BCS Ltd Launches its Fully Managed Services Offering

Submitted by: C8 Consulting

Tuesday, 19 June 2012

• BCS also announces new "Best in Class" partnership with Highlander Business Solutions

Ayr, Scotland, 19th June 2012 - Business Continuity Services (BCS) Ltd, a trusted global provider of Software Asset Management (SAM) solutions and services, today released details of its Fully Managed Services offering which is now widely available. Managing software assets in order to achieve acceptable compliance levels can prove to be a severe drain on management time and resources. BCS's Fully Managed Services offer a per device, fixed cost, rolling compliance reporting capability that delivers detailed knowledge of all the software applications installed on a client's IT estate.

It is critical for an organisation to understand its compliance position in order to maintain the ongoing healthy operation of the business – particularly as software licensing is often responsible for the greater part of the IT budget. With overly complex reconciliation processes and costly punishment for error, it is now more important than ever for the business to be able to prove its licence compliance position. BCS' Fully Managed Services offer organisations the ability to confidently establish and subsequently manage their software licence compliance position via a unique rolling private cloud like solution.

Andy Fisher, New Business Development Director for BCS elaborates: "We're really proud of our Fully Managed Services offering and excited to get the word out there. Our time-served consultants are specialists in this field and our services are extremely cost effective. We've found that the establishment of good software licence management practices has revolutionised the way that organisations get best value from their software purchases. The end result being a state of licence compliance, greater control of software assets, savings in time and most importantly, cost avoidance."

Additionally, BCS is also pleased to announce a new partnership with Highlander, a respected IT business solutions company with a strong reputation for providing the highest standards in support, project delivery and commercial guidance for its client base. Highlander is focused on developing mutually beneficial partnerships with organisations and businesses across the whole of the UK, successfully delivering a comprehensive portfolio of I.T products and services by providing its customers with easy access to a single source of the right advice, expertise and technology.

Highlander is pleased to be able to add the BCS Fully Managed Services capabilities to its already impressive portfolio and believes there are definite synergies between the businesses. Steve Brown, Managing Director, Highlander explains: "Both Highlander and BCS take a consultative approach, and are supported by a broad range of services built around service excellence and in-depth understanding. Both companies aim to provide every customer with resources and services that are precisely calibrated to their individual needs and circumstances. We're really looking forward to working with BCS, who have similar ideals and ways of working."

BCS have been very particular in their selection of Highlander as one of their first "best in class" partners. According to Andy Fisher, "Highlander are one of a limited group of BCS selected partners who are looking to expand their service capabilities by co-delivering our unique Managed Service

compliance option and thus lock out the quick win suppliers not focused on service."

If you are interested in finding out more about BCS' tailored Managed Services, please call +44 (0) 1292 283828

- ends -

About BCS
BCS is a trusted global provider of Software Asset Management (SAM) solutions and services with over 17 years' of relevant experience. BCS also operate as the Exclusive Global Distributor for Software Organiser, a market leading software licence management tool that provides everything a customer needs to effectively control costly software assets. BCS solutions have helped customers save millions of pounds in unnecessary software licence fees and hardware maintenance costs. For further information please visit: http:/bcsltd.com/

Media Contact:
Fiona Kenny
C8 Consulting Ltd
fiona@c8consulting.co.uk
+44 118 900 1134

responsesource