

Simplify Complexity, Speed Delivery and Reduce Costs

Procurement Services



Consumerisation of IT creates a real challenge for businesses and IT.

The choice, availability and ease of purchase of applications and devices for users, can create a big headache for both IT and procurement.

All businesses have made investments in software and have agreements in place with multiple vendors. However, users in your business may not be aware of everything available and will place new purchase requests.

It is time consuming to manage these requests and understand fully what is already available, versus what is a valid new requisition.

The implications for managing software with different versions, deployments, consumption and renewals can have an unseen dramatic cost impact in the future.

Having established a fit for purpose self-serve platform many

IT and procurement staff struggle with the complex and time consuming activities of managing multiple areas of the procurement process. They have to be experts in all areas of software procurement and management.

In today's climate of doing more for less, it is going to be challenging to recruit or maintain that expertise in house.

Augmenting your expertise with software and procurement expertise will help you:

- Gain expertise and reduce complexity
- Manage the delivery process more efficiently
- Reduce costs

All of which frees up your time to become more strategic and deliver greater business value to your stakeholders.

Deliver greater business value and improve satisfaction

Reduce complexity, increase satisfaction and deliver greater value

Many businesses are struggling to reduce the complexity and number of software suppliers within their IT environment. In fact many organisations are increasing the number of software vendors and suppliers year over year. This adds to the complexity, increases the drain on resources and restricts the ability to focus on more strategic initiatives.

Reduce the complexity

Identifying opportunities to reduce the complexity of software vendors whilst maintaining a fully functional self-serve capability requires resource and expertise to manage on an ongoing basis.

Augmenting your skills and capabilities to address the needs of your users across the procurement lifecycle helps you:

- Deliver fit for business software choice
- Identify areas to reduce number of software vendors
- Manage contracts, agreements and entitlements more effectively

Increase satisfaction

Both IT and procurement need to become true strategic partners to the business. They have to deliver on the expectations of their stakeholders and users. Providing an efficient and auditable process for their users when identifying and purchasing their software is a key part of increasing satisfaction.

By becoming true business enablers you will:

- Reduce cycle time of user requests through to fulfilment
- Enable quick resolution of user queries
- Increase user satisfaction

Deliver value

Maintaining knowledge and expertise across a large number of software vendors and suppliers is a challenge. Particularly when given the mantra of “do more with less”.

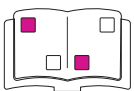
Access to the right expertise at the right time across the procurement lifecycle will help you:

- Focus on real value-add projects
- Make better strategic decisions
- Deliver increased business value

Procurement Services

Simplifying complexity and reducing costs

Procurement services are a set of pro-actively managed activities that build on myInsight. Our services enable you to do more in less time by simplifying your supply chain, particularly the ‘long tail’ of vendors. We augment your existing capability and skills, provide on-demand access to data points, advice and actions for stakeholders across your business. Helping you reduce costs, internal resource needs and increase speed of delivery. This allows you to demonstrate governance and savings, show value back to the business and focus more on partnering with the business and strategic vendor management.



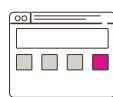
Catalogue

Proactive catalogue maintenance and new product onboarding; maintenance of custom software catalogues, bundles and organisational favourites.



Requisition

Managing requests through to quote approval with assessment of opportunities to avoid or reduce the volume of new licensing spend based on your existing portfolio.



Fulfilment

Project manage orders, delivery, registration of documentation and any post purchase enquiries.



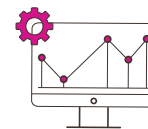
Contracts

Register, define and manage contracts, licensing agreements, entitlements and limitations, providing clarity to your business stakeholders.



Portfolio rationalisation

Consolidation of purchasing structures, products, agreements and transactions across all tiers of vendors, to reduce spend, complexity and IT operations effort.



Demand management

Forward looking validation and challenge of demand with procurement, asset management and product owners to optimise requirements for renewals.



Licensing desk service

On-demand access to a variety of validations, guidance, query response, licence provisioning and administration.

Procurement services will augment and enhance your capabilities delivering simplification, reduced costs and increased satisfaction.

For more information please contact your Insight Account Manager.
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