

## Leading Provider of Professional Services Saves Tens of Thousands on Licensing with Insight

The client, a leading provider of professional services for engineering and technology, was due to renew its Microsoft licenses. As the company's technology estate had grown, it needed to ensure the business could work efficiently under new licensing agreements, while remaining compliant and keeping costs under control.

Insight consolidated the client's licenses into a subscription-based model for the entire Microsoft estate, saving the company more than £35,000 a year.

The client is now fully compliant and has improved control over its software spend.

### The Challenge

The client was preparing to renew its sizeable SQL software and Microsoft licensing, but the company's technology estate had grown considerably since its last renewal.

To avoid fines for non-compliance, the business needed to invest heavily in software licenses. However, it was important to avoid over-licensing.

In order to optimise its SQL and Windows desktop estate, the client needed expert advice to ensure its licensing arrangements matched its business needs.

### The Solution

The client has a longstanding relationship with Insight and approached the Insight team to research licensing options and advise on a suitable solution.

Insight gained an accurate view of the client's SQL and Windows usage by taking a software asset management (SAM) baseline to assess the client's desktop estate.

This enabled Insight to design an approach aimed to reduce costs, ensure compliance and maximise the client's productivity.



### The Client

#### Client:

A leading provider of professional services for engineering and technology.

This client improves safety and increases the performance of critical infrastructures for its clients in over 75 countries worldwide.

#### Size:

Globally, more than 8,000 employees.

#### Challenge:

A need to consolidate software licensing while remaining compliant and keeping costs under control.

#### Insight Solution:

A subscription-based model for the client's Microsoft estate.

Insight proposed a consolidated approach to licensing, which brings together all of the client's Microsoft agreements including Windows, Microsoft Office, Power BI and Dynamics.

Throughout the project, Insight worked closely with Microsoft to ensure that the client was fully compliant and has all the software capability it needs as a leading international business.

It was important for the client to keep costs under control, so Insight organised the new licensing arrangement through a monthly subscription via the Insight Cloud Solution Provider (CSP) programme. This cost predictability supports the client's OPEX financial model.

Insight worked closely with Microsoft to scale down and cancel the client's legacy agreement, simultaneously increasing its CSP agreement. During this time, Insight ensured there was no impact to users and that the client remained compliant at all times.

## Key benefits:

- A subscription-based model for the client's entire Microsoft estate including SQL servers, Windows 10, Office 365 and Dynamics CRM.
- Savings of more than £35,000 a year by moving from a Microsoft subscription to Insight for Office 365.
- An updated, fully licensed technology estate with enterprise level security.
- Monthly payments providing the client with a single point of invoicing and predictable spend on its licensing.
- Full compliance with licensing terms, avoiding penalties.
- Structured and organised licenses, mitigating the risk of over licensing.
- More efficient working, enabling the client to focus its energies on its core business of promoting safety in engineering.

## The Results Highlights



Moving from Microsoft to Insight for Office 365 saves the client over £35,000 a year.



The client is fully compliant with its software, without being over-licensed.



A manageable license programme enables the company to work more efficiently and focus on core business goals.



The client benefits from a subscription-based model for its entire Microsoft estate and discount on Insight's delivered service.