

Leeds City Council use SCC.



SCC has helped Leeds City Council (LCC) realise £4m in cost savings over the life of a five-year supply agreement. ”



Having identified the 2013 Microsoft Enterprise Agreement renewal as a key opportunity to achieve savings while enabling LCC to continue to deliver key IT services, SCC set about engaging with the City Council.

Like all other councils, key to LCC was the uninterrupted provision of services to citizens. Their Microsoft Enterprise Agreement enables LCC to deliver these services and as such was a major investment in technology and represented a significant part of their overall IT expenditure.

With this knowledge, SCC proposed to LCC that the renewal be examined to ensure that it represented best value for money, was fit for purpose from a technical, compliance and commercial perspective and that LCC understood all implications and benefits from any future investment it may make.

As a Microsoft Gold Partner with Accreditations in Volume Licensing and Software Asset Management, SCC engaged LCC in a series of workshops to fully understand the objectives and requirements, validating this information against our knowledge of the customer environment.

SCC used Vendor Accredited Software Licensing Specialists and Software Technical Account Managers to consult key stakeholders and users within LCC to address LCC's existing environment, technical & functional requirements, business impact, overall cost and return on investment.

As their trusted advisor, LCC requested that SCC attend all meetings with Microsoft in the ongoing commercial engagement.

The new licensing agreement ensured that LCC were protected from impact of end of life products and able to deploy new technology to support their infrastructure and to achieve cost savings of 37% against the cost of their previous agreement.

David Maidment, Head of ICT Strategy at LCC, said: *"This project has further enhanced the relationship between Leeds City Council and SCC, demonstrating SCC's ability to work as an integral component of the decision-making process within a Public Sector organisation."*