

# Case Study

## One IT

One IT choose SBL for managed EES agreements

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## Introduction

Since March 2014, One IT have been working in partnership with SBL to build a solution to overcome the challenges they had managing countless OVS-ES agreements.

The ultimate aim of the project was to provide a solution to licence the academic institutions in a way that delivered the best value for money and compliancy. It was key that One IT could provide all schools in the North East with a cost effective Microsoft agreement that was both simple and flexible.



## Customer Challenges

The main challenge One IT faced as an organisation was that they had around 100 schools each under an OVS-ES agreement that was being managed individually with separate accounts. Their biggest issue was around the existing OVS-ES agreements that had different anniversary dates over a one or three year period. This meant One IT were having to stagger any additional customers to the agreement to prevent having to pay for the same products twice.

## Objectives

The key objective for this project was to set up a single login for the VLSC allowing all the licences to be pulled together into one manageable agreement. There was also a strong need to drastically reduce the number of man hours spent on managing separate OVS-ES agreements, which was easily eating several weeks per year of staff time and resources. It was important to One IT to find a company who were able to meet their requirements whilst also taking a genuine interest in helping them with all aspects of licencing, and make the whole process easier to manage. Engaging with SBL meant that their objectives were met and the process was extremely easy whilst ensuring all the schools stayed compliant with Microsoft.

## The Solution

SBL were quick to meet with One IT to discuss their requirements. By having direct links with Microsoft, SBL were able to engage with them and create a solution to meet the objective One IT had set.

The solution was to work with SBL and Microsoft to create a customised Consortia agreement for One IT. By splitting the current agreements in to the geographical area they cover, this allowed the schools involved to qualify for an EES agreement rather than OVS-ES agreement. A further important benefit to doing this was that schools could be added in to the agreement once their agreement expired and then be included to the Consortia. From a cost point of a view, SBL worked with One IT to ensure the most cost effective licence agreement was set up for the schools managed by One IT. SBL were also able to provide One IT with advice direct from Microsoft and put them in a position where they were able to interact with Microsoft licensing experts directly, something they were unable to achieve previously.

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*"After working with the Microsoft team at SBL for just a few weeks we realised that for the first time in years, we had found a MS licence supplier who could actually understand our needs and requirements as well as deliver them – a combination we thought impossible just months before!" - Mike Richardson, Technical Design Architect, One IT*

## What's Next

Moving forward, One IT are looking at implementing Microsoft Azure and are looking to SBL for their advice and support to add this addition to their Consortium Agreement. Further to this, One IT are also looking to implement something similar to assist their Adobe needs.

## Feedback

"We operate the Consortium Agreement on behalf of the schools so beyond our team almost none of our customers know of the changes to their licencing – however internally this has been exceptionally well received from all aspects of the business as One IT are offering a cost effective and flexible licencing agreement to it's customers."

## Introducing the Enrollment for Education Solutions (EES) from Microsoft® Volume Licensing

Enrolment for Education Solutions (EES) is an easy, cost-effective licensing offer that provides academic institutions with assured coverage for desktop platform products with one annual employee count, the flexibility to add products in any quantity and simplified asset management all under a single, evergreen subscription agreement.

For More Information:  
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## EES Benefits

EES provides participating institutions the benefits of:

- **Easy Compliance:** Through the simplicity and predictability of counting FTE employees just once a year you can be confident you're fully covered for the desktop platform products you've selected regardless of yearly fluctuations in employees or devices.
- **Simplified Asset Management:** Self-service tools such as the Volume Licensing Service Center enable you to easily track and manage your software assets and Software Assurance benefits from one convenient, online location.
- **An affordable volume based price and the rights to the latest Microsoft Enterprise software products, including:** Microsoft Office Professional Plus 2010, Windows® 7 Enterprise Upgrade, Microsoft Core Client Access License (CAL) Suite, and Microsoft Enterprise Client Access License (ECAL) Suite.
- **The simplicity of counting Full Time Equivalent (FTE) employees just once per year.** In the UK an FTE is someone who works 200+ hours per year.
- **Software Assurance;** a powerful combination of benefits that include new version rights, the Home Use Program (HUP), and many other advantages, including tools, and training resources.