

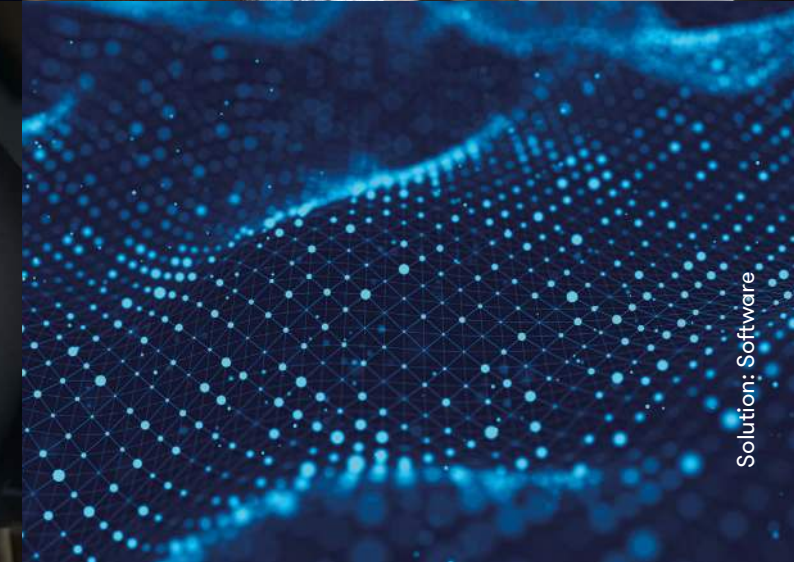


manage

Save time. Save money. Maintain control.



software.
we deliver flexibility.



002

003

Solution: Software

Solution: Software

SCC Software

Delivering your software transformation

Flexible hybrid technology is helping organisations make big advances. With SCC's enterprise software solutions, we're helping organisations thrive in a flexible, collaborative, self-organising, fast changing environment. A common barrier to transformation, however, is vendor lock-in, with some technology partners still delivering inflexible, long-term agreements that make taking a flexible approach impossible.

In fact, according to Flexera's 2020 CIO Priorities, 68% of CIOs are worried about vendor lock in and the detrimental impact it can have on an organisations ability to adapt and evolve. With vendor lock ins, organisations are subject to large migration commitments, a pre-defined list of partners and services with little freedom to move workloads out and scale appropriately.

It's time to open up, with SCC.

The procurement lifecycle

Software procurement and management can be complex and expensive; digital transformation is compounding this with 30% of businesses having begun their journey and 62% planning to start in the next 18 months. Research shows software absorbs the largest proportion of an IT budget, at an average of over 20%. So, it seems a rational place for IT leaders to look to ease the tension between reducing IT spend and increasing business efficiency.

It's easy to see how an organisation can get into difficulties and find itself non-compliant with the terms of its various license agreements. This leaves organisations open to sizeable financial penalties and reputational risk with the average penalty for non-compliance in excess of £7million.

The onus is firmly on license holders to comply with the terms of their licenses, which is not always easy, because of the complexity of the software estate in most businesses, resulting from the different commercial terms and prices of multiple vendors.

Software vendors have the right to audit their customers at any time and a company's inability to fully centralise and control its software purchases often makes this a lucrative exercise for the vendor. Audits are on the increase and the cost of rectifying discrepancies can run into millions.

It's time to take control, with SCC.

30%

of large and global enterprises in the next 2 years will utilise contract analysis services from a primary software reseller for their growing book of lower-tier software and cloud vendors.

Gartner Market Guide, 2021

we transform.

Flexible hybrid technology

What do we need to be truly agile?



Flexible hybrid infrastructure

Ability to run each application in the most appropriate environment.



Fluid governance and control

Governance and security that can flex with the environment, plus smart automation.



Agile development environments

Containerised environments to test and develop new apps and releases.



Freedom and choice

Freedom to adopt and easily integrate new technologies.

simplify
the complex.

The path to a successful software strategy

OPTIMISE INFRASTRUCTURE

Optimise your current setup and introduce new cloud and automation solutions to free up spend.

TRANSFORM INFRASTRUCTURE

Improve the portability and agility of your workloads - increasing performance and control.

