

Dimension Data's Software Services

A full-service approach to help extract greater value
from your software investments



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Do you have visibility of all your software assets? How much of the software that you own do you actually use? Can you prove the return on investment (ROI) of your software assets?

Most organisations struggle to show how their investment in software supports business goals. Countless complex vendor agreements, an inability to manage software through the entire lifecycle, limited skills and resources to deploy and manage software all contribute to the challenge of measuring ROI and demonstrating business value.

With the pervasiveness of Microsoft's software in most organisations worldwide, this becomes a natural place to extract efficiency and business value. However, this is by no means an easy task and you, like most organisations, may lack the internal resources or capabilities to achieve this.

The positive impact that a well-managed Microsoft software estate can have on your organisation should not be underestimated. That's why it makes business sense to consider enlisting the expertise of a service partner to help you unlock the full potential of your software investments.

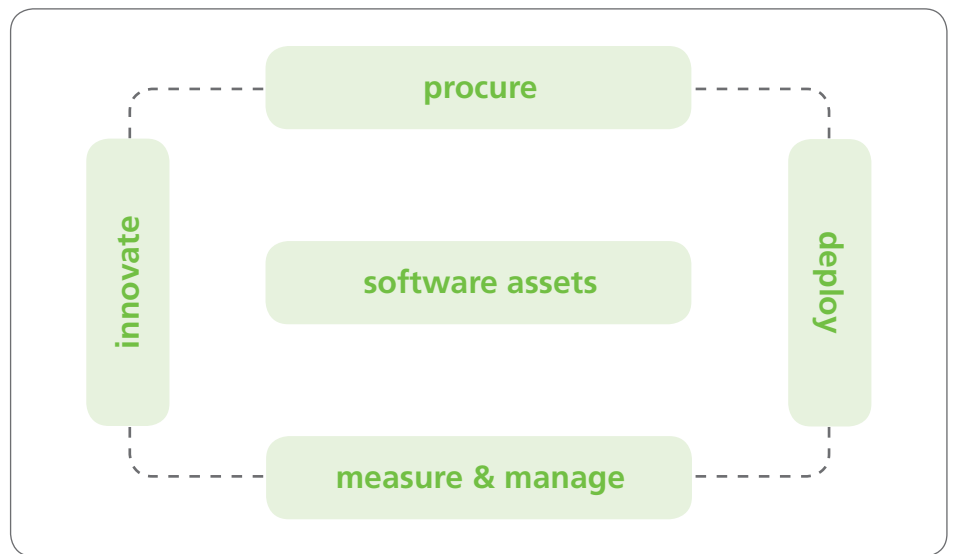
How Dimension Data's software services can help

Dimension Data can help you to proactively manage your software assets through a full-services approach that focuses on extracting value through the process of procurement, deployment, measurement, management and innovation.

Through our extensive experience in structuring Microsoft software agreements, coupled with our honed deployment and integration skills, we guide you through the process of:

Procurement

Key to maximising your return on software assets is optimising how you procure licenses and the structure of licensing agreements. Questions that need to be asked include whether to sign a Microsoft Enterprise Agreement? Would a Microsoft Select Agreement be a better choice? What does your current software estate comprise?



Deployment

In order to realise value from software licenses you need to plan, deploy and integrate the software you procure. Too often organisations do not fully understand what software they own due to complex licensing agreements and in turn end up procuring software from other vendors when they already own software with the same functionality. When you look at your deployment strategy it is important that you align your deployment roadmap to business objectives to extract maximum value.

Measurement and management

The measurement and management of your software is critical in order to create a compelling business case. You need to understand software utilisation and manage deployed software assets to ensure optimal performance. The measurement of your software is a key component of being able to successfully prove a return and justify future software investments.

Innovation

Continuous assessment of your software strategy, performance and deployment roadmap is required to ensure alignment with business objectives and goals as your organisation evolves. There are a number of ways in which innovative software solutions can positively impact the success of your organisation.

A long term approach

Realising the full potential of your software investments calls for more than a single-point solution. Rather, it requires a long term strategic approach in order to reap the financial, IT and business benefits. As the IT landscape evolves factors such as virtualisation, cloud computing, financial pressures and new sourcing models add another level of complexity to software considerations. This complexity need to be proactively addressed if you hope to achieve the full benefits of a software services approach.

Working with us, you can look forward to:

- An in-depth knowledge of Microsoft licensing agreements
- Expertise in structuring licensing contracts
- Proven ability to align business objectives with software outcomes
- Deployment and integration skills
- Ability to verify and prove return on investment
- Addresses software throughout all stages of their lifecycle

Why work with a full services partner?

- Move from a transactional based approach to software licensing to a value / outcomes based approach
- Gain greater understanding of your licensing agreements and entitlements in order to derive maximum value
- Match business requirements with corresponding Microsoft technology
- Utilise existing software investments
- Effectively and proactively control costs
- More effectively negotiate software agreements

A full services partner provides you with a single point of contact to address all your Microsoft licensing needs, manage your software assets and navigate the journey towards cloud computing. You can look forward to the ability to make more informed software purchasing decisions and the confidence that you are on track to realise the full potential of your software investments.

Wherever you are in your software journey, Dimension Data has the skills to help you arrive safely at your destination.



Dimension Data **can help** you to **proactively manage your software assets** through a full-services approach...

Why Dimension Data

Dimension Data provides a full lifecycle approach to Microsoft technologies. We help our clients to plan, build, support and manage their IT infrastructures and apply our expertise in licensing, Microsoft infrastructure and collaboration technologies, networking, security, desktop deployment and management – and our unique skills in consulting, integration and Managed Services – to create customised client solutions. Our global presence and multi-discipline skills mean that we can support clients from around the world with solutions that incorporate non-Microsoft software and hardware.

We have won 11 Global Microsoft awards over the past five years and received the 2009 Microsoft Partner of the Year award in the Licensing Solutions, Software Asset Management category. Our longstanding partnership with Microsoft places us in an ideal position to negotiate on behalf of our clients and leverage our vendor relationships to their benefit. We strongly adhere to the principle that the LAR and ESA industry need to deliver value to customers and our participation on the Global Microsoft Partner Advisory Council (PAC) ensures that we provide feedback and input to Microsoft as we adapt our business constantly to improve deployment and customer satisfaction.

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