

bedigital Services Overview

IT solutions that enhance your investment in technology and people



Overview



WHO WE ARE

- Independent IT asset management & commercial IT advisory solutions provider
- Experts at identifying and delivering value across the entire technology stack
- Specialists at working within highly regulated and secure business environments



WHAT DO WE DO?

Software Asset Management, Hardware Asset Management, ITAM Maturity, Cloud Optimisation & Data Accuracy, Audit Defence, AI Readiness, Commercial Advisory & Cost Optimisation, Mergers, Acquisitions and Divestitures



WHO DO WE DO IT FOR?

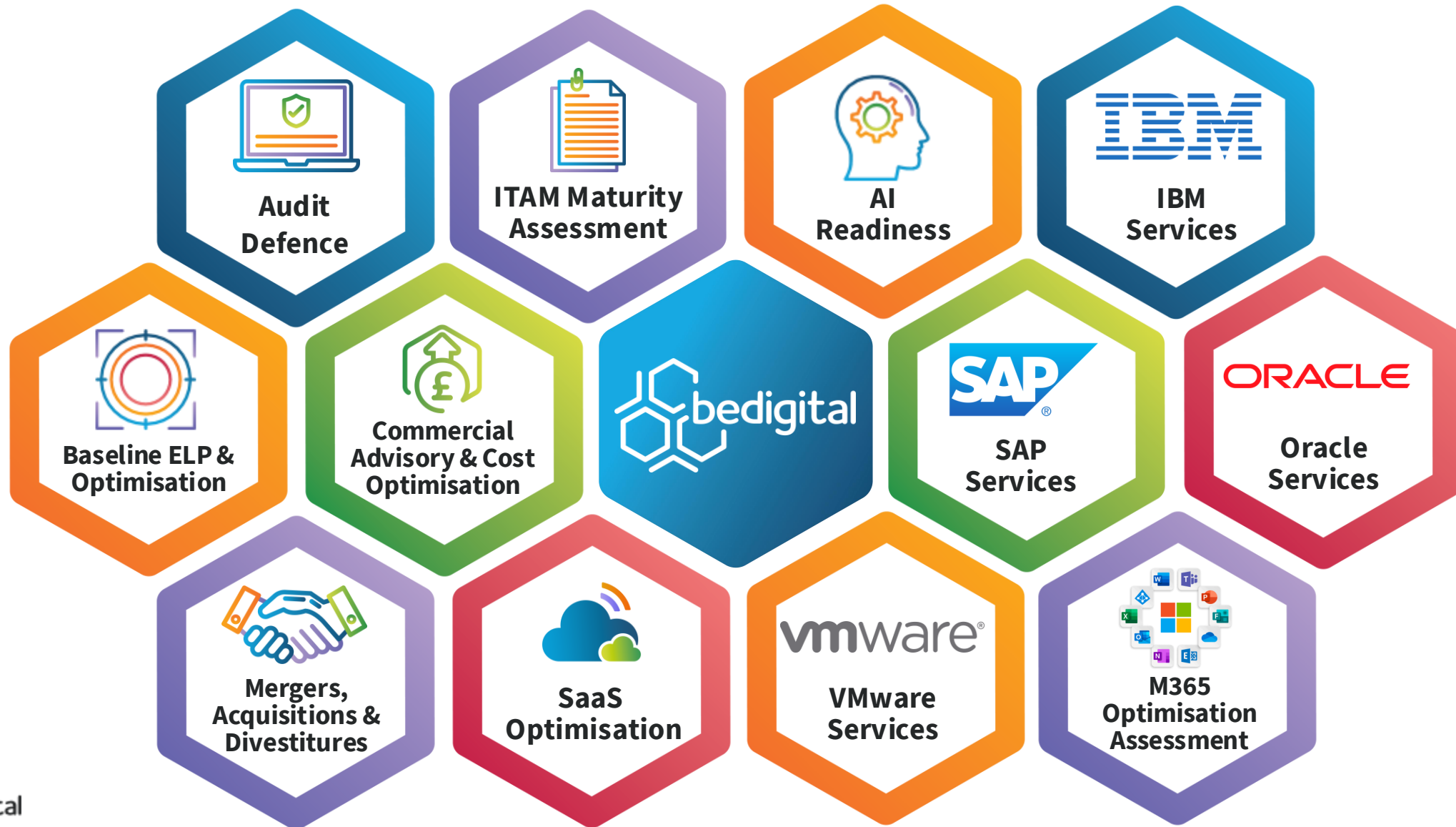
Retail, Health Care, Government, Financial services, Banking, Manufacturing, Pharmaceutical, Energy & Defence



OUR APPROACH

Every company is unique, and we work with your team to apply best practice based on both business need and business context. We take a holistic view of IT asset management; working collaboratively with all stakeholders and departments.

