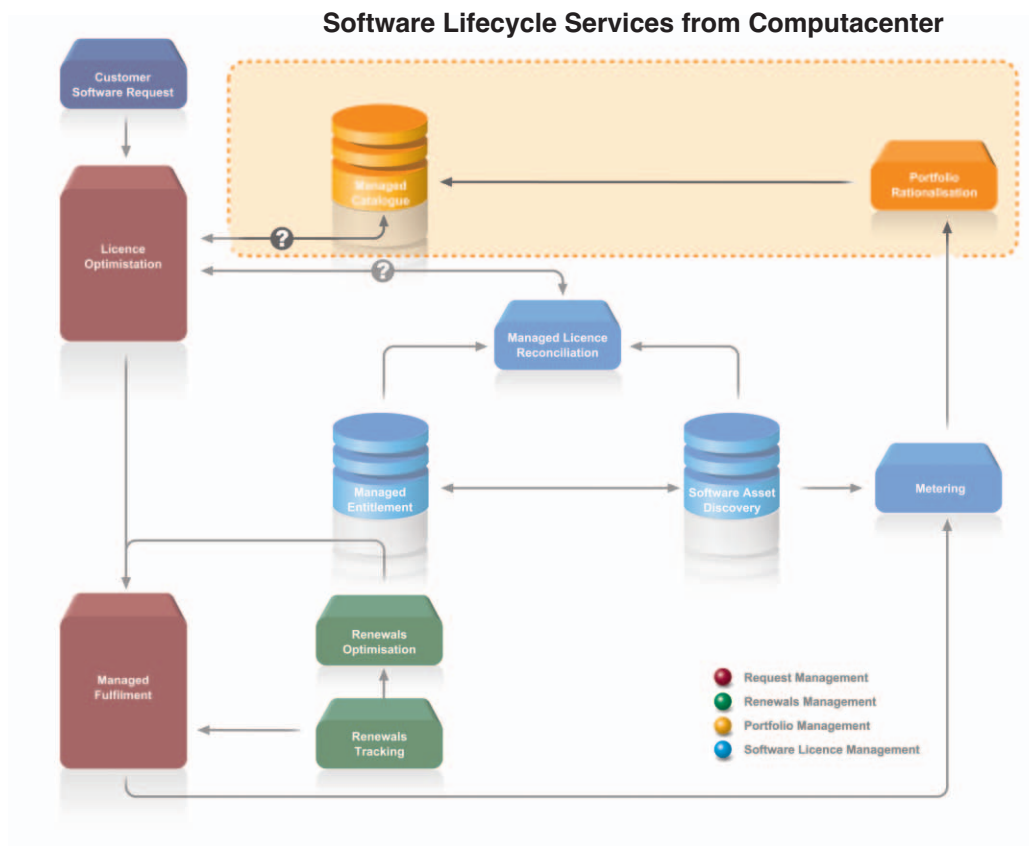


## PORTFOLIO MANAGEMENT



# PORTFOLIO MANAGEMENT STREAMLINES YOUR SOFTWARE ESTATE AND SAVES YOU MONEY



**Portfolio Management streamlines your software estate and saves you money.**

With so many different types of software and versions being bought and used across a single organisation, it's easy to see how IT departments struggle to cope with growing licensing complexity and, get the most from already over-stretched budgets and resources.

IT budgets are under constant pressure, often the first to be slashed in recurring cost drives. This means in order to pay for critical business projects, you need to find savings in other areas. Rationalising your software estate means you can remove product duplication and consolidate spend across fewer vendors to get best price, best value agreements while increasing visibility and simplicity across your software estate.

## What is Portfolio Management?

Computacenter's Portfolio Management service forms part of our set of Software Lifecycle Services. It belongs

to one of the four managed service modules that together provide a comprehensive 'cradle to grave' software asset management solution.

This module is designed to help you achieve and maintain a standardised software portfolio across your business as well as reduce both direct spend and Total Cost of Ownership (TCO). This means purchasing power and resource is not being diluted across too many products and vendors while enabling you to increase control of what is purchased and how.

The Portfolio Management module comprises **Portfolio Rationalisation** and **Managed Catalogue** services. This service is delivered by our in-house team of multi-vendor Licence Consultants to strict Service Level Agreements (SLA's).

### Portfolio Rationalisation

Having scoped and agreed the requirements, Computacenter's Portfolio Rationalisation service begins with gathering purchase data from multiple internal and external sources to build a comprehensive picture of your current software estate.

We analyse this to:

- Identify and report on every incident of overlapping and duplicate products
- Evaluate existing licensing agreements and highlight under-used agreement options and benefits entitlements such as upgrades, support and training
- Identify where there are multiple agreements in place with the same vendor within and across geographical boundaries

We determine the **optimum licensing strategy** for restructuring agreements to maximise cost-savings and value through:

- Consolidation and co-termination of multiple agreements to consolidate spend
- Alignment of entitlements to actual requirements to minimise waste
- Exploiting the latest vendor licensing schemes, roadmaps of planned changes and product releases to future proof decisions made today
- Cost-benefit and ROI analysis of the varying licensing schemes for those vendors to ensure best price
- Identification of negotiation levers that can be used to optimise pricing bands and benefits entitlements to ensure best value
- Determining most advantageous international fulfilment routes

This delivers:

- **Portfolio Rationalisation Report** detailing every occurrence of product duplication and overlap and recommendations for consolidation
- **Licensing Strategy Report** detailing the optimum licensing strategy for consolidation, its rationale, cost-benefit analysis and most beneficial fulfilment routes
- This service is undertaken at the outset and repeated at 6-monthly intervals

### Managed Catalogue

Having established the software estate we now use this data to set-up and maintain an electronic Software Catalogue of 'standard' software products with up-to-date information on pricing, licensing agreements and supply routes for those products.

This can therefore help towards streamlining the purchasing process and implementing controls to minimise the introduction of non-standard software into the organisation, ensuring that purchases are transacted under optimum agreements and through the best supply routes.

We then publish your **Software Catalogue** online through our proprietary e-procurement system **Connect** (or feasible alternative) and refresh it on a monthly basis as follows:

- Liaison with vendors and distributors for price updates
- Checking that all software information (Product Description and part numbers) is correct and up-to-date
- Re-validation of licensing guidelines and purchasing instructions for relevant products
- Verification of new software catalogue additions with key customer contacts
- Re-validation of the 'best supply route' instructions for each product
- Updating of exchange rates for price/cost calculations
- Customer sign-off on completion

This delivers:

- A monthly electronic **Software Catalogue** of the standard products across your software estate.

## What are the benefits?

Portfolio Management allows you to streamline your software estate to derive crucial benefits around cost, control and complexity:

### Cost

- Ongoing consolidation of spend and contract agreements across fewer vendors means maximising discounts and benefits on volume agreements to get more for less
- Fewer vendor relationships, products and versions to support and administer reduces operational cost, frees up resource and increases control
- Management information provides proven, quantifiable cost-savings

### Control

- Central control ensures only approved people buy approved products

### Competence

- Ongoing rationalisation simplifies the estate to ease manageability and increase control
- Catalogue Management helps streamline procurement and increase control of what is purchased and how

### Complexity

- Multi-vendor licensing expertise gives you peace of mind that complex licensing decisions are right first time

## Is there anything else?

If you are implementing Portfolio Management we recommend that this is combined with our **Request Management** service to drive control and cost-efficiencies directly from point of purchase. This means all internal software requests are centrally managed through Computacenter to ensure *standard products* are purchased under the *right agreements and optimum price*.

## 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. 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)



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