



# CONSOLIDATING LICENSE AGREEMENTS FOR A NATIONAL TRANSPORT ASSOCIATION

## Business drivers

The organisation was successfully working with Trustmarque on its Microsoft SharePoint strategy and had developed a collaborative approach to IT procurement and consultation. Recognising Trustmarque's expert position in Microsoft licensing agreements, the customer saw this as a good opportunity to maximise the return from their legacy licensing arrangements and asked for support to review their current position to develop a clear plan for optimising and managing their ongoing licensing.

## Trustmarque solution

Trustmarque recommended a migration to its Microsoft CSP licensing model to help identify, rationalise and manage these legacy agreements. This included access to its Cloud Enterprise Services Portal, (C-ESP) a dedicated customer portal enabling the **cost-effective management and procurement of Microsoft cloud products and services, all from one location.**

This online portal, designed, built and maintained by Trustmarque, has helped the customer to consolidate its licensing spend. With its pay-as-you-go model, Microsoft CSP negates the need for multi-year contracts and daunting upfront fees, so all cloud costs are controlled. It also enables the team to view and track cloud spend instantly from its comprehensive online dashboard, as well as identify unallocated licenses to reduce compliance risks.

## About the customer

This national transport association provides services and support to enable its members to succeed in delivering a successful UK-wide transport network. It strives to empower all members to better manage their digital transformation to benefit customers, staff and the wider economy.



## Outputs

The customer now has a consolidated view of all licensing agreements through the Cloud-ESP portal, as well as improved visibility of licensing consumption across the business.

They can now track usage and monitor peak spend periods, which in turn gives them greater control of their IT costs and the ability to manage purchasing much more efficiently. In the long-term, the customer is confident the Cloud-ESP portal will reduce risk and deliver significant savings.

## About Trustmarque

Trustmarque has been a Microsoft reseller since 1987 and was one of the original six License Service Providers first accredited with the foundation of the Volume Licensing Programmes in 1993. With 14 Gold Competencies, we are one of Microsoft's highest accredited UK partners and number one Public Sector Cloud Partner.

We can offer a unique blend of data and analytics derived through Cloud Enterprise Services Portal with expert licensing consultancy. Our experts work with you to ensure you continue to get the most from your IT investments, throughout the lifecycle.

## Benefits

Using Trustmarque's Cloud Enterprise Services Portal, (C-ESP), the customer has achieved several benefits:

- Reduced operating costs and better risk management
- Instant visibility of cloud and cloud license consumption
- Greater control of spend and purchase management
- Simplified monitoring and management of license usage, reducing compliance risks
- 7x24x365 C-ESP portal service support

