



Synyega's Dynamic SAM approach delivered £6.5m cost savings

£1.5m of tangible savings delivered

Identified **£5m** in further cost-saving opportunities

Stronger position in Microsoft ELA negotiations

Ready for cloud migration and transformation programme

the client

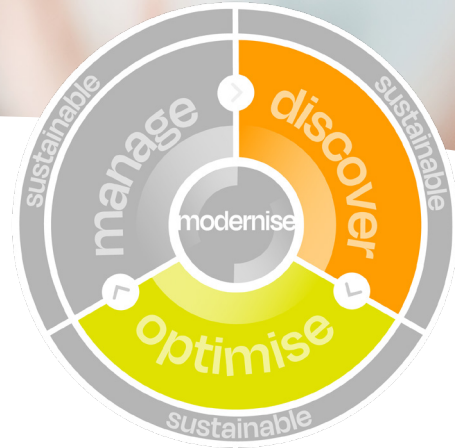
SERVICES	ITAM
SECTOR	CENTRAL GOVERNMENT DEPARTMENT
TURNOVER	£2.4 bln
EMPLOYEES	11,000
VENDOR	MICROSOFT

the challenge

A new Government department had undergone multiple mergers that left it with many historic licensing agreements with Microsoft. The department was approaching their annual review ill-equipped to negotiate on their infrastructure needs and what they could look to cancel for licensing or support. In addition, the organisation was preparing for a cloud migration and transformation programme - they asked Synyega for help.

how we engaged

The direct cost of creating a new Government department is thought to be approximately GDP 15m, but the indirect costs from loss of productivity and adjustment can double that figure. With every cabinet reshuffle, there are departments merged—and some departments that have been through the process multiple times within a short number of years. Our client was one such department. However, having a complicated and time-sensitive licensing issue is not a barrier to successfully understanding your licensing estate if you can gather the right data in the right way.



our solution

Our team of ITAM and Microsoft experts began a bespoke phase of work implementing our Discover and Optimise service to gather the required deployment data from the varied system integrators. The timescale for review was tight, so we built an activity tracker that detailed each planned phase of work and identified key areas that needed to be prioritised.

working with the client

By building a clear timetable of tasks from the offset, which was communicated well between parties, and developing a system to expedite potential problems installed, issues stayed local and small. This meant that vital resources could be used where most needed to complete the review.

Given the tight deadline, we put in place a robust escalation process to advise on any issues—this meant that problems could be solved quickly without delaying the delivery of the review.

Our team of experts planned each stage in conjunction with key stakeholders, collaborating with the relevant people to complete actions and requests within a pre-agreed time period.

This meant that the client had a clear overview of the plan and how each section would be managed. As the tasks were completed, this built confidence in the process and increased engagement with the stakeholders as a result.

client benefits

Once complete, the review resulted in total cost savings to the client of £6.5m, this comprised of £1.5m in tangible software cost savings and a further £5m in identified cost-savings opportunities that the client could action in the coming months.

Moving forward, our work with the department also helped streamline their approach to licensing arrangements, meaning their next Microsoft Enterprise License Agreement (ELA) will be negotiated from a clearly understood position of their needs and how they can be cost effectively mapped across the licensing grant.



Synyega's work was pivotal in helping us streamline our licensing agreements and identify some key cost-saving opportunities prior to our renewal. We now have an accurate understanding of our Microsoft agreements and estate that we can take forward.

IT Manager



Find out more

For more information on our independent ITAM, FinOps & GreenOps services, our accreditations and awards, as well as our latest news and announcements, please visit www.synyega.com or get in touch on info@synyega.com.



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