



Supporting an NHS Foundation Trust with their need for reduced costs and increased software management and performance

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The Challenge

With over 3,000 devices spread across 86 sites BSMHFT recognised the need for an effective Software Asset Management solution for their Microsoft estate. Their current processes and technologies to manage their PC estate were not providing them with the visibility or control they wanted; this was exposing them to potential compliance issues and inefficient licence re-harvesting and software usage.

The Bytes Solution

Following several meetings, BSMHFT engaged Bytes to provide a managed service SAM solution to enable them to reach the levels of control over their Microsoft estate they needed.

The first step was to gain a complete understanding of the technologies and processes in place and agree on a solution to improve the business. The next step was to complete a full software audit of all Microsoft titles installed across the estate. This then enabled Bytes to compare this data with all purchases made under all their

current and old Microsoft agreements highlighting any shortfall or over licensing.

Bytes then initialised the “Bytes Asset Management Service (AMS)” building a solution using the market leading Asset Management tool from Snow Software. As a managed service Bytes are responsible for uploading all Microsoft purchases into the Bytes AMS portal, saving BSMHFT time and resources, allowing them to concentrate on other projects.

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Customer Profile:

Company: **Birmingham and Solihull Mental Health NHS Foundation Trust**
Industry: **NHS**
Employees: **5000**

Bytes Solutions Provided:

- Snow Licence Manger
- Snow Inventory Manager
- Bytes Software Asset Management
- Bytes Managed Service

Key Benefits:

- Software Compliance Assurance
- Significant cost savings moving forward as BSMHFT are now in a position to re-distribute existing under-utilised software licences
- Accurate Inventories
- Contract & Agreement Management
- Time Savings now used to add value to the business
- On-going Procurement Advisory Service from Bytes

“Deploying the Bytes Asset management Service has allowed us to track and keep up to date with all of our Microsoft licenses. It has also allowed the Trust to reuse those licenses not currently being used which has led to a much tighter control on license spending.”

James Longmore,
Director of ICT, Estates & Facilities

The Benefits

With the introduction of the Bytes Asset Management Service, BSMHFT now have full control of their Microsoft estate, this also includes management of all their software agreements.

The benefits delivered range from the significant time/money savings achieved from outsourcing the management of their Microsoft estate to improved monitoring of software usage and re-harvesting of software licences.

Another benefit BSMHFT are utilising is Bytes' procurement advisory service; every time an order is placed Bytes check the AMS system to ensure that the licence is truly required.

This is done by checking if there are any surplus licences available and also by ensuring the licences installed are actually being used.

Bytes Licensing Team

The Bytes licensing team worked closely with BSMHFT to provide support and advice on their software estate and subsequent upgrades. The team's extensive knowledge of BSMHFT's requirements, IT and Microsoft licensing enabled them to identify and deliver the perfect solution for The Trust.

Birmingham and Solihull Mental Health NHS Foundation Trust

This trust serves a culturally and socially-diverse population of 1.2 million spread over 172 square miles, and has an income of over £200 million, making it one of the largest mental health foundation trusts in the country.

The trust has over 4000 dedicated staff who are continually working to help people get better and challenge the stigma associated with mental illness. The trust operates from over 60 sites in a variety of settings, from community based mental health teams through to acute wards and day centres.

Why Bytes for SAM

Bytes SAM team have been in operation for over 10 years – since the earliest days of the recognition of the importance of Software Asset Management. As such we have a very mature operation, which has evolved in line with customer requirements. We employ some of the most experienced consultants in the business, with over 100 years experience between them.

Bytes pride ourselves on being "thought leaders" within the SAM space, having been heavily involved in the development of some of the key standards used today, including ISO19770, as well as developing a Bytes maturity model that incorporates SOM, ISO and NIMM. Our mission is to enable customers to understand what software they own, use and need, and to ensure they remain compliant whilst being positioned to procure, install and maintain control of their software portfolio.



I have no doubt that this product will lead to us saving significant sums of money by not needing to purchase so many licenses in the future. At the same time we are able to maintain total confidence in our software compliance status.

James Longmore,
Director of ICT, Estates & Facilities



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