



Working closely with Oracle, Bytes helped Electricity North West through a complicated IT infrastructure transition.

Following divestment, Electricity North West needed to transition and rationalise their IT systems to a new independent environment. Being involved from the outset, Bytes Software Services provided clear recommendations on how their Oracle software estate could be re-modelled to provide comparable technology at a **seven-figure reduction in cost**. Negotiations between Bytes and Oracle allowed Electricity North West to concentrate on the logistics of their move without having to worry about compliancy issues during the transition.

The Challenge

In 2007 Electricity North West was created following divestment from United Utilities Group PLC. However, all IT systems were retained and continued to be operated by United Utilities on behalf of Electricity North West up until September 2011. In June 2010, Electricity North West selected a new IT service provider to transition all IT services from United Utilities and build a new Data Centre. This transition involved the rationalisation of databases and shared applications for over 1,500 desktops and a legacy server infrastructure to a new, single ownership architecture. This required migrating existing license agreements with Oracle as well as the need to purchase additional licenses. This process was made all the more

complicated by their virtualised environment and the pressure to remain compliant with Oracle throughout the process.

The Bytes Solution

Bytes Software Services engaged with Electricity North West to provide a software license audit and establish a full pre-divestment license position, both in terms of 'Grant' and 'Usage'. Electricity North West gave Bytes full access to their software licensing contracts to allow them to assess where savings could be made against current and future usage plans.

This assessment enabled Bytes to completely re-shape the Electricity North West software licensing models to fit

Customer Profile:

Company: **Electricity North West**
Industry: **Electricity Distribution**
Country: **North West of England**
Revenues: **£394M**
Employees: **1600**
Website: **www.enwl.co.uk**

Bytes Solutions Provided:

- Oracle Database Enterprise Edition
- Oracle Tuning Pack
- Oracle Diagnostics Pack
- Oracle Partitioning
- Oracle Spatial
- Oracle Active Data Guard
- Oracle Internet Developer Suite
- Oracle licensing Cost Modelling Service within a Virtualised Environment
- Microsoft Licensing Cost Modelling Service
- Bytes Software Asset Management Services

Key Benefits:

- Seven-figure saving on Oracle license costs
- A structured cost modelling approach
- Allowing time for Electricity North West to spend on new company infrastructure
- Kept Electricity North West compliant with Oracle during transition
- Retained discount level despite a significant reduction in Software usage

contd...

“” *The Bytes team remained by our side throughout the whole process, providing extensive expert assistance. Their knowledge of Oracle systems ensured we got the right solution, at the most economically advantageous value for Electricity North West.*

Andy Harper, IS Supplier Manager

their new infrastructure and database requirements, whilst keeping a close eye on capital expenditure and future TCO. Following extensive negotiations with Oracle, Bytes achieved agreement for the same discount level to be applied for all new purchases for a further six month period ensuring consistency on late project modification.

The Benefits

Being involved in the project from such an early stage allowed the Bytes licensing team to fully appraise Electricity North West's current software usage requirement against future demands, and then apply their knowledge of Oracle licensing agreements to leverage the best possible deal. Having a close working relationship with Oracle and in-depth knowledge of their database software allowed Bytes to carry out all licensing negotiations as well as making sure that Electricity North West remained compliant throughout the transition of their systems. This shielding from compliance pressure

from Oracle, as well the trust placed with us to negotiate the best solutions for Electricity North West, allowed them time to concentrate on the work required on their infrastructure separation and transition. **The re-shaping of their software license grant - and further discount negotiations - resulted in a seven-figure saving for Electricity North West.**

Bytes Licensing Team

The Bytes team were on hand at all times - even outside office hours - to provide 24/7 support and advice to ensure a problem and hassle free transition from audit through to end state delivery. As well as being involved in the design of Electricity North West's new server infrastructure to help reduce licensing costs, Bytes liaised with their suppliers and outsourcers to give Electricity North West the freedom to focus on the IT transfer and infrastructure logistics.



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Electricity North West

Electricity North West owns one of the original fourteen regulated electricity distribution networks in England, Wales and Scotland. Electricity North West has a licence which specifies a distribution service area within the North West of England.

They distribute electricity to customers' homes on behalf of the electricity supply companies and their primary aim is to ensure the reliable supply of electricity in the North West in the safest possible way. Working throughout North West England, Electricity North West owns, operates and maintains the electricity distribution network. This incorporates 58,000km of cables, 96 bulk supply substations, 363 primary substations and 33,000 transforming points, delivering over 24 terawatt hours of electricity annually to some 5.1 million people in 2.4 million domestic and industrial properties.

Why Bytes for Software Licensing

Bytes Software Services has been at the forefront of enterprise software licensing for over 25 years. We've achieved success in this often confusing and over complicated field due to a full understanding of vendor policies, global market differences and our unique positioning between our customers and vendors.

We support and represent our customers in all discussions and agreement negotiations.

