

SARCOM Aids Power Company With Management and Benefits

The Challenge: A power company needs EA management and advice on Software benefits.

An Indiana-based Power Company was looking for a Software Licensing Partner to help with the EA Management. They also wanted a better understanding of what Software Assurance Benefits they are entitled to receive. They turned to SARCOM for advice and help.

The Solution: The SARCOM plan achieves the power company's objectives.

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 is up to date on their Microsoft and other volume license agreements, they can strategically prepare for upcoming renewals and they are better prepared to utilize the technology that they invested in rather than trying to

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understand their individual volume license agreements. SARCOM used the following software licensing programs:

- Microsoft Enterprise Agreement
- Microsoft Select Agreement

The Results: SARCOM's diligence and expertise benefit the Power Company.

- Licensing Welcome kit
- Software Licensing Reports
- Managing Acquisitions
- Contract Management
- Assistance with Annual Billings
- Assistance with scheduled billings and EA TrueUps
- Pre-Sales and Post-Sales Licensing Support
- Pre-Sales assistance with deployment and implementation projects