

SOFTWARE SUPPLIER RATIONALISATION PROGRAMME

FROM MANY TO ONE

We offer a trusted, proven and effective way to obtain a single supplier model in order to deliver cost savings and responsiveness across your entire software estate. Both business leaders and procurement teams face the perennial challenge of reducing cost and complexity of low value run rate software from a multitude of publishers. *“The IT department in 2020 is more about being storekeepers than gatekeepers – I need to make sure that my user base can use the best in class software tools that allow them to get their job done as quickly as possible. We are not looking to reduce the number of software publishers just deal with them more efficiently.”* Director of IT, FS Co.

The struggles of sourcing, negotiating and maintaining a relationship with a high volume of software publishers across multiple geographies is complex, confusing and time consuming.

Many publishers require credit card payments and extensive contracts all with various terms and conditions to be negotiated and renegotiated. Smart business leaders need low cost, simplicity, reliability and predictability. They need the stability of unified longer payment terms, a single number for first line technical support and committed SLAs. This results in consistent high standards and measurable cost savings against targets that quite simply reduce the software supply base from many to one. They have not got time to deal with licensing complexities, coupled with the hidden costs of renewals and excess usage.

HOW WE DO IT?

With 33 years' experience, one hundred procurement staff across seven geographies, 9100 publishers on the platform and an outstanding pedigree. We are able to access any software publisher at terms that are unachievable for others to obtain. We have 4100 resellers interacting with our platform serving over 240,000 enterprises across the globe.

CASE STUDY:

Client A has a Euro 25m annual software estate across 1960 tier 2 and 3 software publishers. They made the decision to move their business to a single reseller to manage their entire technology spend. The reseller knew they needed this project outsourced – so quickly brought QBS on the project. We analysed their software spend and consolidated the entire business on to a single monthly billing platform within 3 months. This resulted in considerable savings, full visibility and manageable SLAs.

The client is delighted and has renewed the contract with their reseller, and the reseller is actively pitching this service to their other global clients. *“Quite simply we act as an intermediary between the client’s reseller and the entire software publisher estate. QBS has responsibility for the software procurement and delivery – so we leverage our existing and established relationships to provide the ideal service of much better and more cost effective.”* Dave Stevinson, CEO, QBS Software.

The process is very simple – the client shares the software estate for analysis and QBS provides indicative quotations to prove capability. Shortly afterwards we move to a pilot stage with a fixed number of quotations and deliveries. Once the pilot stage is proven – we move to live stage and we manage the entire procurement and seek to deliver the entire solution in a single pane of glass – from many to one.

By working with a single supplier, the benefits are great, yet working with an expert in software rationalisation the benefits are exponential. No longer are your procurement people managing a plethora of software publishers from multiple sources. Organisations can rely on a single point of contact, talk to an expert with dedicated support and your enterprise can benefit from our process, economies of scale and 33 year dedication to tier 2 and 3 software.



QBS Distribution
7 Wharfside, Rosemont Road
Wembley
HA0 4QB
United Kingdom

020 8733 7103
sales@qbsd.co.uk

www.qbsdistribution.com