

Bytes COMMERCIAL ADVISORY SERVICE (CAS)

Bytes' CAS is designed to assist you in tackling complex procurement scenarios.

Our 'no stone left unturned' approach to cost modelling will grant you with unprecedented visibility of your available options, cost-saving measures and negotiation levers. This degree of transparency will assist you in your future business decisions, and ensure that short-term savings don't result in the unwitting acceptance of long-term costs.

Is your organisation facing significant software expenditure or business change?
We can help.

The CAS service provides you with support with the key decision making required for success in:

- > Contract renewal
- > Mergers, acquisitions, divestiture or business sale
- > Transformational programs
- > Addressing the discovery of non-compliance
- > Migration of users and/or workloads to the cloud



Bytes have been at the forefront of getting an understanding of how we work as a business, how we can leverage costs and reduce expense.



Customers engage Bytes for the Commercial Advisory Service to achieve:



A robust business case for change



Commercial due diligence



Confidence that licenses and online services are tailored to your needs



Cost savings (typically 30% over a 36-month term)



Elimination of unbudgeted spend

There are five phases in the process for the Commercial Advisory Service:

Understand

An estate review will establish a baseline. Address any existing risks you are exposed to and look to improve the deployment of your assets.

Plan

Your future technology and procurement strategies are surfaced, challenged and captured in a workshop environment to ensure a robust licensing strategy can be aligned to them.

Evaluate

Every available route of licensing is exhaustively modelled, uncovering opportunities to save and negotiate. This allows you to give due consideration, ensuring you select the best option for you.

Negotiate

Purchase only what you need, when you need it. Off-the-shelf contracts, packages and suites are, by nature, unlikely to be the best fit for any organisation.

Execute

Deploy fit-for-purpose software packages and online services free from the spectre of unbudgeted spend.

To find out more about **Bytes Commercial Advisory Service** contact us on:
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SOFTWARE SERVICES