



Fluxys Belgium improves Microsoft contract with Insight

Story Snapshot

Comparing Microsoft's contract proposal for Fluxys Belgium with terms at similar companies

Insight has a vast database of Microsoft license customers, which provided an invaluable basis for benchmarking Fluxys Belgium's contract proposal. This ensured:

- The contract proposal was thoroughly analysed
- Fluxys Belgium received intelligence to refine its contract negotiations
- Experts advised on optimisations and removal of redundant licenses



Energy

Background

Belgian energy transporter Fluxys Belgium has been using Microsoft licenses for years. When it was time to renew and renegotiate the terms of their contract, they decided to reach out to Insight.

Thanks to Insight's large database, which can be used for benchmarking, they were able to get the best possible deal and optimise their license package.

Challenge

Microsoft is an important contract for Fluxys Belgium. A critical energy infrastructure company must remain operational 24/7 and collaborate efficiently. Especially in the last decade, the organisation has continuously expanded its Microsoft portfolio with collaboration tools, but also with backend products such as databases and Windows server.

With such an extensive license range, contract renewal negotiations can be challenging. How do you know if a proposal is in line with contracts offered to competitors or to similar companies in your industry or region?

"Insight provided us with valuable information that we would otherwise not have during contract negotiations. Their database contains enough data to compare our proposal to that of peer companies, giving us a realistic picture of what can be improved and where we are eligible to ask for better terms."

Jean-François Decloux – ICT Front Office Manager at Fluxys Belgium



Solution and Outcome

This market intelligence is exactly what Insight can provide. As Microsoft licensing consultant to a wide variety of companies, Insight has developed a large, anonymised database that can serve as a benchmarking tool. Since contract information is confidential, organisations like Fluxys Belgium do not always know what to expect or what is realistic to ask for during a negotiation.

Insight therefore first looked at the license portfolio and then analysed this information with data from contracts at companies comparable to Fluxys Belgium. To narrow down the huge database, the analysis focused on market intelligence from organisations that, for example, operate in the same industry or have a similar number of employees. If those companies are consistently getting a better deal, that might be something to keep in mind during a negotiation.

In addition, Insight also checked whether Fluxys Belgium is using the right licenses. For some use cases, for instance, it can be more interesting to switch to a subscription model. Or sometimes a license can also be redundant, meaning there are opportunities to save on financial resources. With this information, Fluxys Belgium had the knowledge to finetune the negotiations with Microsoft and get the best possible deal for their contract renewal. The associated budget savings can be used for other valuable purposes.

Why Insight?

Insight is a new supplier for Fluxys Belgium, and this was the first meaningful services engagement between both companies. Trust in the delivery team was essential and the relationship flourished, thanks to Insight's proven best practice guidance for optimisation and governance services.

Insight's deep knowledge of Microsoft's licensing structure increased Fluxys Belgium's confidence in the new contract. The customer was also pleased with the direct line of communication with the experts.

RESULTS

Valuable cost savings for Fluxys Belgium due to benchmarking through Insight's database

Quick delivery of service from Insight in time for Fluxys Belgium to enter contract negotiations

Access to quick and valuable feedback around licensing Fluxys's Belgium Microsoft environment

Optimised licensing package secured for another 5 years