Insight Helps Reduce Spend on a Leading Cash Management Company's Server Cloud Enrolment Licensing

One of the UK's leading cash management companies was faced with a renewal quote for Microsoft Server Cloud Enrolment (SCE) licensing that exceeded its budget and with renewal deadlines rapidly approaching, needed to act decisively.

Insight's LCS team worked with the client to analyse its Microsoft SCE licensing position. Following a thorough review, Insight's Consultants identified that it was over-licensed. By eliminating unused licenses from its contract terms, the client was feasibly able to reduce its SQL licensing costs.

The project delivered a Return on Investment (ROI) of almost 300%.

The Challenge

Managing and optimising software licensing is a complex and time-consuming task. The client needs to track software installed and manage procurement. The client also needs to ensure correct licenses are in use and that money isn't wasted on unused licenses.

When the client's Microsoft Server Cloud Enrolment (SCE) license renewal quote came in above budget, the company needed to establish its licensing position quickly. Microsoft price increases were responsible for higher SQL licensing costs and the client wanted to explore ways it could keep to its original budget.

The client recognised the value of Insight's License Consulting Services (LCS), having previously engaged the LCS team to review and plan its licensing strategy. Given the need to act urgently, the company turned to Insight – as a trusted partner – for help.

The client's key performance metric for the project was straightforward: to reduce the cost of its SCE licensing renewal quote.

Quick Overview

Client:
One of the UK's leading cash management companies.

Size:
Approximately 1,500 employees.

Challenge:
Reduce the cost of the SCE licensing renewal quote.

Insight Solution:
Insight's Microsoft SQL Optimisation service, to develop a three-year overview of the SQL technology requirements and recommend the appropriate licensing position.

The Solution

Insight's LCS team aims to give organisations a clear understanding of their current and future licensing needs. It equips procurement and IT teams with the information they need to get the best commercial and contractual terms when renewing enterprise-wide license deals. On average, LCS engagements deliver 30% savings in renewal costs.

For this project, the LCS team recommended its Microsoft SQL Optimisation service. The aim is to develop a three-year overview of the SQL technology requirements, which serves as a basis for developing recommendations for the client's Microsoft SCE renewal.

As part of the service, Insight considers whether operational efficiency can be achieved through changing product licensing metrics, re-aligning product packaging or licensing agreements. It also provides advice to assist in the negotiation with the software publisher.

The client carried out the initial analysis and optimisation by completing a self-declaration of Microsoft inventory. Insight then analysed this inventory and delivered a SQL workshop.

Insight gathered and consolidated the data. The LCS team then modelled a set of licensing scenarios to cover the client's current needs and for the coming three-year period.

Through in-depth analysis and reconciliation of the client's Microsoft SQL environment, Insight identified areas of the client's estate that were over-licensed. The LCS team recommended that these were excluded from the quote for renewal. The review identified that over 80 SQL servers were in scope and proposed a licensing position that is compliant with the client's usage.

Key benefits:

- Ability to access specialist software licensing knowledge through Insight's LCS team, eliminating the need to recruit in-house licensing specialists.

- An insight and understanding of current and future licensing needs.

- A reduction in SQL licenses to bring the renewal quote within budget, whilst remaining compliant.

- Analysis delivered in time to meet tight renewal deadlines - the project was concluded within a calendar month.

- ROI delivered of almost 300%.

- Subject to technical validation, a further potential saving of almost £40k identified through the licensing review, by optimising the virtual infrastructure.

The Results Highlights

The project delivered an ROI of 298%.

Subject to technical validation, the licensing review identified a further potential saving of almost £40k by optimising the virtual infrastructure.

Insight identified that 80+ SQL servers were in scope and proposed a compliant licensing position.

Insight brought the client's license renewal quote to within budget, while remaining compliant.

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