

Optimize your software investment to support digital transformation

DXC Software Licensing and Management Solutions

Market guidance

- Interest in public cloud migration has steadily increased at a rate exceeding 60 percent year over year since 2015, according to Gartner customer interaction data.¹
- Wherever possible, enterprises are seeking to centralize IT spending to ensure maximum economic leverage and eliminate redundant purchases. Gartner's 2017 IT Key Metrics shows that IT organizations on average allocate 79 percent of IT spending with central (formal) IT.²
- Gartner customers that improve their software asset management (SAM) license optimization capabilities typically report up to 30 percent software spending reductions within 1 year.³

¹ Gartner. A High-Level Framework for Planning Your Migration to Public Cloud Services, June 20, 2017.

² Gartner, Key Concepts in IT Financial Management: Budgeting, Funding, Transparency and Allocation, September 27, 2017.

^{3,4} Gartner. Research Roundup for SAM Tool Research for Enterprises, January 27, 2017.

⁵ Gartner. Reduce Your Software Maintenance and Support Costs by Up to 50% by Deploying These Often-Overlooked but Effective Best Practices, May 4, 2017.

Address hybrid IT licensing complexity; achieve software control, cost savings and compliance with DXC Technology.

Challenge licensing complexity

Traditional IT environments can't match the pace of change in the modern enterprise. That's why a hybrid cloud environment is a key element of digital transformation. Yet, these environments are challenging to manage. Software vendors, licensing contracts, license types and acquisition options abound, increasing complexity, costs and risks for enterprises.

Journey to optimization

An experienced, end-to-end IT services partner can help you manage this complexity. This partner should offer a portfolio of licensing services that span the entire software life cycle, and provide broad vendor coverage globally across the spectrum of traditional and disruptive software titles.

DXC Technology is uniquely positioned to be that partner. We work shoulder to shoulder with our customers to solve complex challenges in ways that minimize business risk and maximize opportunity.

Our Software Licensing and Management Solutions (SLMS) team enables customers to manage and optimize licensing for cloud and hybrid environments, drive software cost optimization, and maintain control and compliance. Gartner research indicates that "90 percent of

organizations could benefit from software license optimizations."⁴

SLMS offers license resale, subscription management, and full software portfolio and asset management solutions. We support midsize and enterprise organizations, vendors, partners and DXC teams with advice, acquisition, fulfillment, billing, reporting and management services for multivendor volume software. We offer licensing services as a modular component or embedded in other DXC solutions.

Gain cost savings

Software is either the first or second largest cost in the IT budget, and software support accounts for between 50 percent and 60 percent of that cost.⁵ Enterprises must ensure that they obtain maximum value from their software investment.

SLMS can help customers unlock their savings potential with efficiently structured software agreements. A leading analyst shows that IT costs can be reduced by up to 30 percent³ through mature SAM solutions. We drive efficiency and cost reduction through our integrated systems that provide visibility and enable control across your software license estate. This improves software pricing, terms and compliance, and guides a strategic approach to software management and optimization.

Enterprises across all industry types can benefit from DXC licensing solutions. Consider these examples of SLMS' success:

- **Cloud licensing.** DXC enabled a global media company to achieve a 50 percent cost reduction on Microsoft Office 365 and is now the company's trusted multivendor software licensing advisor.
- **Hybrid licensing.** A Microsoft Licensing Solutions Provider, DXC manages a consumer goods company's \$200 million, 5-year agreement with Microsoft. SLMS delivered renewal negotiation support and licensing advice. We're providing greater efficiency, control and visibility across 283,000 users and 213,000 devices running Secure Productive Enterprise E3 (Microsoft 365), Office 365, Azure and Windows 10, in addition to decentralized billing for the customer's sites worldwide.

Benefits

- Efficiently manage your software estate across platforms, programs and geographically distributed sites
- Optimize and save on software costs and SAM
- Prepare for software audits

Key Industries

- Healthcare
- Travel, Transportation & Hospitality
- Automotive
- Manufacturing
- Life Sciences
- Banking & Capital Markets
- Consumer & Retail
- Technology, Media & Telecommunications
- Insurance
- Aerospace & Defense
- Energy, Utilities, Oil & Gas
- Public Sector

- **Cost reduction.** DXC supported a pharmaceutical company in the European Union with licensing best practices through efficient administration, billing and consolidation, helping the company achieve cost savings of \$15 million over 5 years.
- **Software harvesting.** DXC's software harvesting services helped a U.S.-based pharmaceutical company realize savings of over \$1 million. The customer was unable to achieve this with previous service providers.

Choose the best partner

With DXC as your single point of accountability for end-to-end IT solutions and licensing, you get:

- **True partnership.** We developed our account management approach based on more than 25 years of experience. As a global software licensing reseller and SAM services partner, we are your licensing advocate in the DXC ecosystem.
- **Accredited expertise.** DXC is accredited by multiple software vendors worldwide, and is a top global Microsoft Licensing Solutions Provider, Cloud Solution Provider and Gold Cloud Competency Partner.
- **Best global coverage.** We consistently roll out and deliver solutions globally in more countries than our competitors, using one system of record.

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About DXC Technology

DXC Technology (DXC: NYSE) is the world's leading independent, end-to-end IT services company, helping clients harness the power of innovation to thrive on change. Created by the merger of CSC and the Enterprise Services business of Hewlett Packard Enterprise, DXC Technology serves nearly 6,000 private and public sector clients across 70 countries. The company's technology independence, global talent and extensive partner network combine to deliver powerful next-generation IT services and solutions. DXC Technology is recognized among the best corporate citizens globally. For more information, visit www.dxc.technology.

- **Best global capabilities.** DXC supports vendors' global price structures, ordering and billing in 130+ countries, invoicing in 50 local currencies, and with holding-tax mitigation expertise in 70 countries, offering more than our competitors.

Transition with ease

Your partner should be experienced in transitioning IT projects of scale. You can trust in DXC SLMS to help you with a successful transition:

- We are ISO-compliant with: the 9001 standard for quality management, the 14001 standard for environmental management and the 27001 standard for information security management.
- Our DXC Workplace and Mobility offering, which incorporates SLMS, was recognized as a Leader in Everest Group's Workplace Services – Market Trends and PEAK Matrix™ Assessment 2019.
- DXC manages more than 11 million Microsoft seats across more than 500 enterprise agreements.

Take the next steps

Contact your local DXC SLMS sales specialist to explore how we can address your licensing needs.

Learn more at
www.DXC.technology/slms