

# APPLICATIONS

## SOFTWARE LICENSING OPTIMISATION

### Get more bang for your software buck.

Few businesses were born in the cloud and that comes with baggage. With enterprise software it's often costly baggage.

Duplicating software licenses between on-prem and cloud-based licenses or across group businesses is costly. Under-management of these strategic assets can come at great expense as well as the risk of license non-compliance. CSI's Software Licensing Optimisation solutions optimise the usage and cost of software assets throughout the software lifecycle. This enables your enterprise to gain visibility and control of IT assets, reduce ongoing software costs and maintain continuous license compliance.

### "Top Factors Leading To License Non-Compliance"

- Complexity of software license contracts
- Poor understanding of new licensing models such as SaaS
- Lack of management focus

"Overview, challenges and remedies of software license compliance" – White Paper by EY

## SOFTWARE ASSET MANAGEMENT

Competing in the information economy has the inevitable consequence of greater dependence on licensed software applications from an ever increasing number of vendors. This exposure can make compliance with vendor requirements complicated and the consequences of mistakes can be costly.

Research shows that, on average, businesses spend 40% of their IT budgets on software but subsequently waste 30% due to over-licensing. That's 12% of total IT budgets that could be deployed more impactfully.

Our SAM solution enables your enterprise to enforce compliance with security policy while considerably reducing software licensing and support costs by accurately measuring application utilisation.

## CLOUD COST OPTIMISATION

With the adoption of cloud computing, many organisations are realising that compliance has to be complemented by cost containment. Cloud usage overspend is more prevalent than most companies are aware. And it's on the rise.

CSI's Cloud Cost Optimisation service helps you to improve the cost-effectiveness of your cloud portfolio by aligning your cloud application and user needs to the most appropriate pricing model.

CSI can help you optimise your cloud cost for IaaS services such as Microsoft Azure and AWS as well as SaaS offerings such as Office 365.

## NEGOTIATION AND BENCHMARKING

Negotiating with some of the world's biggest software companies can be one-way traffic. We know this because we know those companies – we've worked with them for decades. With CSI in your corner you can navigate complex contract negotiations and punch above your weight to secure the optimal commercial terms.

Contact CSI if you have an upcoming license contract renewal, upgrade or audit. We specialise in software contract negotiation with IBM, Microsoft, SAP, Salesforce or Oracle.



+44 (0)800 1088 301



INFO@YOURPERPETUALEDGE.COM



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# TECHNOLOGY IS THE MEANS. OUTCOMES ARE THE END.

The world cares less and less about the specific IT and more and more about what it can do.  
That's why we take a technology-neutral, outcomes-biased approach.



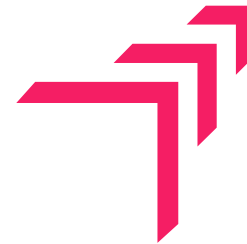
## GROW

We help unlock our clients' capital and liberate their IT teams so that both can be redeployed to optimise digital performance and secure new levels of growth.



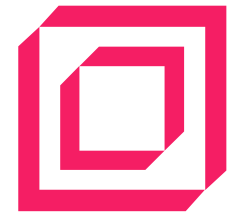
## SAVE

We enable our clients to operationalise lean business models and harness the kind of efficiencies that translate cost management into competitive advantage.



## INNOVATE

Our deep expertise in optimising digital performance in commercially critical environments means our clients can deliver new experiences and value, at new speed and scale.



## PROTECT

We combine practical experience with cognitive computing to keep our clients' data and reputation safe from harm.



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