



Case Study: The Challenge Network

Software Recycling.



The Challenge is the leading charity for building a more integrated society and employs over 700 members of staff. The modest number of 158 young people reached in 2009 continues to grow and now deliver programmes to over 40,000 people each year and impact the lives of a great deal more through their work with policy-makers.

Business challenge:

The Challenge Network has invested heavily in CapEx and OpEx based software and services. There is a belief that there is duplication and opportunities to rationalise the software estate to leverage savings and would like this explored.

Harrison James provided and excellent service for us reselling our unused software licenses and firming up our ELP. We received just over £40k for very little work on our side.

Siân Prime – Head of IT

Harrison James' solution

Due to our track record and subsequent credibility in the non-for-profit sector, The Challenge Network engaged Harrison James to work with them on their existing challenges.

Working with the Head of IT our consultant performed an audit of the software owned by the charity (entitlement) and what was being used out there in the business (consumption). From that, we were able to articulate our clients risks and opportunities in terms of license risks and financial reclaim.

Based on our recommendations Harrison James were engaged to recycle unused software on behalf of The Challenge with the following critical success factors:

- ✓ Recoup as much CapEx and OpEx expenditure as possible
- ✓ Mitigate any license compliance threats that may exist.

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Outcomes.



>£40k in capital investment recycled and back in the bank of the client.



Identification of over 2,000 software licenses to be sold.



Significant reduction in support complexity and support costs.



Mitigation of license compliance threats within the IT estate.

Interested? Email info@harrisonjamesit.com or visit harrisonjamesit.com