

Global Energy Company relies on Insight's SAM expertise to deliver 5% annual savings

A Global Energy Company operating worldwide with around 10,000 direct employees is in the midst of a digital transformation programme. Touching all areas of their business and operations, using advanced analytics in their decision-making process to become more agile and adaptable and deliver greater added value to their whole business.

One key area to support their objectives of driving greater added-value was building an innovative and effective Software Asset Management office focused on establishing and maintaining proactive control of every software asset in their business.

The challenges they were faced with included:

- Optimising software usage and cost optimisation.
- Support to the IT asset Manager (Strategic Infrastructure & Ops).
- Understanding detailed technical risks and limitations in contractual terms.
- Delivering agility in contractual terms to support business acquisitions and divestitures.
- Improve collaboration, negotiation and decision-making speed across Procurement, Legal, IT and Cybersecurity departments.
- Partial centralised or organisation-wide SAM processes.
- Incomplete software inventories and decentralised contract information that could lead to non-compliance situations and acceptance of restrictive terms in contractual scope.
- Lack of awareness of licensing risks among different business units and departments across the organisation.
- Burden of managing >400 software and cloud vendors contracts and renewals.



Quick Overview

Client:

Global Energy Company

Size:

10,000 global employees

Challenge:

Establishing and maintaining proactive control of every software asset in the business:

- Optimising cloud and software costs
- Understanding detailed technical risks and limitations in contractual terms
- Delivering agility in contractual terms to support business acquisitions and divestitures

Insight Solution:

Continuous software asset management office support service across ~400 software and cloud vendors

The Solution

Insight delivers a continuous software asset management office support service, providing detailed analysis, recommendations and technical support to help the client achieve their objectives. The service supports managing over 400 software and cloud vendors with particular focus on software installed on PCs and servers and the migration to the cloud.

Insight's service is structured to drive successful outcomes including:

- Help optimising software asset management corporate policies to create a more efficient software lifecycle management process
- Building complete contractual baselines with guidance to support business strategy, including strategic mergers and acquisitions.
- Software cost controls with guidance on investment optimisation opportunities.
- Compliance and risk mitigation through understanding and negotiating individual terms and conditions to support the business needs with flexibility to use across their IT environment.
- Improving communications, awareness and understanding across the whole organization of the technical impacts of contractual terms for IT, legal, security and procurement areas.

Outcomes

The client's workload burden has been drastically reduced with continuous support, freeing up their resources to focus on their strategic initiatives.

Gaining advice and guidance at all levels across their business units from CIO through to legal, procurement and IT delivery departments.

- Positive impact to reduce both direct and indirect costs by up to 5% per year
- Focus on decisions not analysis improving efficiency in decision making process
- Reduced the burden of volume of work, increasing their value back into the business
- Extension of their team and resource with continuous access to deep contractual technical expertise across many vendors
- More innovative in their IT approach to digital innovation

"Thanks to the SAM services offered by Insight, we have established a long-term programme for SAM in our organisation to focus on both the operational and strategic side of SAM. This has added value to our overall IT management system by focusing on cost reduction and contract optimisation."

Software Asset Manager

The Results Highlights



~5% annual savings



Clear cost controls established with guidance on optimisation opportunities



Complete contractual baselines with guidance to support business strategy



Reduced the burden of volume of work, increasing their value back into the business