

Tell me more about... Software Licensing

BT Engage IT's Software Licensing team is focused on providing a complete and comprehensive service around Licensing Management Services. This enables our clients to buy the correct licenses, at the best price, through the right program

Proposition

Simplifying the process of what can be a notoriously complex area is seen as a key element of the team's engagement process. The team dedicated to SAM & Licensing adds value to what is traditionally a transaction based process by utilising best practices and calling on their in depth knowledge of the market, vendors and licensing schemes.

The team offers a single point of contact for all software licensing activities from initial product advice, supply, procurement, implementation, support plus on-going management of the licenses and licensing programs. We identify license support and general usage savings wherever possible through agreement upgrades, solution changes and market conditions.

Through partnerships with key software vendors the SAM & Licensing team can provide relevant and up to date information on changing prices, product launches and licensing models. In addition the team works closely with our Solution Architects within BT Engage IT on client projects including Business Collaboration,

Storage expansion, Virtualization and transition to Cloud Services. Network and Service delivery transformations can change the model that suits your business and we understand the contracts and rules to ensure continued return on investment. BT Engage IT customers are using these technologies to achieve dramatic savings and faster more productive provision of service to their businesses.

Solution

BT Engage IT has strategic partnerships with Microsoft (Gold Partner & LAR), Apple, Citrix, Google, Oracle, Symantec and VMware all with top level manufacturer accreditations. In addition we can supply and advise on all mainstream software.

The Licensing team's core activities include:

- Commercial Review - identify technologies used and opportunities for savings
- Licensing Reviews using industry standard tools. This can be scaled to a complete Software Asset Management service provision
- Smart Purchasing - ensure the client is buying from the most cost effective agreement

- Help Desk support via telephone or e-mail for advice on licensing programs and queries, pre and post-sale
- Licensing road-maps from the key vendors covering licensing model changes, release dates and product obsolescence
- Electronic purchases managed through our procurement tool TRANSACT. License agreements are held on the system ensuring correct prices are applied, renewal dates automatically triggered and on-line customer specific price lists. Details are available for integration into SAM Applications

Approach

The Licensing team works closely with clients to understand their business issues around licensing and to establish a framework of core components that will add value to the relationship. In many cases a tailored package of deliverables is agreed and can include:

- License Review Services
- License Consolidation
- Agreement Co-Termination
- Commercial Savings Review
- License Management Service
- Electronic Procurement Tool
- Customer Technology Reviews and Updates

BT Engage IT provides businesses with the support, tools and skills to accurately manage, effectively utilise and provide efficiencies across their software estate. Accredited supplier for all major software vendors including Microsoft Large Account Reseller, VMWare, Symantec, EMC Oracle and McAfee we can supply and support all the licensing assets.