LICENCE PRO
Think outside the box

Organization: Hospital in the middle of The Netherlands

Number of Employees: 7.700
Licence type: Citrix environment

The Hospital has a new 3-year contract at the time of contracting. Need to determine a 3-year roadmap or an interim solution of short duration.

Hospitals and healthcare institutions usually choose for a long-term (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 prevention of disruption of the processes of employees or the prevention of support overflow due to new features and 'button movements' in new(er) versions.

Basic data:

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

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 renew and people are now (also) running on older versions.
3. Alternatives must be sought and investigated.

Conclusion:

1. SAM research advised, in order to get a clear picture of the current licensing 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 MPSA contract for 3 years.

    supplement in the most budget-friendly way.

Result:

-   The organisation chooses to purchase 700 x Microsoft Office Pro Plus 2019
-   The organisation chooses to extend the SA, through renewal via MPSA. Cost of the new contract over year 1: € 700,000 - year 2 and 3: € 580,000 each.
-   Total investment through pre-owned & MPSA for 3 years: € 1,860,000. This results in a saving compared to Cloud is €1,100,000 and compared to on-premise is €440,000