

Case Study: PHARMACEUTICAL

WHO

- UK's leading pharmaceutical distributor
- 4 - 5 sites across UK
- Circa 400 users

CHALLENGE

- Microsoft Select Agreement causing operational and commercial issues
- Agreement increasingly inflexible
- Delays experienced setting up new users
- Escalating bills for new users, regardless of start date

SOLUTION

- Proposed moving to a newer Microsoft agreement
- Audited software usage across client and server estate
- Demonstrated commercials and potential savings of switching to usage-based agreement
- Onboarded to Office 365 and Microsoft CSP program
- Selected to cover both client and server-related software

Servium

BENEFITS

- Customer can now add and remove licences on-demand
- Greater flexibility and ease of use - only paying for what they use
- Savings of up to £1200 a year on licensing costs alone
- Able to switch on and trial extra software capabilities previously thought impractical

WHY SERVIUM?

- Superb knowledge of customer's estate
- Ensured Microsoft were closely involved in project
- Deep understanding of suitable licensing alternatives
- Brought expert partners to the table through Services Ecosystem



Workspace