The bedigital service portfolio covers the full asset life cycle



ITAM services that define and shape a solution to fit your needs

ITAM Services

An in-depth analysis of your organisation's ITAM processes, technology and capabilities.

Using the ISO standard, alongside best practise guidance, we help you understand how you can improve your ITAM maturity and get the most from your assets.

Supporting the delivery of your ITAM solution:

1. Create and communicate an ITAM strategy that drives value across the business.
2. Define the governance and controls around software purchases, deployments and renewals.
3. Gain control of your software estate, ensuring compliance and proactive cost savings
4. Make decisions based on accurate data that you can replicate and trust.
5. Permanently reduce the risk of vendor audits and settlement fees.

Independent, non-affiliated, multi-vendor audit defence services

Audit Defence

Supports organisations through vendor-led audits, ensuring the organisations have a clear understanding of their licensing estate and are in a position of strength for vendor negotiations.

Solutions for audit defence challenges:

1. Help you understand the contractual obligations you have with the vendor, especially around cooperation with an audit.
3. Prepare you and make sure you are in the strongest position for renewal negotiations.
4. Assess whether your software licenses are under, or over deployed, and provide expert advice on next steps and remediation options.
5. Deliver a detailed synopsis on expected audit outcomes and assistance in negotiations around compliance resolution.

Providing meaningful insights to enable cost savings and IT estate optimisation

Baseline ELP & Optimisation

Providing a view of your current licence position and identifying areas of cost savings and optimisation within your estate supporting the current and future IT Strategy

Support solutions for managing your IT estate:

1. Deliver an Effective License Position for a specific Vendor.
2. Provide clarity on where licences are deployed, their usage and where re-harvesting rules can be applied.
3. Improve budgeting around your annual licensing spend for a specific vendor.
4. Prepare your data for a renewal, true-up or ULA exit.
5. Conduct annual 'health checks' to identify and remediate any compliance, security, or financial risk to your organisation.

Providing comprehensive insights enabling you to assess your entire IT estate

SaaS optimisation

A comprehensive assessment of your Software as a Service (SaaS) estate for your chosen vendors. The service includes an easy-to-digest bespoke report that gives you full visibility of your SaaS assets along with actionable recommendations on optimisation and renewals management.

Optimisation solutions for your IT estate:

1. Accurately report on your SaaS usage and your SaaS estate.
2. Gain full visibility and discover options for control of Shadow IT.
3. Identify and highlight duplicated technology to provide cost savings.
4. Proactively manage and deliver optimised SaaS renewals.
5. Reduce environmental impact by not over-provisioning cloud services and lowering your SaaS application sprawl.

A variable & dynamic set of services designed to put you in control

Mergers, Acquisitions & Divestitures

This service focuses on the due-diligence any organisation should undertake in respect to its hardware and software assets when its business is undergoing a merger, acquisition and/or divestiture

Trustworthy data supporting due-diligence:

1. Define and agree the 'in scope' and 'out of scope' areas of the business.
2. Undertake hardware & software discovery to focus on what products/licenses are required to deliver each business service.
3. Collate entitlement and inventory data to ascertain ownership of the hardware and software assets.
4. Identify specific strategic options and make recommendations for new agreements including TCO implications.
5. Provide support to your procurement and legal teams based on the most viable options for your business.

Understanding true spend and how to optimise it, is vital to an organisation's success

Commercial Advisory & Cost Optimisation

Providing a view of your current licence position and identifying areas of cost savings and optimisation within your estate supporting the current and future IT Strategy



Suite of solutions available to clients:

1. Automated cleansing, classification and categorisation of your vendor spend.
2. Improve productivity by reducing manual, error prone, point in time activity.
3. Shadow IT, technical debt , tail end spend elimination that provides true visibility of your technology spend.
4. Peer level benchmarking to establish competitiveness of deals.
5. True SME level support with Mega vendor renewals, audit defence and ULA exits.
6. Support mergers and acquisitions with accurate spend and licence positions.

Understanding your organisations' AI readiness and leverage its full potential

AI Readiness

Artificial intelligence (AI) is transforming the world of business, but how do you know if your organisation is ready to embrace AI and leverage its full potential?

AI Readiness helps you identify your strengths and weaknesses, gaps and opportunities, risks and challenges, best practices and recommendations for implementing AI in your business.

