

## SARCOM Benefits Insurance Company With Software Licensing Solutions

**The Challenge:** An insurance company needed help with volume licensing contracts.

A Columbus-based Insurance Company was looking for a company to help manage their Microsoft, IBM, and Symantec volume license contracts. They turned to SARCOM.

**The Solution:** SARCOM provided definitive answers for the company.

SARCOM, in working with the customer, helped develop customized regular meetings to address their volume license contract needs. These meetings typically consisted of the following agenda items:

1. contract requirement updates
2. changes to their volume license programs
3. current promotions
4. contract renewal strategies
5. assistance with acquisitions and support regarding active deployments and implementations.

Along with these updates SARCOM provided customized reports. This showed the customer what they had purchased, giving them a better understanding of where their money is being made and spent. As a result of these meetings, the customer was kept up-to-date on their Microsoft, IBM and Symantec volume license agreements. They could now strategically prepare for upcoming renewals. They were then better prepared to utilize the technology that they invested in rather than trying to understand their individual volume license agreements.

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SARCOM used the following software licensing programs:

1. Microsoft Enterprise Agreement
2. Microsoft Select Agreement
3. IBM Passport Agreement
4. Symantec Volume License Agreement

**The Results:** SARCOM aided the insurance company to a better understanding and wiser solution.

- Software Licensing Reports
- Managing Acquisitions
- Contract Management
- Assistance with annual billings, scheduled billings and EA TrueUps
- Pre-Sales & Post-Sales licensing support
- Pre-Sales assistance with Deployment and Implementation Projects