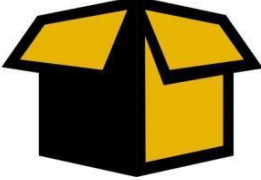
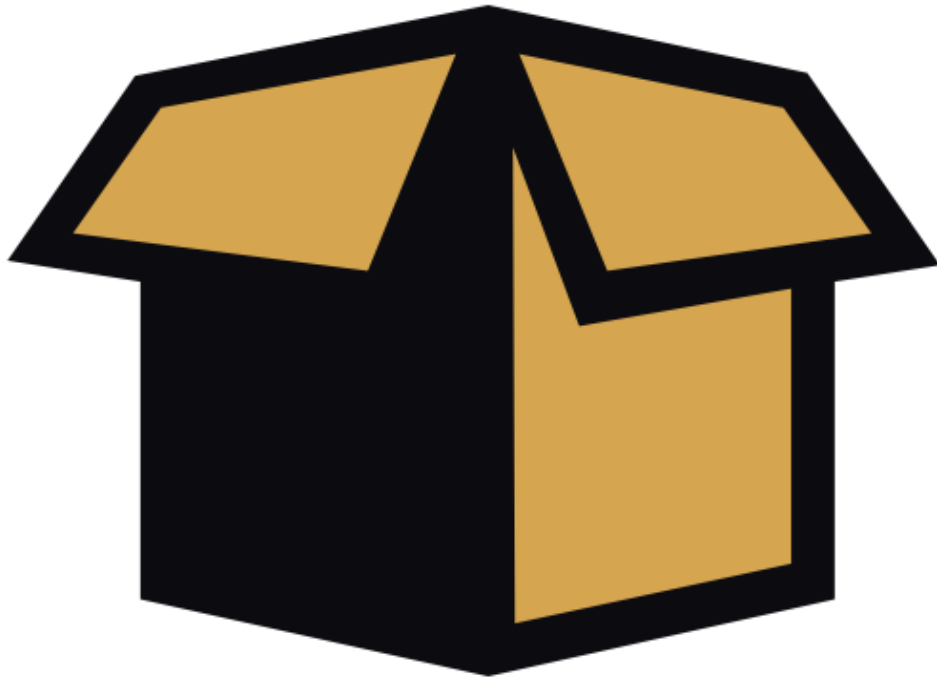


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THINKING OUTSIDE THE BOX



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Hospital in the region of the city of Utrecht in The Netherlands, with 7,700 employees

Citrix environment

At the time of contracting, the hospital has a new 3-year contract. Need to determine a 3-year roadmap or an interim solution of short duration.

Hospitals and healthcare institutions usually opt for a long-running (ICT) solution, such as Office 2013 or Office 2016 or Windows XP, Windows 7. The reason for this is network stability on the one hand, and the integration of sector-specific applications on the other. But an important component is also the avoidance of disruption of the processes of employees or the prevention of support overflow due to new features and 'button moves' in new(er) versions.

Basic data:

1. The hospital should enter into a new 3-year contract in 2021
2. The hospital would have to decide between; on-premises, Cloud or a hybrid Cloud
3. The investment Full O365 amounts to 3 million
4. The Investment 3 years "as is" amounts to 2.3 million

The options:

1. No Cloud (yet); it can always be applied (partly), where necessary. Investing in the Cloud now does mean that the Hospital will pay for what is not (yet) in use for a longer period until the actual Cloud implementation.
2. On-premises is too expensive to extend and people are now also running on older versions.
3. Alternatives should be sought and investigated.

Conclusion:

1. SAM investigation advised, in order to get a clear picture of the current licence structure.
2. Extend investments already made, by means of SA via MPSA contracts for 3 years.
3. Deficits, which have arisen or are present due to the non-renewal of the ESA in combination with the non-renewal of the SA, are to be supplemented in the most budget-friendly way possible.

Result:

- The organization opts for the purchase of 700 x Microsoft Office Pro Plus 2019
- The organization chooses to extend the SA, by renewal via MPSA.
- Cost of the new contract over year 1: €700,000 - years 2 and 3: €580,000 each.
- Total investment through pre-owned & MPSA for 3 years: € 1,860,000. This results in saving compared to Cloud is €1.100.000 and compared to on-premises is €440.000