

livingstoneForesight

Hi there,

Welcome to the latest issue of Livingstone Group's Foresight Newsletter. We hope you, your families and colleagues remain safe and well and also that your organisation has settled into it's new normal.

In this issue we are pleased to announce our new partnership with Bletchley Park, home of the famous code breakers. As well as running several informative webinars recently which you are now invited to watch on demand, we have also released new guides on choosing the right ITAM partner and best practice for dealing with the potential implications of the rapid change experienced as a result of the Covid crisis.

Find out more about our:

- [Latest News](#)
- [Expert Opinions & Advice](#)
- [On-Demand Events](#)
- [Industry Whitepapers & eBooks](#)

We hope that you find this newsletter useful and informative. If you would like to see anything else covered in the next issue or have any questions or comments on any of the issues covered below, please do not hesitate to contact marketing@livingstone-tech.com and we will contact you directly.

Kind regards,

Chris Lewis
Head of Group Marketing



Read our latest news:

Livingstone Group becomes a Corporate Partner of Bletchley Park.

Livingstone Group is delighted to announce that it has become a new Corporate Partner of Bletchley Park, the world-renowned site of World War Two codebreaking and a birthplace of the modern-day computer. The Group's vital support will assist in the creation of a world-class destination for Science, Technology, Engineering and Mathematics (STEM) learning and research, and will enable visitors to continue learning about technology pioneers and their contemporary legacy



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"We are thrilled to be supporting a place of such historical significance," said Perry Fawcett, CEO at Livingstone Group...

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Blogs

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Expert opinions & advice

Understanding the rules of Microsoft negotiations

At Livingstone Group, our team has decades of experience with a wide range of organisations on a multitude of software licensing programmes, yet there are common questions that always crop up: am I getting good value from my investment? do I have enough confidence in my current and future requirements to make such a large spend? Is my reseller offering a good balance between price, quality and service? These are particularly true when organisations are entering negotiations with mega-vendors, one of which is Microsoft.

[Read more >](#)

IBM is removing RSVP pricing on over 7,000 products on July 1st & almost no one seems to have noticed

Back in April 2020, IBM very quietly announced some changes to its pricing structure. So quietly in fact, that almost no one seemed to notice, which is a surprise considering the significance of these changes. Here at Livingstone we have even reached out to a number of colleagues in our IBM ecosystem to see how aware they are of IBM's plans. The answer is 'not very'. This news seems to have flown completely under most people's radar.

[Read more >](#)

Understanding & eradicating your technical debt

As we continue to while away the hours in lockdown, we have been provided with the opportunity to reflect on some of the indirect issues revealed by COVID-19, including where the need to implement rapid business transformation has been hindered by the unforeseen consequences of historical IT technical management. One area that is very much worth discussing is 'technical debt'.

[Read more >](#)

Will 2020 be the year we reach 'peak audit'?

Software vendors usually send out their audit letters on a fairly predictable basis. The most common triggers are a contract term or ULA coming to an end, or indeed the end of the publisher's financial year, something we covered in more detail in a previous blog about Oracle's audit strategy.

[Read more >](#)

Rapid change & the law of unintended consequences

As the Covid-19 pandemic sweeps across the world, organisations have had to adapt to a changing way they need to do business. From furloughing staff to increasing remote working capabilities, business certainly isn't as usual for many. Indeed, the near-term future of the working world currently remains uncertain, yet we can be sure that it won't automatically return to how things were before COVID-19.

[Read more >](#)

On-Demand Events

Microsoft Cost Optimisation Negotiating the best renewal

In this 30-minute webinar Gareth Redshaw 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. Gareth will showcase a recent example of a project highlighting his methodologies and the results that were delivered.

[View on-demand webinar >](#)

Oracle ULA Exit or Renewal? Myths, mistakes and making it work

Exiting or renegotiating an Oracle ULA renewal can have serious consequences for your organisation if the wrong approach is taken. This is a complex process littered with potential financial pitfalls and therefore requires careful consideration, robust and detailed planning based on specialist knowledge and expertise of Oracle and its ULA licensing. In this 30 minute session three of Livingstone's Senior Oracle experts discuss some of the common challenges and mistakes we have seen organisations experience, whilst executing ULA exits or managing their renewals.

[View on-demand webinar >](#)

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 publishers audits and related risk is also evolving at an ever increasing rate. Working with our global clients gives us a unique view of the market and emerging challenges organisations are now having to consider.

[View on-demand webinar >](#)



[Visit our events page >](#)

IBM Webinar: Not long until IBM Year End

Available from August 6th

With December looming, so too is IBM's year end. Give yourself enough lead time to plan your IBM roadmap and decide on your ELA strategy. To ensure you are able to negotiate the best deal you will need this strategy defined along with a clear visibility of any vulnerabilities within your IBM estate. In this 30 minute webinar two of Livingstone's IBM experts discuss some of the key topics for consideration and outline some best practice recommendations.

[For more information and to pre-register >](#)



[Visit our content & resources page >](#)

Industry Whitepapers & eBooks

Post-Pandemic How To Guide Take control of your applications

How we operate has changed. Coronavirus has required a re-calibration of the way we live and how we conduct our business. That change, at times, has been rapid and often chaotic. For organisations, adapting communication and collaboration to improve remote working practices has led to the increase of cloud-based applications and virtual technologies. These changes are not without consequence. This 9-step guide will help you take back control.

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Choosing the right partner

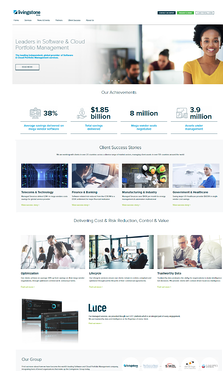
There are many routes to delivering Software Portfolio Management (SPM) for your organisation, from performing every task in-house to outsourcing the whole program. But which approach is right for you? With software spend continuing to rise, new ways to deploy and consume applications and more people empowered to make technology purchasing decisions, the need for Software Portfolio Management (SPM) in your organisation is greater than ever.

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Check out our new updated website

If you want to discover more about the Software & Cloud Portfolio management and optimization services that Livingstone Group offers, you may like to take a look at the services catalogue on our website. [View our website>](#)

You can request an information sheet regarding any of our services or arrange time to speak with one of our experts [here>](#)



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