

Optimization

Sourcing Advisory Services



De-risking IT procurement through sourcing centres of excellence

Our Sourcing Advisory Services allow our client's procurement and IT organizations to work effectively together, de-risking the procurement of software and cloud services through the establishment of sourcing centers of excellence.

We provide guidance and best practices for the purchasing and management of cloud and software contracts. By creating a client sourcing center of excellence, our team of experts provide sourcing advice and support for Category Managers, Procurement teams and business-wide purchasers of IT, implementing a best practice approach, methodology and sourcing guardrails.

Requirements & Demand

Our services help clients better understand how to plan their requirements and assess demand, assumptions and improving accuracy of their Bills of Materials (BoM). Our service can include technology use case reviews, usage forecast validation, demand management and trending validation.

Contract Solutions

We work with clients to optimize their commercial options, advising them on the context and implications of different contract and billing options, as well as the impact of term concessions. Depending on our client's requirements our service can include - cloud billing and license metric reviews, contract solution modelling, concessions and contract term assessments, as well as forward governance reviews.

Marketplace Governance

The growth of marketplaces from which cloud services, applications and software licensing can be purchased, necessitates new governance policy and processes. Our effective control measures ensure costs do not escalate, these can include rules of engagement definition, process reviews, best practice guidelines, pre-buy validations and billing reconciliation. Contact us for more information.

Optimization Services

We ensure our clients can secure the best investment value from their software & cloud strategic mega vendors. Our unique methodology, experience & independence allows us to offer our client's impartial advice, develop & implement solutions that improve & optimize their software license position from a contractual & commercial perspective.

Our vision is to be the leading independent, global provider of Software & Cloud Portfolio Management and optimization services for our clients and partners.

Providing the intelligence our clients use to govern their digital transformation journey. Optimizing their software portfolio to avoid unnecessary cost and risk, whilst driving value from their software and cloud investments throughout their lifecycle.