MODERNISE APPS

Introduce DevOps and automation to improve both your operational model and customer products.

KEEP EVOLVING

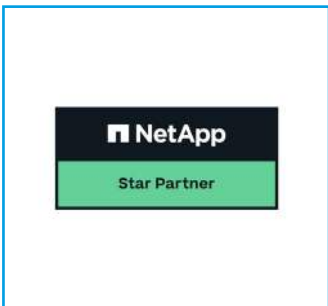
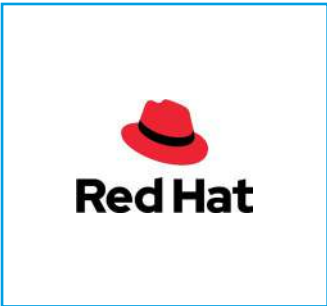
Optimise your current and embrace new technologies as they emerge to keep innovating and delivering true business value.

Choosing the right partner

Our partnerships with more than 600 unique vendors, including specialist software vendor partners, is built on a single common belief: that a truly flexible infrastructure should allow your business to work across any platform, not just the one your cloud or technology provider wants you to use.

By combining leading technologies with our own business and integration expertise, we can help you achieve agility at a lesser time and cost.

We harness several key technologies across a broad vendor portfolio. With our own experienced team of technology and software specialists we ensure our customers have access to the best and most relevant deals for their business. With continual investment we are constantly working to increase speciality help for our customers, providing superior results and facilitating their drive for competitive advantage.



68%
of CIOs are worried about vendor lock in and the detrimental impact it can have on an organisations ability to adapt and evolve.

Flexera's 2020 CIO Priorities



Our approach

How we enable your software strategy



We support your hybrid environment

We implement solutions on-premises, from data centres or from any public cloud provider, or a combination of these.



We use trusted, long term partnerships

No one partner has all the best expertise – we seek out and integrate the best technologies that are most relevant for your business.



We stay independent

We believe in the power of open-source technology and giving you the choice to use the infrastructure that suits you best.

How we approach your transformation

Transformation is a continuous journey; our approach is built to be agile so you can keep evolving.



SELECT, BUY AND RENEW

We work with you to understand your current software estate. From the software procurement process to your digital transformation requirements and ensuring future governance. SCC's specialist teams will evaluate the technology and contracts in your business and assess whether they contain the right software products and commercials to deliver what you need.



CONSUME

SCC's Cloud Consumption methodologies and tooling help optimise your current operations. We will ensure you have the correct processes, software tooling and services to deliver the greatest ROI.



MANAGE

Managing software assets from multiple vendors, all of whom have differing price structures, terms and policies is complex. SCC's solutions will proactively assess your current position with vendor contracts and licenses, identifying issues, on an ongoing basis. We help you to understand how you can achieve optimum value from your software estate.



OPTIMISE

Software optimisation ensures your organisation has the optimal number of licenses. SCC's software optimisation solutions can help improve the cost efficiencies around your software estate. The four main areas that form optimisation are: requirement, ownership, inventory and usage.

CUSTOMER CHALLENGES

we manage.

Select, Buy, Renew and Consume

Cost reduction and cost avoidance will always be a priority for any business and that is particularly true in today's economic climate. Software procurement is inherently complex, SCC's approach is to help clients simplify that complexity. Software spans many technology types across a wide range of categories. Managing software and standardising your product portfolio, ensuring cost efficiency and software compliance is critical. This has led to ever increasing overheads and demands for software supplier management, strategic roadmap management and the requirement to manage, standardise and rationalise your software strategy.

Software procurement and renewal is becoming a big issue for many organisations and in many cases is a source of uncontrolled spend. From our experience there are a number of key issues businesses are currently facing.

The challenges

- **Procurement influence**
Less than 60% of all software buying decisions are managed by a procurement function.
- **Strategic software sourcing**
Less than 10% of organisations claim to have achieved excellence in strategic software sourcing – under-resourced and focused on other areas of the business.
- **Cost management**
Cost management typically extends to a maximum 80% of total software budget expenditure – a minimum of 20% is effectively left unmanaged.
- **Support and maintenance**
Annualised support or maintenance contract renewals which are left in Tail status are not given the right level of attention and are often renewed year on year without due diligence or cost saving potential exploited fully.

