

# Realizing the value of Software-defined Infrastructure Services

Our Software-defined Infrastructure Services are designed to transform infrastructure. Data-driven insights and expert recommendations help you optimize asset availability and license management, while the enhanced visibility and control provided by our Services Portal can increase your return on investment and accelerate a shift to subscription software.

## How our clients are benefiting

With the right tools for managing the lifecycle of Enterprise Agreements, Smart Accounts and perpetual licenses more efficiently, our clients are seeing gains in compliance, cost control, risk mitigation and adoption.

**Services Portal accelerates business success with a single source of multivendor insights, supporting higher availability and optimized hardware and software asset lifecycle management**



Aggregates data from multiple vendors and technologies

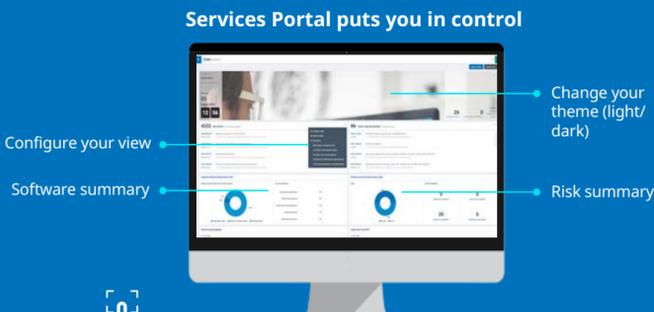


- Insights to optimize lifecycle asset management
- Digital wallet (license management)
  - Infrastructure insights
  - Technology adoption
  - Predictive insights
  - Asset availability
  - Vulnerability notifications

### 1 Regional oil & gas company

- 96% compliance
- Greater adoption

Unlocked business value by improving compliance to 96%. Increased adoption by repurposing 61% of their unused license pool.



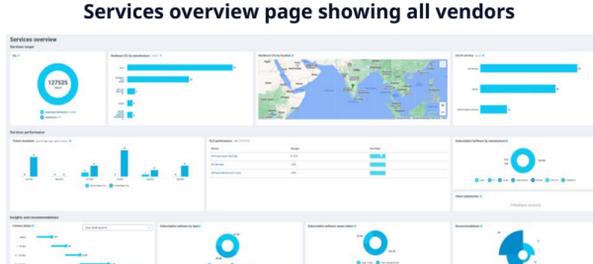
A single view across your infrastructure

### 2 Multinational chemicals company

- Simplified license management
- 100% license-pool compliance

Maximized the value of their licensing investments by leveraging Services Portal dashboards to simplify license lifecycle management, and achieved 100% license-pool compliance.

#### Services overview page showing all vendors



### 3 Major national retailer

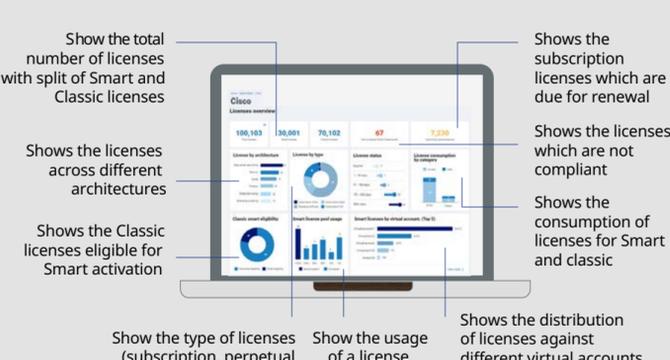
- Cost savings on underutilized license pools
- Reduced business impact risk

Data-driven insights highlighted a software compliance risk from overutilization and governance inefficiencies. With 110 license pools shown to be underutilized, cost saving were quickly identified and actioned. Business impact risk was identified from licenses due to expire over peak trading periods - with increased lifecycle visibility, this was quickly and accurately corrected.

#### Digital Wallet

A single source of insight to accelerate the shift to subscription software

Digital Wallet			
125.9K	576	739	208
<small>Smart Accounts</small>	<small>Smart Accounts</small>	<small>Smart Accounts</small>	<small>Smart Accounts</small>
21	11	17	
<small>Smart Accounts</small>	<small>Smart Accounts</small>	<small>Smart Accounts</small>	



### 4 Global transportation company

- Efficiencies and productivity
- Improved return on investment

Data-driven insights across multiple vendor technologies increased their digital transformation effectiveness - and improved efficiencies, productivity and their return on software investments.

#### Technology adoption insights



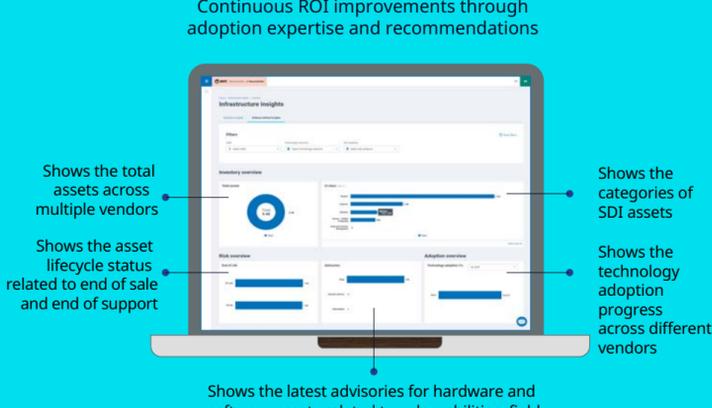
### 5 Regional legislative organization

- 30% cost savings
- Improved security

Improved visibility and control of their software lifecycle enabled savings of 30% from efficient license management. Near-real-time vulnerability notifications improved security and risk mitigation.

#### Infrastructure Insights

Continuous ROI improvements through adoption expertise and recommendations



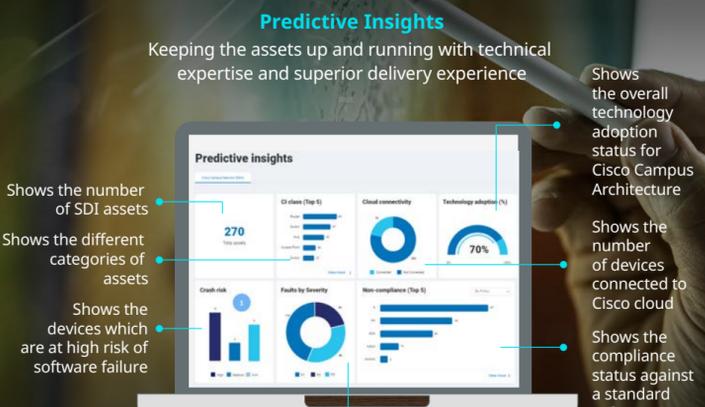
### 6 Regional media and entertainment company

- Better procurement decisions
- Cost optimization

Improved their procurement decision-making by consolidating hardware and software management through our Services Portal. Data-driven dashboards provided the multitechnology lifecycle insights needed for timely decision-making and cost optimization.

#### Predictive Insights

Keeping the assets up and running with technical expertise and superior delivery experience



#### Software-defined Infrastructure Services

Optimize lifecycle value with enhanced visibility and control of multivendor assets



License lifecycle management is simplified and optimized



Compliance and utilization is enhanced



Technology adoption is accelerated



Operational and financial risk is mitigated multiple across license types



Hardware asset availability is assured



See how our Software-defined Infrastructure Services can accelerate infrastructure modernization.