AI readiness assessment will enable you to:

1. Understand the current level of AI maturity and readiness, and benchmark yourself against your peers and competitors.
2. Define your AI vision and strategy and align them with your business objectives and values.
3. Identify the key use cases and applications of AI that can deliver the most value and impact for your business.
4. Evaluate the technical, organisational and ethical aspects of AI, and ensure that you have the right capabilities, resources and governance in place.
5. Develop a roadmap and action plan for achieving your AI goals and measure your progress and outcomes.

Licensing expertise that eliminates risks and delivers savings



IBM Services

Do you have an upcoming IBM renewal? Are you being audited? Do you have ILMT? Are you aware of the sub capacity / full capacity risk? Would you like your IBM licensing managed by actual experts?

Our guidance is always rooted in your best interests, and we measure success by reducing your IBM costs, not increasing them.

Our mission is to drive down your IBM costs:

1. Our team comprises license and technical experts focused exclusively on IBM licensing, contracts, and management tools.
2. We maintain complete independence from IBM, their resellers, business partners, IASP partners, and auditor partners.
3. Having successfully delivered over 100 projects, we consistently uncover opportunities for cost reduction.
4. We execute projects swiftly and with minimal impact on your team.
5. We will identify opportunities to reduce your IBM costs or mitigate risks exceeding the consultancy fee you invest in us.



A complete end-to end service ensuring you get the most from your SAP contract



SAP Services

Our bedigital SAP service is available as a complete solution, from contract assessment to optimisation, or as modular components that can be used to supplement your internal teams and help you make the right choices for your renewal.



Unlock the value within your SAP contract:

1. **Contract Assessment:** We analyse your SAP contracts, benchmark against other SAP customers and provide improvement recommendations
2. **Usage Analysis:** Using an independent analysis tool, we determine how many SAP user licenses of each type is required
3. **Contract Optimisation:** Based on the contract and usage analysis, we will develop a new negotiation strategy for you
4. **Negotiation Support:** We provide full support with your SAP negotiations.

Optimise M365, secure operating environment & identifying savings



M365 Optimisation Assessment

Providing a view of your current licence position and subscription utilisation. Maintain the security of your Microsoft 365 Tenant and identify areas for improvements, cost savings and opportunities for optimisation within your M365 estate.

Making the most of your M365 services:

1. Assess and monitor the security status of your M365 Tenant.
2. Maximise your investment and understand level of utilisation for all subscription features
3. Create and manage a blend of subscriptions based on user profiles and business needs.
4. Provide enhanced visibility of where your data resides and who has/needs access to it.
5. Ensure you are maximising your return on investment by utilising all available technology.

Oracle licensing services focused on optimising your investment

ORACLE

Oracle Services

Providing an accurate view of your current licence position, identifying areas of cost savings and eliminating risks within your Oracle estate.

We measure success by maximising your existing investment in Oracle and putting you in control of your data.



End-to-end Oracle optimisation service:

1. Renewal preparation and strategy creation.
2. Provide accurate interpretation of LMS data, Java subscriptions and each component of your Oracle contract.
3. Support with ULA exit preparation, strategy and negotiations.
4. Unique audit defence methodology that reduces time to value and does not over burden internal resources
5. Utilise your SAM Tools to optimise Oracle usage and reporting.
6. Unlock the investment you have made in Oracle licensing.

Maximising your existing VMware investment and minimising costs

VMware

Broadcomm will be looking for a return on their VMware investment asap. They will do this via audits and the introduction of subscription licensing.

We help customers to quickly determine their VMware requirements and usage before the move to subscription license models, likely, double or triple existing costs.

Making the most of VMware Service:

1. Maximise your existing entitlement and realise cost optimisation efficiencies for your business
2. Optimise the use of SnS (Support and Subscriptions) that match your business requirements.
3. Determine the subscription values based on your level of business utilisation and not Broadcomm's estimate.
4. Create and communicate virtualisation and Cloud strategies that drive value across your business and increase return on investment.

Supporting delivery of technology projects that achieve your strategic objectives

CaaS support delivery

Capability as a Service (CaaS) delivers highly skilled and experienced technology professionals for both strategic and tactical engagements.

Whether you require short-term support or bridge knowledge gaps, bedigital are ready to meet your needs.



Resource that delivers technology projects:

1. Quickly deliver technical expertise to address skills gap within your organisation
2. Provide expertise and experience in Technology Strategy, IT Architecture, Devops & Engineering
3. Deliver programme/project management and PMO expert resource
4. Access to Infrastructure support & delivery experts
5. Provide support for business & data analysis, migration and transformation projects
6. AI Readiness assessment that identifies strengths, weaknesses, opportunities, risks and challenges
7. Specialist licensing advice, including vendor auditing, tooling selection, ELP and contract renewals.