Hi there,

Welcome to the latest edition of Livingstone Group's Foresight newsletter, we hope that you and your family are safe and well during these extraordinary times.

As you may have seen in the industry news Livingstone Group have had a busy year. We have made important acquisitions of Derive Logic and Cloud Optics; these have enabled us to grow significantly and our team of more than 150 now serve clients and partners in over 20 countries around the world. We help them reduce their software and cloud costs, manage their strategic vendors effectively, mitigate risk and deliver value from their technology investments.

We understand that the current environment is challenging for everyone, if you need any help or support on any of the subjects covered in this newsletter then please do not hesitate to contact us.

Contact an Expert

We are always here to help and support you, please stay safe and well.

On-Demand Video Content: The Changing Vendor Audit Landscape

Expose Your New Vendor Audit Risks

As organisations adopt an ever increasing number of cloud solutions with subscription based licensing, so the traditional landscape of software publisher audits and related risk is also evolving at an ever increasing rate. What is happening in the market, which software publishers represent an increased risk and understanding how to identify that risk in your organisation is critical. Attend this on-demand executive briefing to understand these changes and find out how to prepare through best practice, in this session we also discuss the effect the current Coronavirus is having on the use of audits by leading vendors. Click here to view the on-demand webinar

Downloadable eBook: Optimizing your Microsoft True-Up

Discover the key steps to optimising your Microsoft True-Up, Renewal or contract negotiation.
This short interactive eBook, written by Livingstone's Microsoft licensing specialists, guides you through the SIX STEPS to Microsoft True-Up success:

- Inventory
- Capture & Analyse Entitlements
- Understand Complex Products
- Identify Opportunities for Optimisation
- Factor in the Cloud
- Negotiate from Strength

Download your copy [here](#).

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**On-Demand Video Content: A Blueprint for Software Lifecycle Management Transformation**

**Delivering outcomes on budget risk, cost control and investment value**

Delivering outcomes on budget risk, cost control and investment value requires a holistic approach to understand and implement the necessary SLM target operating model. In this on demand session we explore the relationship between data, process and skills leveraging technology investments within complex enterprise organisations. This session will provide you with a fit for purpose blueprint to start and guide you on your SLM journey helping you innovate and collaborate to deliver successfully negotiated optimised outcomes. Click [here](#) to view the on-demand webinar.

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**On-Demand Video Content: A Blueprint for Software Portfolio Management Optimisation**

**Align business strategy to the modern workplace**

It has never been more important to understand the important announcements vendors have released regarding both their license subscription road-map and product support offerings. These changes will affect almost every organisation's IT strategy and will only accelerate the growing level of technical debt, spiralling cloud consumption costs and complex licensing agreements that need to managed effectively. This on demand session will offer an SPM blueprint that can be used to align business strategy to the modern workplace, through understanding firstly how users consume software to then creating aligned profiles, catalogue management and financial reporting that allows our clients to unlock substantial cost savings and define the policy and process an organisation needs to drive continual improvement. Click [here](#) to view the on-demand webinar.
**On-Demand Video Content: A Blueprint for Public Sector Software Cost Optimisation**

Best practice when negotiating with the mega vendors

In this session we provide important insights and recommendations for Public Sector Organisation on best practice when negotiating with the mega vendors. These allow them to optimise what they are purchasing and reduce what they spend on software and cloud solutions. This session discusses methodologies that will reduce mega vendor spend significantly and how to optimise licensing successfully ensuring organisations only purchase what they need. It will also focus on the importance of cloud in mega vendor negotiations and provide tips for developing an accurate consumption forecast giving recent examples of commercial outputs that have delivered significant cost savings that can be easily replicated. Click [here](#) to view on-demand.

**On-Demand Video Content: An Expert Guide to SAP S/4 HANA**

Contract Migration Challenges

After 2025 SAP will only be supporting Customers who are converted to S/4 HANA. Many of our clients are already in the process of planning the technical migration since this is a quite complex exercise. Whilst the technical migration is complicated, the license contract conversion will also confront you with several questions. In this on-demand session Mietske van Ravesteijn will highlight some of the challenges that SAP customers face with the contract migration to S/4 HANA. Click [here](#) to view the on-demand webinar.

