

Lifecycle

# Vendor Rationalization Review



## A proactive approach to rationalization

Each year, organizations waste huge amounts of money on software purchases that they could avoid. Having a strategy to implement vendor and software rationalization as part of normal business process can ensure that costs are avoided, and new software maximizes its investment return.

## What do we do?

Our licensing and cloud experts deliver a range of engagements to help you understand how costs can be better avoided and licensing minimized in operational and technical environments. Operating through stakeholder and technical workshops and data analysis, we will examine specific focus areas of your environment to establish how technically rationalized your estate is and determine how operational processes and standards can improve cost efficiency and avoidance.

## Where do we focus?



Discovery of software estate & usage



Validation of estate licensing models



License re-harvesting and reuse



Duplicated technology & product capabilities



License metric suitability



Technical licensing policy

“Our software licensing and cloud experts deliver a range of engagements to help you understand how costs can be better avoided and licensing minimized.”



## The Vendor Rationalization Review

This service follows a rigorous methodology that focuses on defined vendors or products. Our dedicated vendor experts carry out a detailed analysis of your current vendor spend and deployments, collecting intelligence via both data analysis, as well as stakeholder workshops and interviews, before completing a detailed report. The findings of this report are presented to your executive sponsors by our Senior Consultants, where a detailed question and answer session will take place.



Contract & spend analysis



Use case profiling



Identify & mitigate risk



Procurement & financial reporting



Assure savings & compliance



Optimize expenditure

Our Vendor Rationalization Review Report contains the key elements that should be present in any internal vendor strategy document. This includes core business requirements, a high-level deployment overview, supporting processes and product data source requirements.

## What's included in our review

Within each area of analysis, we will understand the history of how usage and deployment has been established and focus on how the estate can be better rationalized:

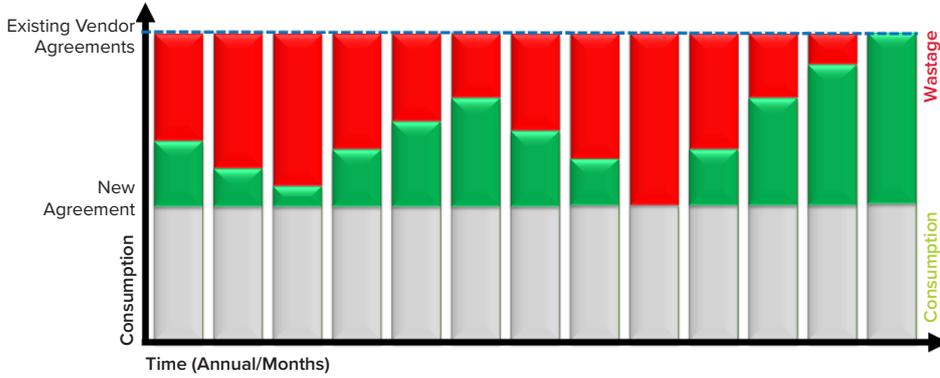
- Product portfolio usage & product capabilities
- Usage to metric profile
- Licensing allocation management
- Extent of reuse and harvesting against new purchases requests
- Metric suitability assessment
- Licensing policy, standards and usage

All of the findings and recommendations are detailed within a documented report and presented to the client stakeholders by our senior ITAM consultants.

“Having a strategy to implement software rationalization as part of normal business process can ensure that costs are avoided, and new software maximizes its investment on return.”



## Commercial & Technical Outcomes & Benefits



Agile and Scalable



Efficient & Managed



Predictable and Budgeted

Our report provides complete visibility of a defined vendor software portfolio, as well as cross vendor application mapping to highlight duplicate functionality. It also details areas for potential cost savings, benchmarking potential ROI that can be achieved and allows prioritization of subsequent work, including but not limited to, high level contractual & commercial opportunities such as contract aggregation.

Our report provides a clear roadmap to achieve vendor management best practice, IT governance and commercial control. Contact your dedicated Account Manager for more information on this and related services that help keep you in control, optimized and compliant.

“Establish how technically rationalized your estate already is and determine how operational processes and standards can improve spend reduction and cost avoidance.”



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.

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