

SoftwareOne Elite Marketplace



Software sourcing tailored to you

Many software requests from your business can be complex, time-consuming and resource heavy to fulfill. Sourcing software products can sometimes take weeks, and even months, causing delays and creating dissatisfaction within your organisation.

At SoftwareOne, we understand that your business's software needs are unique and constantly evolving. During periods of rapid change, relying on a one-size-fits-all approach is simply not practical. Innovation and transformation often require a combination of both standard and specialised products, occasionally from unfamiliar software vendors.

SoftwareOne's Elite Marketplace service makes software and cloud procurement more flexible to your business requirements by harnessing the power of our publisher experts to turn software requests into deliverables more quickly. Our client's experiences are powered by a combination of advanced automation and our deep sourcing expertise, so you only buy fit-for-purpose software that meet user needs.

Centralised software sourcing expertise

Our valued Elite clients include some of the world's leading businesses, often with complex international IT operations. They expect the highest level of service, which we are proud to be able to offer through our specialist teams. Our new Elite delivery model allows us to route your software requests to local vendor specialists who can go deep in the most common publishers like Microsoft and VMware, or a generalist team who can cover the field in purchasing from over 7,500 publishers. This important blend of talent, process and systems ensures we can move quickly on acquiring your critical software, but we are equally adept on fulfilling your most challenging requests.

How it works...

When your company enters our Elite service, a dedicated SoftwareOne Operations Manager supported by a team of publisher experts is assigned to oversee your account. They will help to proactively manage your requests, orders and questions, thereby making certain the portfolio is delivered as expected.

- **Personalised Sourcing:** Our certified and accredited vendor experts will engage with you and your account team to ensure a fast and high-quality experience. In all cases, our team of experts will ensure the right estimated delivery times are communicated, so your business can continue to run effectively.
- **Dedicated Support:** You can continue to contact your dedicated Account Manager or Account Team with requests, utilise our dedicated client portal or, if preferred, use your existing email mailbox. Each of these channels will be synchronised within our back-end systems, so our teams have complete visibility and control.

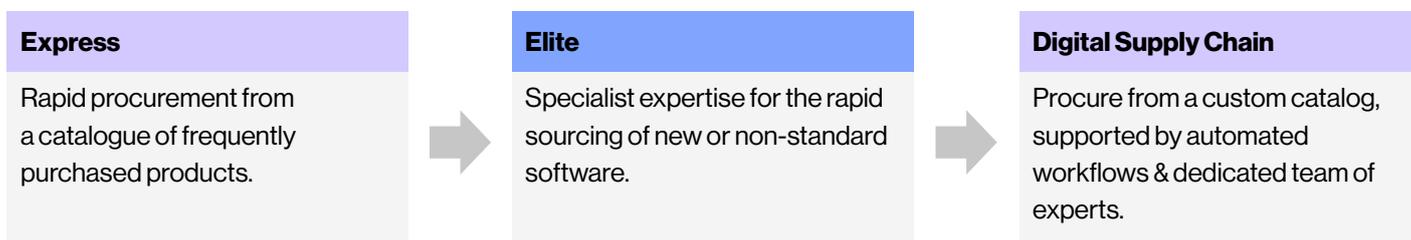
Benefits of our Elite service:

- 1. Selection & speed:** Simplify your procurement process by obtaining all your software and cloud services from one reliable partner.
- 2. Leading experts:** Benefit from the commercial and contractual knowledge and support of our global team of specialist publisher and ISV experts.
- 3. Efficient operations:** Streamline your organisation's IT procurement and administration, freeing up resources to focus on strategic goals and initiatives.
- 4. Exceptional user experience:** Respond quickly to user requests by sourcing quotations and guidance, facilitating the swift deployment of new applications.
- 5. Reduce costs, risk & complexity:** Our experienced vendor experts ensure you get the most favorable pricing and commercially complementary terms, safeguarding your business.
- 6. Budget management:** Gain faster access to pricing for effective cost estimation, enabling better control of spend and adherence to budgets.
- 7. Drive agility & innovation:** Accelerating software deployment supports transformation and the introduction of new services, ultimately reducing the time to value of your software investments.

In a world where time and agility are crucial, SoftwareOne's Elite service has your back. Let us simplify your software and cloud procurement journey so you can focus on driving your business forward. Get started with us today!

SoftwareOne Marketplace Services

Our Marketplace services have been designed to suit your unique needs and make your software and cloud procurement simple and efficient. Buy all your software from one provider your way.



CONTACT US TODAY

Find out more at

www.softwareone.com

SoftwareOne AG | Headquarters

T. +41 44 832 41 69

E. info@softwareone.com

Copyright © 2023 by SoftwareOne AG, Riedenmatt 4, CH-6370 Stans. All rights reserved. SoftwareOne is a registered trademark of SoftwareOne AG. All other trademarks are the property of their respective owners. SoftwareOne shall not be liable for any error in this document. Liability for damages directly and indirectly associated with the supply or use of this document is excluded as far as legally permissible. © Imagery by: Adobe Stock and Getty Images.

