

Bytes Commercial Advisory Service (CAS)

Strengthen your position. Transform with confidence.

Organisations must adopt technology to compete in the modern world, but they often procure it under unsuitable licensing agreements that don't meet their specific requirements.

This is where our Commercial Advisory Service (CAS) can help. We'll work alongside you to explore your options and build an optimised model that fully complements your strategic IT objectives - leaving you in a much better position to support your future business decisions.

What is CAS?

CAS is a service designed to ensure that your technology agreements align with your IT strategy. Using a blend of impartial advice and workshops, our consultants will assess your current situation and future procurement plans, before evaluating the different agreements available and building a better commercial approach to support your strategic aims.

CAS is most effective during these scenarios:



Contract renewals



Purchasing new technologies



Mergers, acquisitions, divestiture or business sales



Digital transformation programs



Migration to the cloud

Understand

An estate review will establish a baseline, address any existing risks you are exposed to and look to improve the deployment of your assets.

Plan

Your future technology and procurement strategies are surfaced, challenged and captured in a workshop environment to ensure a robust licensing strategy can be aligned to them.

Evaluate

Every available route of licensing is exhaustively modelled, uncovering opportunities to save and negotiate. This allows you to give due consideration, ensuring you select the best option for you.

Negotiate

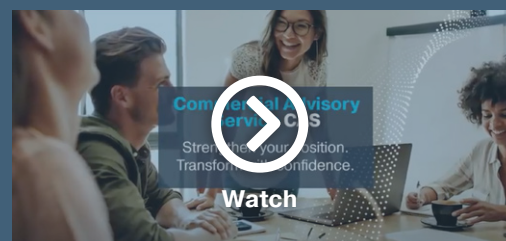
Purchase only what you need, when you need it. Off-the-shelf contracts, packages and suites are, by nature, unlikely to be the best fit for any organisation.

Execute

Deploy fit-for-purpose software packages and online services free from the spectre of unbudgeted spend.

Case Study - ABP Food Group

ABP wanted to transform and adopt Microsoft 365 (M365). This required a business case for change, so they approached Bytes for assistance. Our CAS team held several workshops with ABP to understand their business requirements, before building a commercial model that maximised the value of M365. This model enabled ABP to articulate the benefits of M365 and the business case was approved successfully.



Food Group

“The Bytes CAS service has delivered superbly, helping ABP to understand the complexities of Microsoft licensing and the impact on our business divisions. The service has provided us confidence in our decisions and enabled a robust negotiation with Microsoft. Without the insight that this service has provided, I am certain that ABP wouldn't have been able to purchase Microsoft 365 with confidence.” John Armstrong, Group IT Director, ABP Food Group

Why CAS?



Average savings
of **34%**



CAS saves our customers over
£28 million per annum



Over 90% of CAS customers
employ CAS again for their
subsequent renewal

Targeted support when you need it most

Our CAS team can provide specific advice around Microsoft, IBM, Oracle and SAP. We understand the complex nature of such agreements and can advise on the best commercial approach for whatever you're looking to adopt.

Here's what our experts can do:

Microsoft	IBM	Oracle	SAP
- Ensure maximum advantage is obtained through the managed use of WinSvr (HUB) and SQLSvr (BYOL) entitlement in Azure - Identify and mitigate compliance risk introduced via Citrix (or similar) without necessary controls - Optimal licensing of SQL Server workloads deployed in a virtual environment - Obtain full advantage of Development Rights and avoid compliance risks - Explain how to license Microsoft workloads in non-Microsoft public cloud environments i.e. AWS and GCP - Help you understand and implement Power Automate (AI & RPA) licensing optimally	- Manage Sub-Capacity Licensing with the IBM License Metric Tool (ILMT) - Simplify Cloud Pak and Hybrid Licensing - Clarify Licensing Metric Changes and their impact on your current deployments or usage - Track compliance for speciality IBM solutions	- Manage licensing for Oracle products deployed in a virtualised environment - Support around unplanned deployment and/or use of premium Options or Management Packs - Clarify interpretation of the Named User Plus metric and the minimums required for different products - Support around Restricted Use licenses allocated to non-compliant workloads - Match Support Rules to the actual deployments within an estate - Clarify changes in Licensing Terms i.e. Java is now a commercial, managed product for many deployments	- Support around Role Governance and Overprovision - Clarify SAP HANA Runtime Licensing & Compliance - SAP S/4HANA cloud migration planning - Simplify Licensing Indirect Access and the Digital Access Program - Support for outdated SAP Contract Terms

CAS optimises
your procurement
of leading
technologies



ORACLE

CITRIX

IBM



Adobe

aws

vmware



Transform with confidence today. Contact us on
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