



ITAM Managed Service delivers £6.3m in cost savings

£6.3m saved
of tangible cost
savings to date

Our 4-year
Managed Service
**paid for itself in
just 3 months**

Implemented a
cost-reduction strategy
targeting **+500 vendors**

Successful optimisation
of planned cloud migrations

Optimised, complaint
& audit ready

the client

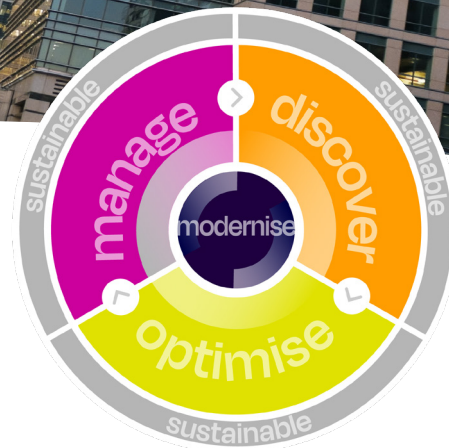
SERVICES	ITAM
SECTOR	CENTRAL GOVERNMENT DEPARTMENT
PROFIT	£7bln
EMPLOYEES	70,000
VENDOR	+500

the challenge

Our client, a key Central Government Department, was facing a lack of insight into their software estate, leading to challenges with effective estate management and governance. With costs and complexity increasing rapidly and pressure to modernise growing our client needed to act.

With a substantial, complex IT infrastructure of 90,000 seats and over 500 different vendors in their licensing estate, the client had previously invested heavily in enhancing their IT Asset Management (ITAM) capabilities. These investments included engaging multiple ITAM consultancies and independent contractors, various ITAM technologies from different providers and a partnership with a license reseller who provided a separate managed service.

Unfortunately, these investments failed to bring about the improvements that the client had expected to see, leading them to question the efficacy and intrinsic value of ITAM as a practice. Despite all of these efforts, they still faced a number of pressing demands, including the need to optimise costs company-wide, to streamline their cloud migration and digital transformation, and to mitigate vulnerabilities found in software audits.



how we engaged

After the initial approaches led by resellers, tool providers and traditional ITAM consultancies failed to deliver the results the client needed, the client concluded that they needed a modern consultancy with an innovative approach. They sought out an independent consultancy with a high proficiency in technology and licensing skills that was commercially -savvy and used modern methodologies to deal with hypercomplex licensing models and IT challenges.

Recognising that Synyega had each of these capabilities, the client chose to work with our team of experts to tackle the initiative. In response, the client engaged Synyega with a small-scale tactical project.

This engagement had a dual focus: optimising cloud migrations and implementing a cost-reduction strategy, primarily targeting a select group of software vendors. The results of this engagement were significant and rapid, and paved the way for further expansion. Building on this success, the client expanded the engagement to encompass a broader scope of vendors, resulting in further cost savings.

our solution

Building on the foundation laid during the initial tactical engagement, Synyega introduced a tailored ITAM Managed Service to ensure licence compliance and cost optimisation across the entire software estate, which had an estimated £350m annual spend. This commercially driven process enabled the timely delivery of data for procurement teams, so they could optimise renewals and get the most value from vendor negotiations.

Our team employed Synyega's Cloud Licence Optimisation Engine, which allowed them to model the client's future requirements based on specific scenarios, alongside our Discover, Optimise, Manage and Modernise methodology that converges ITAM and FinOps services, we were able to help the client realise savings of over £6.3m.

working with the client

By employing Synyega the client aims were clear - ensure license compliance, optimise costs across the whole software estate, establish robust audit defense capabilities and implement the ITILv4 framework for continuous improvement.

The outcomes were profound, resulting in a transformation from minimal ITAM maturity to full insight within just 12 months. Synyega devised an approach focused on the meticulous review and cost optimisation of the software estate. This approach involved sorting each software vendor into three categories: high, medium and low complexity. Each category then followed a distinct analytical process and timeline.

These categorisations were cross-referenced with each vendor's renewal date to formulate a well-structured plan for maximising value from the managed service. Our approach gave the client's procurement team timely data and analytical insights, and enabled procurement to extract the maximum value from each software negotiation and renewal.

client benefits

Overall, our ITAM Managed Service has allowed the client to realise over £6.3m in tangible savings, in fact our 4-year Managed Service paid for itself within the first three months, and has allowed the client to consistently save costs ever since.

In addition to the significant cost savings, our work enabled a rapid increase in the client's ITAM capabilities, which led to more efficient management and governance of the whole IT estate, empowering senior IT leadership with optimal visibility and the ability to make effective data driven decisions, as well as plan and forecast effectively.

Synyega has helped the client to strengthen various IT practices such as procurement, commercial, financial governance and design - and helped them to align their ITAM practice with ITILv4. The client now has the agility to digitally transform and optimise their cloud migration journey and a strong foundation for effective cybersecurity.



We went from being sufficiently licensed to efficiently licensed, saving millions of pounds.



Head of Licensing, Financial Services

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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