



CISCO SOFTWARE SUBSCRIPTION CASE STUDY

4MS streamline and optimise a clients Cisco Meraki subscriptions into a single Enterprise Agreement, reducing costs, simplifying management, and enabling future scalability through flexible licensing and financing.



CLIENT REQUIREMENTS

A leading food and drinks company had an existing Cisco Meraki solution and their software subscriptions required to be renewed. 4MS assisted the customer to look at options and suggested combining their renewals into a single easy to manage "Software Enterprise Agreement".

SOLUTION

The Cisco Meraki solution had grown organically over a number of years with additional networking, Wi-Fi and security products with associated licenses purchased and deployed. They had other Cisco security licenses that were able to be combined with the Meraki licenses to deliver the following.

- Single easy to manage Enterprise Agreement (EA) for all subscriptions
- Co-term start and end dates
- Volume discounts for 5 year agreement
- Additional products and features
- Ability to "True Forward" within year without retroactive fees
- Utilise OPEX budgets
- Predictable budgeted costs with single finance agreement (payment over time)

OUTCOME

The customer is now benefitting from a single flexible software agreement with predictable costs paid over the term with a finance agreement. They gain access to new features and support and updates over the term with ability to flex up and avoid retroactive fees with the Cisco EA "True Forward" feature. This delivers reduced operating costs while ensuring maximum benefit from their technology investments.

If you have Cisco software subscriptions and agreements due for renewal or purchasing new Cisco software services get in touch today to find out more about our software subscription and finance services at info@4ms.co.uk.