

## Xodus Attains 42% Cost Reduction Through Increased Technology Entitlement, Technical Support and Cloud Adoption.

Xodus provides engineering and advisory services to clients in the oil and gas, LNG, renewables and utilities industries worldwide. Xodus Group has undergone significant organic business growth and IT transformation to meet the ongoing demands of the business leading to a demanding IT environment.



### The Challenge

As Xodus looked ahead, the growth pattern was set to continue for the core Xodus business but with projected head count disruption through collaborative projects with partnered businesses. The IT function had become pivotal to the Xodus business leading to a demanding IT environment requiring an agile approach to technology strategies.

New technology needed to be at the forefront of Xodus's IT strategy offering a world class approach to collaboration of projects, data and resource. The concept of cloud technology was identified as a potential strategic option but with apprehension over the transition process.

Xodus needed to overcome the following key challenges:

- Technology strategy and licensing contract not aligned
- Flexibility to migrate to cloud if business demand evolved
- Short timescale until contract decision required
- Flexible solution to accommodate future head count growth or reduction to meet new business directives
- Centralise, standardise and rationalise technologies and versioning
- New technology plans not covered through licensing agreements



### The Solution

Xodus and Insight quickly identified the fastest route to identifying a solution was Insight's LCS Contract Optimisation Service. This service had to be adapted to meet a short window between the Service launch meeting and the contractual renewal date. However, working together Xodus and Insight managed to co-ordinate a series of technology and strategy workshop days to clearly document the current and future licensing requirements of the Xodus business. The first part of the service was to identify the current software rights and deployment base. This was fundamental to determine the foundation entitlement to fully understand what software assets were available to leverage.



### Quick Overview

The Xodus IT function has become pivotal to the organisation, leading to a demanding IT environment that required an agile approach to technology strategy. Insight's LCS Contract Optimisation Service helped them manage their 1,000+ devices, develop an agile IT strategy and reduce their operational costs.

"Our technology deployment requirement had become increasingly pressured in order to remain aligned with growth demands of our company.

This led to concerns over compliance and licensing rules as new and increased technologies were utilised."

Niall Hepburn, Infrastructure Manager,  
Xodus Group



Next, a workshop focused around technology strategy with primary focus on the viability of cloud solutions. During this session it became evident that cloud solutions would offer a multitude of agility and commercial advantages to the Xodus strategy.

The next area of review was the licensing and agreement assessment. A workshop is designed to identify any areas of more efficient licensing, identify agreement benefits and ensure a clear understanding of agreements options. This workshop allows a much more informed decision, when reviewing the output presentation from the investment in LCS. The last stage of the assessment was to create a clear technology adoption plan identifying the technology demands both now and possible changes in the future. The deployment plan allowed Xodus to predict transformation change and budget for any increases in cost before committing to any form of licensing solution.



came from transforming from a CAPEX to OPEX model which provided the flexibility to increase or decrease to the demands of the business. The next major savings allowed for a transitional plan to cloud technology whilst leveraging as much of the current software asset. The additional technology entitlement will be realised over the coming years leading to more functionality at the reduced cost to the business.

Finally, the Insight software optimisation consultant assisted Xodus to identify options for an appropriate negotiation strategy. The strategy was refined using Insight's SmartTools encompassing real data over 3,500 Microsoft contracts.

John Nolan, Head of IT, Xodus Group said, "After reviewing a choice of licensing partner's solutions we adopted the License Consulting Service from Insight. Over the previous contract term we had experienced spikes in expenditure due to growth so we wanted to ensure the new agreement aligned with our business growth plans. From a licensing perspective the landscape has changed since our original investment and the ability to transition to cloud solutions whilst being confident we were getting best value was not clear. As we entered in to the decision process of renewing, the LCS output provided Xodus with confidence that the best value solution was to be adopted. The end result offered an equal combination of cost mitigation, confidence of compliance and flexibility to meet the evolving needs of the business."



### The Benefits

After conducting the technology, strategy and licensing workshops, Insight's software optimisation consultant processed the outcomes of each session. This data was then converted into a series of options and scenarios utilising Insight's powerful SmartTools. The output of these SmartTools clearly identified the optimal licensing agreement structure in an easy to digest format. The end result compared the cost to renew or change to a series of scenario based solutions which all met a flexible adoption technology plan.

Insight's Microsoft optimisation consultant then presented the identified contract and agreement options which best met the technology and growth goals of Xodus. The first major cost mitigation

"The savings identified were beyond expectations and made possible through the ability of the LCS process to complement our strategy."

John Nolan, Head of IT, Xodus Group

### The Results Highlights

			
<p>Overall, the recommended solution managed to attain a cost reduction of over £400K over the contract term</p>	<p>Equal combination of cost mitigation, confidence of compliance and flexibility to meet the evolving needs of the business</p>	<p>Alternative options with varying degrees of cost reduction ranged from 33- 55% over the term of the initial contract</p>	<p>Major contractual savings of 42%</p>

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[lcsenquiries@insight.com](mailto:lcsenquiries@insight.com) • [uk.insight.com](http://uk.insight.com) • 0844 846 3333