

The Value to the Customer



Retail Customers

Solved for discontinuation of legacy licenses and no maintenance

Delivered new versions of the software at no additional cost to customer (≥ 40% cost saving over 4 years)

Optimized license landscape to provide flexibility and scalability to deliver on current and future business requirements

Delivered access to and management of critical upgrades, patches and fixes

Managed Service – 4 year initial term, extended to 7 years.



Insurance Customers

Optimized license landscape to right size environment and reduce cost (25% cost saving over 3 years)

Provide local support and specialised expertise (specialist not generalist)

Delivered flexibility of ASP (ASE, IQ & Rep Server)

Delivered additional functionality while decreasing cost

Restructured licenses to handle capacity issues without increasing cost or capex investment

Managed Service – 1 year initial term, extended to 4 years.



Financial Services Customers

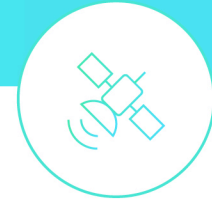
Sunset service – migrated customer off its lending application

Delivered access to 64-bit database technology for customer application rewrite

Delivered a scale down solution at a highly competitive price point

Matched current cost of maintenance while delivering new versions of the software (≥ 40% cost saving over 4 years)

Managed Service – 3 year initial term with an option to renew.



Telecommunications Customers

Solved for discontinuation of maintenance and vendor penalty implications

Optimized licensed landscape to suit business needs

Reduced total cost of ownership by optimizing license model, decreasing maintenance cost (35% cost saving over 3 years), providing a managed service implementation and decreasing infrastructure cost.

Managed Service – 3 year initial term with an option to renew.