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ITAM Commercial Advisory

Jan 2026

1 Publisher Optimisation Service

This service is a piece of software procurement consultancy devised to assist with more complex and significant licensing expenditure. Avoid and reduce costs as far possible and, once no further reduction is possible, enjoy peace of mind that expenditure is well-placed and will deliver a return on investment.

Features

- Address publishers such as Microsoft, IBM, Oracle, ServiceNow, Salesforce, Broadcom and Adobe.
- Consolidate and co-terminate disparate contracts where appropriate.
- Tackle significant Enterprise Agreements / CSP / MCA / MACC renewals.
- Address organisational mergers and divestitures.
- SoftwareOne optimises hundreds of contracts every year.
- The outputs of the service are not predicated on transacting any software licensing / subscriptions via SoftwareOne.

Benefits

- Gathers (and sometimes challenges) your global technology, procurement and business strategies to forge a licensing strategy.
- Exhaustively documents opportunities, limitations and risks attached to each option available to you.
- Performs commercial due diligence to help you make informed decisions and subsequently justify them.
- Provides a bespoke negotiation plan to allow you to negotiate from a position of strength.
- Writes the business case to support change and underwrite upcoming projects / initiatives.
- Delivers an average saving of 30% across a three-year term.

2 Pricing Structure

SoftwareOne resources each engagement as appropriate to ensure the requisite level of expertise is applied in a cost-effective manner using the following day rates:

Principal Consultant - £1650

Senior Consultant - £1450

Consultant - £1250

Analyst - £800

Where circumstances arise necessitating unbudgeted services, SoftwareOne offers a 'Shared Success' gainshare model, allowing for the delivery of services with no upfront cost, with service fees being derived from recognised savings, ensuring no wasted expenditure.

Example Scenario:

An organisation with 1800 information workers and 800 frontline workers is approaching an annual Microsoft M365 and Dynamics365 renewal valued at circa £840,000.

SoftwareOne estimates that savings of circa 30% (£252,000) can be achieved

Option 1 – Fixed Cost Engagement

Option 1 – Fixed Service Fee Model	
Microsoft Optimisation Service	£26,400.00

Option 2 – Shared Success

Starting Situation	1 Year Costs
Defined Baseline	£840,000
Realised Renewal Outcome (26% Saving)	£621,600
Realised Renewal Savings	£218,400

Calculation of the Shared Success Fee	Savings	Shared Success
Savings	£218,400	-
30% Shared Success Fee	-	£65,520
Total Effective Savings for Example Customer	-	£152,880

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