



ValueLicensing

Background

ValueLicensing has worked in the pre-owned software market for over 9 years, providing a wide range of software products and services to Public and Private Sector organisations. We buy and sell compliant recycled Microsoft licences, and our customers range from SMEs with 10 employees, up to large multi-national companies with global office locations. Our business model delivers considerable business benefit and return on investment within the software asset management process.

ValueLicensing is a registered Microsoft Partner and Reseller, dealing in Software Licences sourced from both solvent and insolvent organisations.

In the beginning ... More than 15 years ago, Jonathan Horley founded the pre-owned software concept in the UK. We have worked tirelessly over the past few years to successfully establish a leading position in the Pre-owned Software Market across Europe.

We have developed an expert team, who have over 100 years of combined experience. We devote our time to helping customers find cost effective and feasible solutions to their licensing requirements.

All our Microsoft licences are sourced within the EEA, and we have helped over **3,000** customers so far, saving a total of over **£12million** for our clients since our creation in 2009!

Derwent living

Case Study

Challenge: How do we become Microsoft compliant with our restricted IT budget? Derwent Living, a privately funded Housing Association, needed to purchase software products to meet their requirements for a Microsoft SAM audit scheduled for 2018. Their Head of IT used his procurement channels, requesting 3 separate quotes from 3 vendors, which ranged from £130k - £240k.

As most businesses are tasked to deliver on budget, this was a big challenge. The company could not risk any compliance issues, and therefore sourced what seemed high prices for Microsoft licensing.

Solution: After understanding the challenge, ValueLicensing delivered a detailed internal review of the company MLS, IT structure, and projected future growth. This resulted in expert advice, and delivering all the latest Microsoft software at discounted prices ranging from 50% - 70% of their RRP.

All products purchased came with the necessary legal ownership documentation needed to pass a Microsoft SAM audit, which reassured any concerns.



Industry experts

We buy licenses from companies who no longer need them through insolvency, downsizing or moving to cloud based subscription services. As well as supplying Pre-owned licences at a significant discount, we also supply new Microsoft Volume Licences through the normal distribution channels.

We understand the concept, the software market, the legal detail and compliance. We excel in being highly creative to solve our customers' needs. We are always open, honest and transparent in our work, demonstrated by our thorough processes:

- Detailed due diligence
- Production of customer software license packs
- 100% pass rate on customer software audits
- Audit specialists

We have a wealth of knowledge and experience at ValueLicensing, so we can assure you that not only will you be saving company money which can be invested elsewhere, you will also experience a professional service from initial contact right through to the end of your licence purchasing journey.

Derwent living

Benefits: Now Derwent Living is aware of ValueLicensing and the recycled software industry, they will come to us for all future Microsoft requirements. They appreciate now this unique business model, which is quick and simple, and would highly recommend us to any organisations who are reviewing their IT procurement strategy and are looking to save large sums of money.

Matt Rickards, Head of Finance at Derwent Living stated

“We worked with ValueLicensing for our most recent software project because they demonstrated they could excel in delivering our company cost effective solutions to our licensing requirements across the business. Their expert skills and capabilities focus on customer service, and finding the right software solutions at the best possible prices on the market. We saved over 50% by purchasing our large requirement of compliant licences this way, money that we could employ elsewhere across the business.”

NEXT STEPS

For further information on the products and services available from ValueLicensing, contact a member of our team on:
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