and tracking licenses owned by the business and ensuring compliance with licensing agreements is a time-consuming and resource intensive tasks. And that's where Bell Integration can help

Our framework allows strategic contract negotiations with a clear overview to provide an opportunity of **20-30% cost savings** once the optimisation is complete.

Why work with Bell Integration

Working with our partner Crayon, Bell can help you implement an optimised software license management approach that make it possible to:

- **Gain full visibility of your IT licensing infrastructure and usage**, regardless of physical location
- Right size your licensing agreements and **ensure compliance**
- Identify opportunities for **volume discounts and price breaks**
- Understand the **best contract structure** for your business needs
- **Identify the best applications** for your evolving operational needs

Bell Integration has been providing software licensing, consultancy, procurement management and application support to our customers and our partners for over 20 years. Our vendor agnostic approach and end-to-end service both simplifies and optimises your licensing estate. Driving down costs and reducing risk.

Our unique Agreement Optimisation Framework

Using our unique Agreement Optimisation Framework, we work in collaboration with your teams to assess, optimise and re-assess your entire licensing estate and current usage. Ensuring provisioning is right-sized and opportunities for savings are identified. Typically, organisations can expect to **realise a 20-30% reduction in costs**.

Undertaken in five distinct phases, our approach puts your IT teams back in control of your software assets.



Phase 1 Compliance – we establish your current licensing position, identifying what is owned, what is deployed and its usage, providing a detailed report.



Phase 2 Roadmap – next we create a future roadmap for your software estate that's fully aligned with identified business needs and workloads and future growth expectations.



Phase 3 Strategy – utilising findings from Phase 1 and Phase 2 we outline potential optimised licensing scenarios together with cost models.



Phase 4 Negotiation – we assist your stakeholders to negotiate optimised agreements, empowering them with tactics and strategies that support negotiation from a position of strength.



Phase 5 Implementation – working with your stakeholders, we ensure that all parties deploy the new agreement structure and help drive a successful implementation that generates maximum ROI. Finally we support teams so they can drive further optimisation in the future.

We ensure your IT licensing is implemented and maintained efficiently and accurately

Contact us

With over 25 years of experience and offices across the globe, Bell Integration delivers Data Centre, Cloud and End User services within some of the world's most prestigious customer environments. With capabilities covering technology provision, consulting, project & managed services and asset retirement services, we add value to our customers at several touch points throughout the life-cycle of their IT environments.

See how Bell integration can help your business succeed. Please contact us on marketing@bell-integration.com or visit www.bell-integration.com

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