The solution

SCC reduces software sourcing and software asset lifecycle management costs within your organisation. Our team of specialists will evaluate your current software procurement process, digital transformation strategy and governance. Our extensive experience in procurement management enables us to efficiently assess whether the technology and contracts within your organisation contain the correct software products and commercials to meet the business needs. We will analyse areas which may impact your business such as market trends, license metric changes and price rises. This will help to secure the right software products, at the right time under the right contract terms.

For most organisations software spend is categorised into three distinct areas: strategic, multi-tier vendors and tail vendors.

SCC have created a software asset lifecycle management system that spans all three areas of your software spend. The system is able to deliver a transparent, market aware process across all IT categories, validating user demand and best commercial position while helping you build your overarching software strategy.

Key features include:

- Reducing costs and enhancing commercials with SCC's buying power and partnerships
- Predict annual spend by quarter
- Provide increased compliance, optimisation and control of rogue spending with comprehensive management reports
- Understand current and proposed usage of software and plan next steps such as cloud services adoption
- Deliver enhanced and bespoke payment agreements that suit the CapEx or OpEx requirements of any business



SELECT, BUY AND RENEW

- Software Advisory Service
- Software Solution Specialists
- Dedicated Customer Success Managers



CONSUME

- CSP Advisory Service
- Fastrack Services
- Cloud Readiness Assessments
- Application Modernisation
- Oworx – Public Cloud Services
- Dedicated Customer Success Managers

Manage and Optimise

Software Asset Lifecycle Management

We believe that true business agility comes from having the visibility and control of your Software Assets and Cloud Deployments. We'll help you use the best in software asset lifecycle management and cloud consumption methodologies and tooling to optimise your current operations. We will ensure you have the correct processes, software tooling and services to deliver the greatest ROI.

Open up your business to new software possibilities with total freedom and control.

The challenges

- **Cost savings and cost efficiencies**
Driving down the cost of the software and IT budget are now commonplace in all customer requirements.
- **IT asset visibility**
Being able to track and monitor all assets to ensure optimised use and harvesting/refresh cycles can be better managed.
- **Stakeholder integration**
Ensuring IT asset data can be used across InfoSec, HR, ITOps, ITSM.
- **Value added services**
Customers expect resellers to deliver levels of service over and above procurement as complementary.

The solution

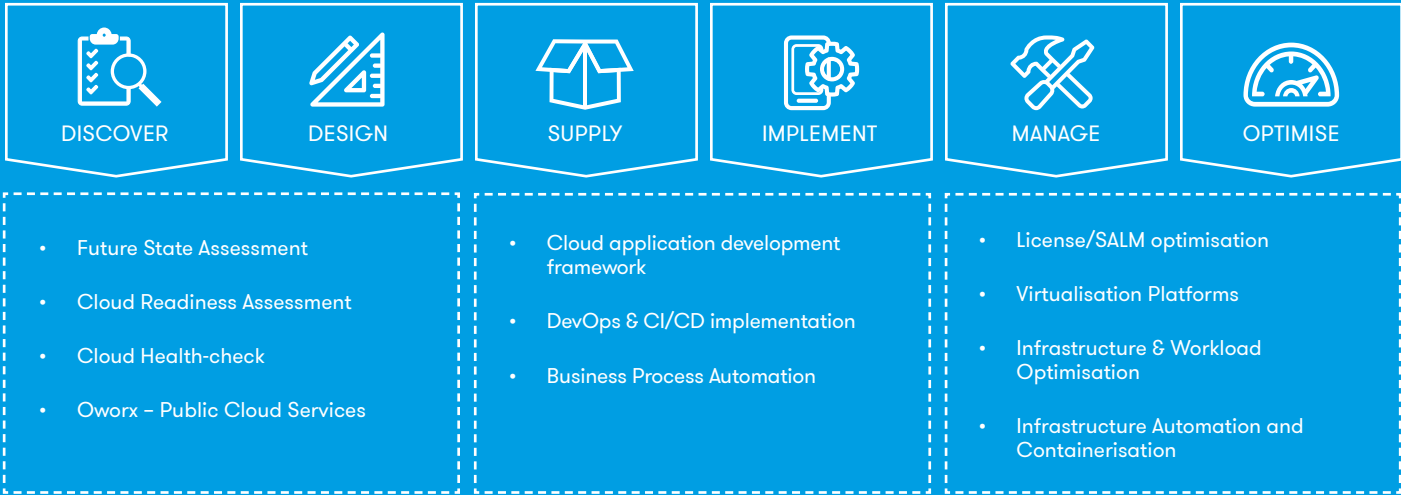
Driving down the cost of the software and IT budget is now commonplace in all customer requirements – SCC works with its customers to achieve this. Being able to track and monitor all assets to ensure optimised use and harvesting/refresh cycles is core to our SALM solutions, as well as ensuring IT asset data can be used across InfoSec, HR, ITOps and ITSM.