**LIVE WEBINAR: Oracle Licensing & Contracts – What you really need to know in 2020**

Thursday, April 23rd, 11am BST, 2pm EST

Oracle have been hitting the headlines recently and there are some important changes taking place that could have significant implications for your organisation both from a financial, commercial and technical perspective. In this executive briefing our Oracle
experts will bring you up to date with these key changes to the Oracle portfolio that will impact how you manage this major vendor and how you will future-proof your Oracle estate and IT strategy.
Click here to register

LIVE WEBINAR: Microsoft Cost Optimisation – Negotiating the best renewal

Thursday, May 21st, 11am GMT, 2pm EST

In this session will share insights and recommendations that will show best practices to implement when negotiation with Microsoft. In addition, you will learn how to optimise what you are purchasing and reduce what you spend.  Our Microsoft experts will showcase a recent example of a project highlighting his methodologies and the results that were delivered.
Click here to register

Subscribe to LivingstoneForesight

Livingstone Group’s Quarterly News Round-up

By popular demand, we are bringing back Livingstone Foresight to keep you up to date with some of the content we have shared that addresses challenges and changes in the industry. If you have found the content in our quarterly newsletter useful or if you are seeing this for the first time because it’s been forwarded to you by a colleague and you would like to ensure you receive your copy then why not sign up to receive this regularly to access all of our recent industry content in one place - you can subscribe here.
Livingstone Group are the leading independent, global provider of Software Portfolio Management Services for our clients and partners. We help clients deliver the best commercial outcomes from their cloud & software vendors, enabling them to optimise their software and cloud estate and aligned it to their actual requirements, providing them with proven savings ranging from 30% to 45%. Our services support clients in the following areas…

- **Optimisation** - Drive value when negotiating & managing software & cloud contracts
- **Lifecycle** - Deliver software & cloud cost controls through rationalisation & renewals
- **Trustworthy Data** - Reducing risk by managing software compliance & cloud consumption.

If you would like to speak to one of our experts regarding any of the topics covered in any of the content here or other support that you would like to investigate then click the button below to contact us.

**Contact an Expert**

To see our latest group facts and figures simply click [here](#) to view our company one pager.

To access more valuable information please visit our Content and Resources page.
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If you do not want to receive such information or would like to select the type of information you receive from Livingstone, then please update your email preferences to choose the types of emails you receive or Unsubscribe from all future emails.
Our global clients

Working in partnership with clients in over 20 countries from our operations across Europe & North America, we manage client assets in over 139 countries.

FIND OUT MORE

Optimize your software cloud investor

We help our clients achieve optimal & contractual outcomes in their negotiations with vendors, saving an average of 38% on major projects.

DISCOVER HOW

Our Achievements

38%

$1.85 billion
Average savings delivered on mega vendor software

8 million

Mega vendor seats negotiated

3.9 million

Assets under management

Client Success Stories

We are working with clients in over 20 countries across a diverse range of market sectors, managing client assets in over 139 countries around the world

Telecoms & Technology
Managed Services deliver £2M+ in mega vendors costs savings for global service provider

View success story >

Finance & Banking
Software related risk reduced from the €38.9M to a £55K settlement for major financial institution

View success story >
Manufacturing & Industry
Managed Services save $40K per month for energy management & automation multinational

View success story >

Government & Healthcare
Saving major US Healthcare provider $600K in single vendor cost savings

View success story >

Delivering Cost & Risk Reduction, Control & Value

Optimization
Our clients achieve on average 38% up front savings on their mega vendor negotiations, through optimized commercial & contractual terms.

Find out more >

Lifecycle
Our Lifecycle services ensure our clients remain in control, compliant and optimized throughout the lifecycle of their commercial agreements.

Find out more >

Trustworthy Data
Trustworthy data underpins the ability for organizations to make intelligence led decisions. We provide clients with context driven business intelligence.

Find out more >
Our managed services, are provided through our LUCE platform which is an integral part of every engagement. We put trustworthy data and intelligence at the fingertips of every client.

Find out more >

Our Group

Find out more about how we have become the world’s leading Software and Cloud Portfolio Management company, integrating best of breed organizations that make up the Livingston Group today.

Find out more >

Events

Webinar: ULA Exit or Renewal?
Exiting or renegotiating an Oracle ULA renewal can have serious consequences for your organisation if the wrong approach is taken. In this 30 minute session three of Livingston’s Senior Oracle experts discuss some of the

Latest News

New Corporate Partner of Bletchley Park
We are delighted to announce that we have become a new Corporate Partner of Bletchley Park, the world-renowned site of World War Two codebreaking and a birthplace of the modern-

Join our Team

Current Opportunities
Livingstone Group are growing fast, our global business needs the best people to deliver on our client promises, by work as one team and taking pride in everything we do. We are always after the best people, if you have what it takes, contact us today!
common challenges and mistakes we have seen organisations experience, whilst executing ULA exits or managing their renewals.

Our events >

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