Public Sector Spend on Legacy Software

£2.3B A YEAR*

Just to keep the lights on

*Cabinet Office Report - "Organising for Digital Delivery"

90%

Ongoing operations and enhancements

Business transformation
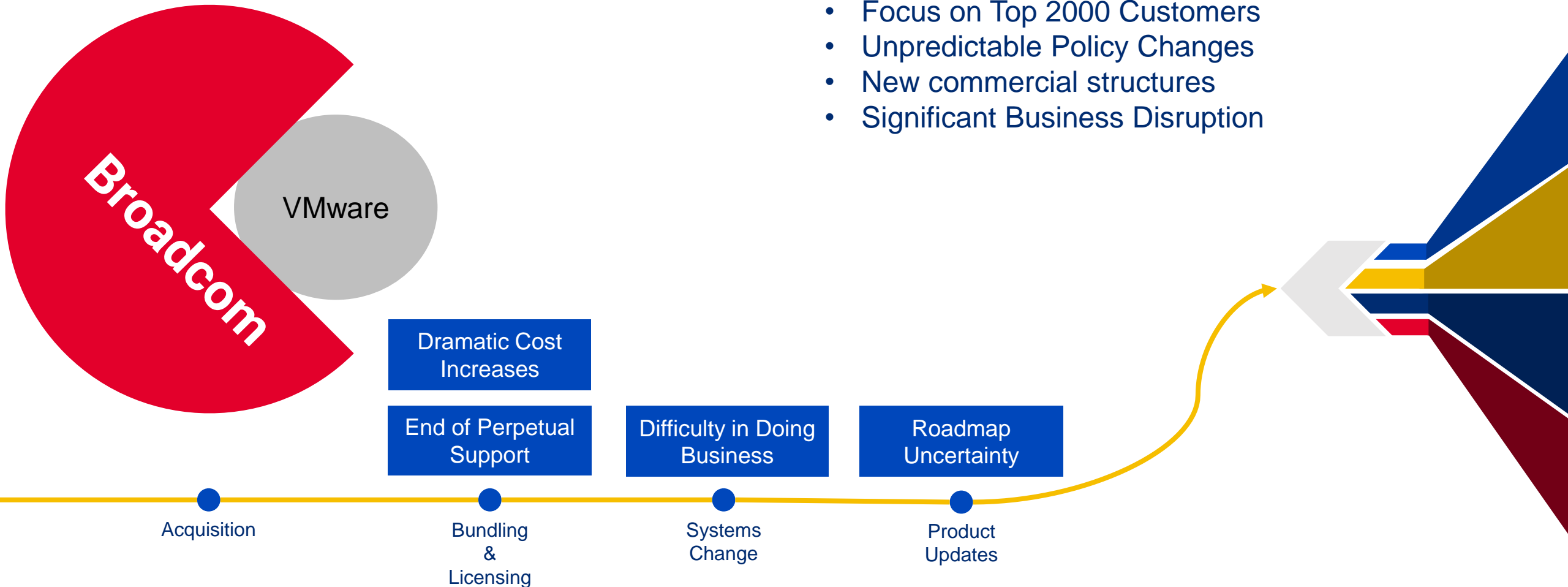
10%

The BUDGET challenge

Gartner - "IT Key Metrics Data 2022: Executive Summary" December, 2022
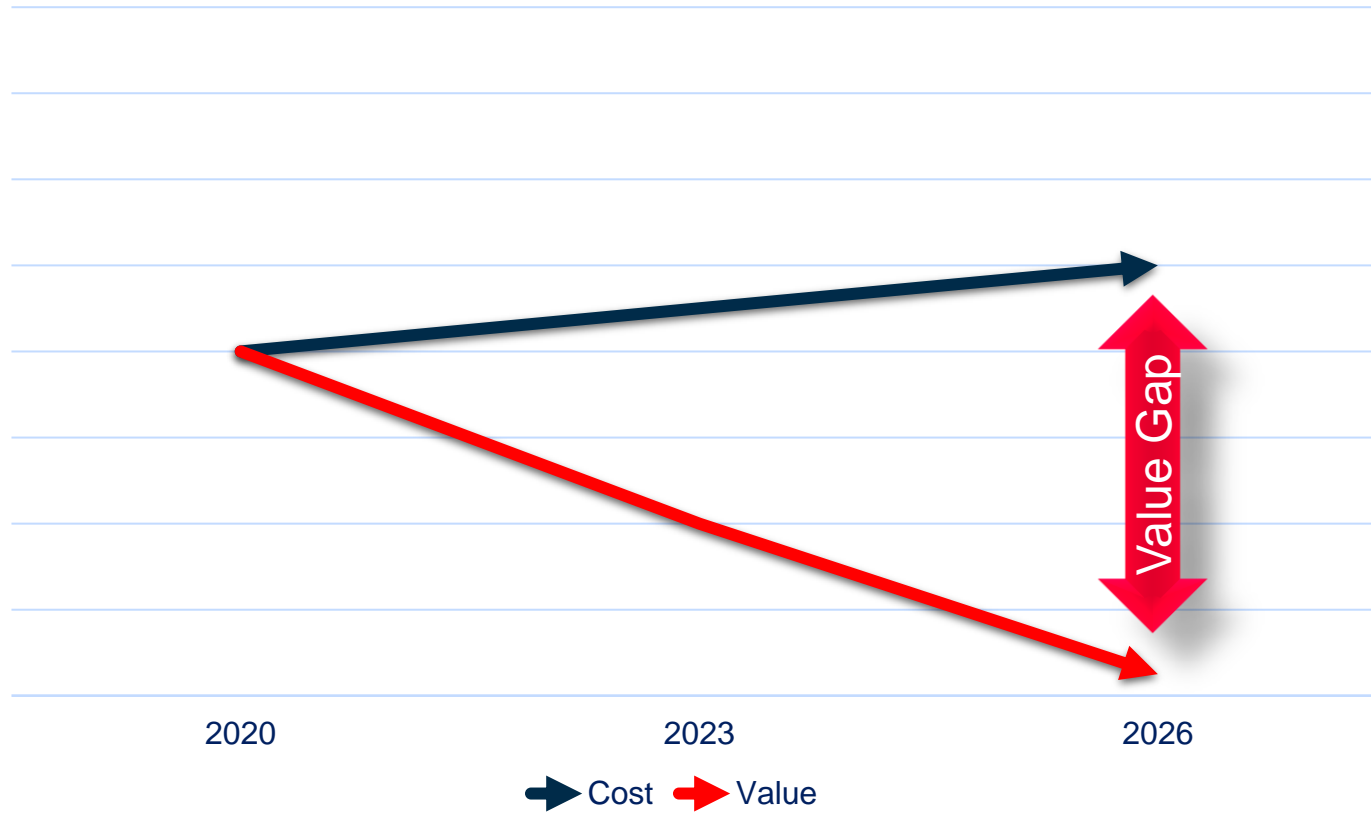
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Escaping Vendor Lock-in

THE BROADCOM CHALLENGE

- Focus on Top 2000 Customers
- Unpredictable Policy Changes
- New commercial structures
- Significant Business Disruption

Broadcom

VMware

Dramatic Cost Increases

End of Perpetual Support

Difficulty in Doing Business

Roadmap Uncertainty

Acquisition

Bundling & Licensing

Systems Change

Product Updates

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OEM Cost Leverage – Forever Costs

Cost vs Value

Value Gap

2020   2023   2026

→ Cost   → Value

Product 8		
Product 7		
Product 6	Product 6	
Product 5	Product 5	
Product 4	Product 4	
Product 3	Product 3	Product 3
Product 2	Product 2	Product 2
Product 1	Product 1	Product 1
$$$ M	**$$$ M**	**$$$ M**
2020	**2023**	**2026**

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Consequences of Vendor Lock-in