Our customers expect us to deliver levels of service over and above procurement, which is why we seek out and integrate the best technologies we can find.

How we champion agility

- **We support your hybrid environment**
We implement solutions on-premises, from data centres or from any public cloud provider, or a mixture of these.
- **We use smart partnerships**
No one partner has all the best expertise – we seek out and integrate the best technologies we can find.
- **We stay independent**
We believe in matching the right SALM technology to your organisation and giving you the choice to use the tools that suit you best.

Our approach to SALM



Customer Testimonials

At SCC, we have decades of experience of delivering transformational software solutions for organisations. The below examples of our successful partnerships demonstrate our commitment to our customers.



“Understanding the complexities of modern day software licensing is a highly regarded skill set. A skill set that SCC, a partner we have worked with for over 12 years, has in abundance. They have worked with us on the discovery and validation of our software estate, helping us to negotiate new and efficient master agreements with one of our leading software vendors. SCC provided the necessary resources through their software solutions specialist to help us develop comprehensive business case options to support the licensing of our cloud-based infrastructure. They are our trusted licensing advisor and we look forward to continuing to work with them as our software estate evolves.”

Claire Hughes
Category Lead, Procurement & Commercial Group
HM Land Registry

“Grafton Group and SCC have worked together as a true partnership on the major IT projects required to realise our vision of a true Group IT approach. From assisting us with hosting our major ERP investment, through the rollout of Microsoft Office to our 9,000 users, SCC have taken a professional and detail orientated approach to each and every challenge we have set them. We trust their advice, their judgement and their processes and look forward to working with them more as a trusted adviser and partner in the development and expansion of our business.”

Nathan Bishop
Group IT Services Director
Grafton Group

we partner.

why choose us?

Delivering agile transformation of your software estate.

With more than 100 years' cumulative experience and exceptional market knowledge, our software team is instrumental in making sure our customers have access to the best in class solutions.

With continual investment we are constantly working to increase specialised advice for our customers, providing superior results and facilitating their drive for competitive advantage.

- Plan your modernisation journey to transform with control
- Introduce automation to free up IT capacity
- Harness containers to optimise application performance and cost

- Build agility and portability into your workload management
- Create your DevOps culture to improve speed-to-market
- Proactively monitor and optimise

How we do it

When it comes to your business, we put our money where our mouth is. We will share risk and don't require long-term commitments to help you embark on your cloud journey. We believe in building long-term personal

relationships with customers: our leadership team stay close to your business and we always offer local support.

- Privately-owned, independent and agile
- 45+ years' experience
- Broad industry experience
- Flexible financing & commercial models

Find out more

Hopefully this brochure has given you a flavour of what we have to offer. Why not get to know us a little better?

Connect with us.

- [linkedin.com/company/scc](https://www.linkedin.com/company/scc)
- twitter.com/scc_uk
- [instagram.com/scc_uk](https://www.instagram.com/scc_uk)
- [facebook.com/specialistcomputercentres](https://www.facebook.com/specialistcomputercentres)
- vimeo.com/sccuk

Email: online@scc.com
Visit: [scc.com](https://www.scc.com)

Email us

If you would like to book an appointment to discuss any requirements please email: online@scc.com

Talk to us

If you have any queries about our services, would like to speak to someone in more detail, or simply want to book a meeting, you can always speak with us directly via your normal point of contact or call the SCC Main Reception on: 0121 766 7000

Go online

Check out our website for full and up-to-date information about all our services. [scc.com](https://www.scc.com)

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