



**“Axon helped us
reduce software
license costs and
add benefits at the
same time,”**

**says Keith Kana, Hamilton City
Council Systems Engineer.**

**“Axon’s consultative approach
delivered minimum cost impact and
maximum flexibility.”**

Managed Procurement Axon routinely cuts as much as 20% off customers’ procurement and support costs. For many customers, a highly valued component of Axon’s Managed Procurement is software licensing. Outsourcing the management of software licensing to Axon is a no-headache, proven way to ensure you never buy more licenses than you need, and that you’ll always pass license audits with flying colours. One of the key functions of Axon’s software licensing management service is to deliver accurate licensing expenditure forecasts. Axon manages customer volume licensing agreements for over 160 companies, including more than 30 public sector organisations.

For more information visit www.axon.co.nz.

Hamilton City Council Systems Engineer Keith Kana used Axon’s software licensing expertise to transition to a highly advantageous Microsoft G2009 agreement. The partnership with Axon gives the Council a single point of query for licensing matters, and online access to key information. Axon manages Microsoft software licensing as part of a larger managed services contract with the Council that includes support and management of 670 desktops, as well as IT procurement.

Strategic licensing unlocks value

The signing of a new, highly advantageous Microsoft G2009 licensing agreement is the fruit of a rigorous investigation by Axon and Hamilton City Council into current licensing, license requirements, and future licensing options.

Axon's expertise paid dividends in terms of getting an excellent fit for the organisation, says Hamilton City Council Systems Engineer Keith Kana.

"Axon helped us to reduce cost and add benefits at the same time," he says.

"For example we have a major application refresh underway, with a lot of virtual servers. Axon made sure we didn't buy Windows Server licenses, but processor licences that save us money and give us greater flexibility. They kept our options open and ensured we're not buying licenses we're not using."

Keeping future licensing options as fluid as possible was very much on the Council's mind when signing a three year agreement.

"Axon's consultative approach produced an agreement that will take us into 2012 with minimum cost impact and maximum flexibility," Keith Kana says.

"It goes far beyond simply ensuring license numbers are right."

"It goes far beyond simply ensuring license numbers are right, and that software is deployed in a way that matches the licensing agreement. We got a good deal with many

benefits. When we looked at the bottom line we could see Axon did a lot of work to ensure we lived within our budget. They did a brilliant job."

Keith Kana says he 'can't fault' the dealings the Council had with Axon's licensing specialist.

"He managed the project 100% and walked me through the whole process, including giving me a timetable of what I needed to do and by when. That gave me real peace of mind.

"We are a very diverse organisation, and keeping abreast of what we have is complex. Axon makes it easy for me and my team. We have one point of query, and can access key information online. We don't have to worry about anything falling through the cracks, and neither do we have to give licensing our full focus. Axon tells us when action is required, and has the skills and expertise to ensure an accurate and detailed outcome."

Managed Procurement – Software Licensing

- Treat software licensing as a strategic spend
- Investigate current licensing, license requirements and future licensing options.
- Accurate licensing expenditure forecasts.
- Consultative approach minimises cost, maximises flexibility.
- Single point of query for software licensing.
- Key information available to the customer online.
- Focus on your core business activities. Axon will tell you when action is required, and nothing will 'fall between the cracks'.
- Pass audits without spending time or effort
- Outsource software licensing management alone, or reap synergies from a wider procurement and/or managed services contract.