OEM Cost Leverage

Modern Architecture Trends
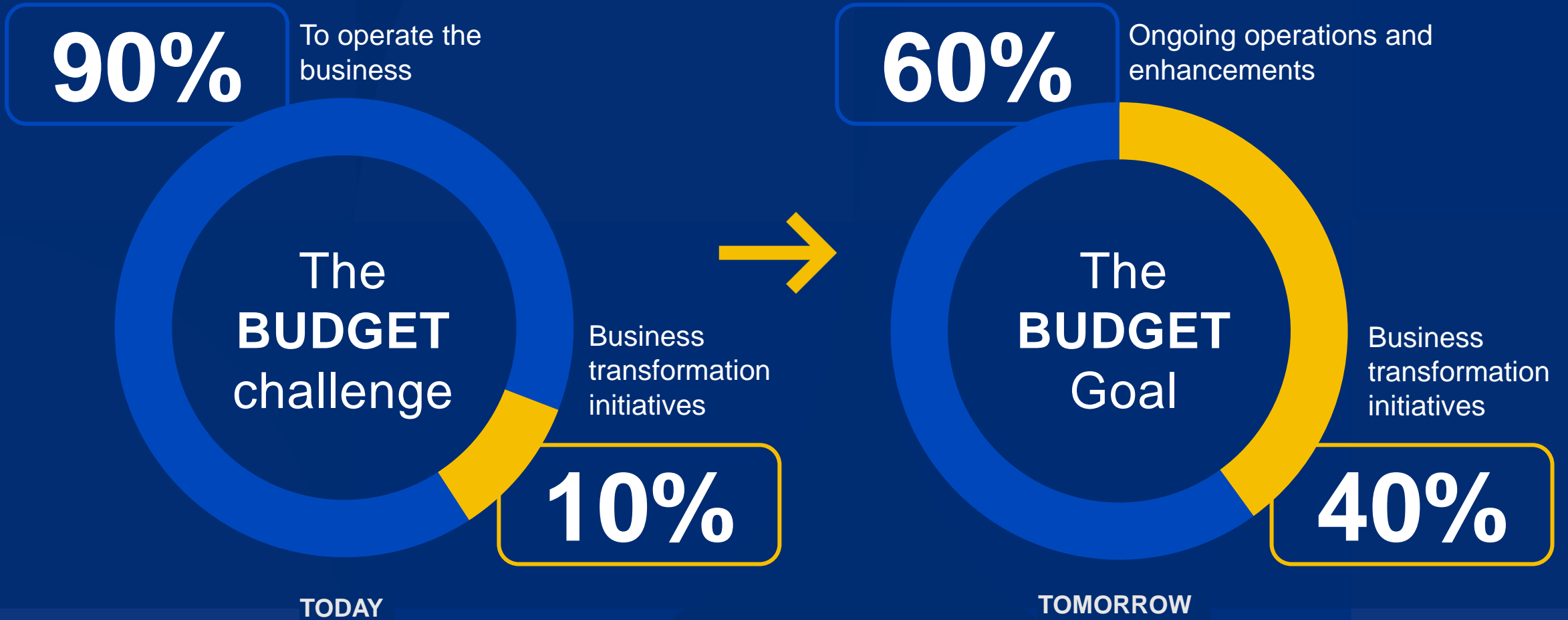
OEM's Legacy Support Strategy

Quality of Support

Audit Strategies

Security Risks

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Save Today — Invest in Tomorrow

90% To operate the business

The **BUDGET** challenge

Business transformation initiatives

10%

TODAY

60% Ongoing operations and enhancements

The **BUDGET** Goal

Business transformation initiatives

40%

TOMORROW

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Escaping Vendor Lock-In to Free Up Budget
For digital initiatives and improved software performance

1   Build and Maintain Confidence in Software Compliance

2   Understand OEM's Cost Leverage for Each Product Group

3   Understand OEM's Roadmaps for Each Product Group

4   Assess OEM's Roadmaps and Alignment to Your Modernization Strategy

5   Understand How You Could Use a New ELA Catalog Constructively

6   Successfully Negotiate Outcomes Based on Your Priorities

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Meet-the-Experts Workshops

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Your IT roadmap, based on your priorities. Extend the longevity of your IBM /HCL product versions.

Enhance
Maximise the investment in your licensed IBM/HCL software products, including feature enhancements.

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Some of our customers

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