



# A2A's Digital Supply Chain Revolution with SoftwareOne

## Operational cost reduction

Reduction in effort related to software purchase management

## Improved efficiency

Decreased time for procurement processes

## Greater visibility and control

Improved contract deadline monitoring and management capabilities

### Client

A2A

### Industry

Energy, Gas, and Services

### Technologies Used

PowerShell, SharePoint, Exchange Online, Azure AD Connect, MS Intune

### Services

Digital Supply Chain (DSC)

### Country

Italy

## Introduction

A2A, one of Italy's leading energy and environmental services companies, worked with SoftwareOne to optimise its software procurement process. By implementing the Digital Supply Chain (DSC) solution, A2A was able to centralise and simplify software purchase management, enhancing operational efficiency and cutting costs.



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## The Client

A2A SPA is one of Italy's top companies in the energy and environmental services sector. Established in 2008 from the merger of AEM Milano and ASM Brescia, A2A is a prominent player in the production, distribution, and sale of electricity, gas, and environmental services.

Based in Milan, the company operates in various business areas, including power generation, district heating, waste management, and gas distribution. A2A stands out for its commitment to sustainability and innovation. The company consistently invests in advanced technologies and research projects to improve energy efficiency and reduce its environmental impact.

With a solid growth strategy and efficient resource management, A2A delivers high-quality services to its customers and contributes to the sustainable development of the communities it serves. Boasting approximately 9,000 employees and a widespread presence across Italy, A2A is a reliable partner for public administrations, businesses, and residents.

A2A collaborates with numerous stakeholders to promote sustainable practices and develop innovative solutions to future energy and environmental challenges.

## The Challenge

### Addressing difficulties in software procurement management

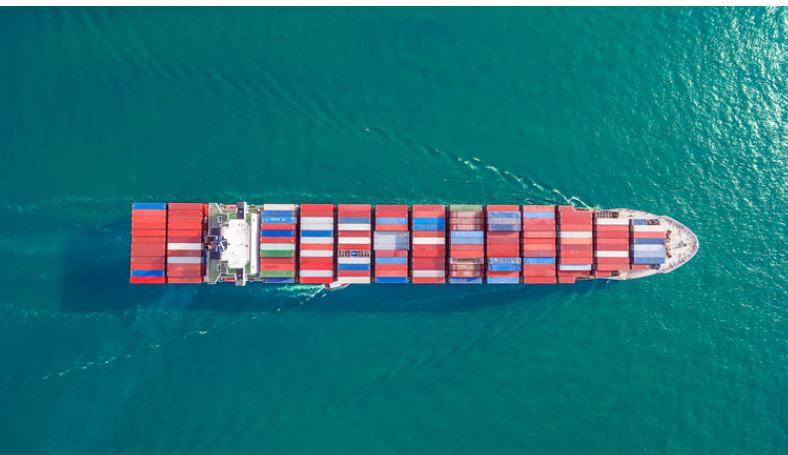
A2A's procurement department needed an organised and structured approach to procuring and renewing Tier 2 and Tier 3 software. The fragmented and manual handling of renewal requests, quotations, product keys, and invoices led to challenges and significant operational effort. A2A was seeking a solution to streamline these processes and gain better visibility and control over its software procurement activities.

## The Solution

To address A2A's challenges, SoftwareOne proposed a comprehensive and innovative solution. Through the adoption of the Digital Supply Chain (DSC) and expert consultancy support, A2A was able to centralise and simplify its procurement processes, enhancing efficiency and reducing costs.

### Key Features of the Solution

- **Digital Supply Chain (DSC):** This solution enabled A2A to simplify and centralise its software procurement, significantly improving operational efficiency and reducing costs. DSC provided a single platform for managing all renewal requests, quotations, product keys, and invoices, enhancing visibility and efficiency.
- **Expert Consultancy:** SoftwareOne consultants supported A2A in implementing and optimising the DSC solution, ensuring a smooth and successful transition without disruptions.



Collaborating with a forward-thinking company like A2A is always rewarding, and we're proud to have been chosen as a trusted advisor in streamlining their software procurement process.



**Sabrina Di Cristofaro,**  
Pre-Sales at SoftwareOne Italy

## Technologies Used

To ensure the project's success and to optimise their software procurement processes, A2A integrated advanced technologies. These tools automated and streamlined configuration tasks, communication management, identity synchronisation, device management, and information security. Key components included the following:

- **Client Portal:** A proprietary tool offering clients a single access point to SoftwareOne's digital platforms and services, simplifying the purchase and management of software and cloud resources from over 7,500 vendors.
- **Dedicated Team:** A single-point-of-contact team handled all of A2A's procurement requests in line with agreed governance protocols.
- **Success Manager:** A dedicated role focused on business reviews to help the client reduce costs and optimise process efficiency.



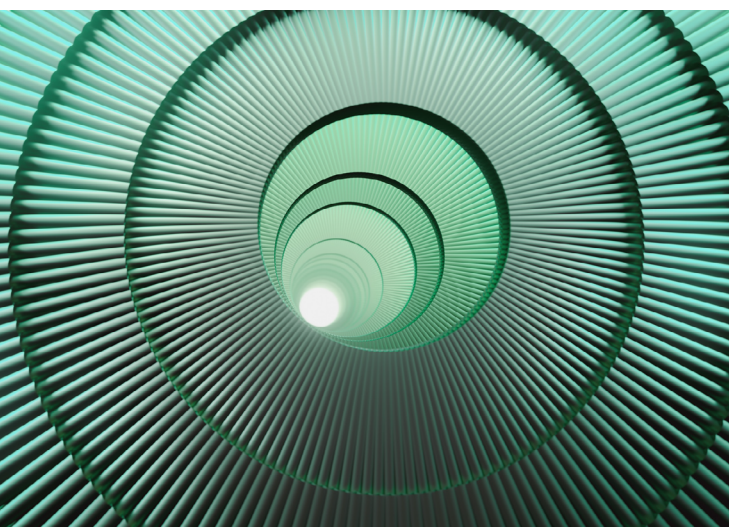


## Results

The implementation of SoftwareOne's Digital Supply Chain (DSC) solution yielded significant operational improvements for A2A. By centralising and simplifying its software procurement processes, the company achieved several tangible benefits:

- **Operational Cost Reduction:** The effort required to manage software purchases decreased, freeing up the procurement team to focus on managing and renewing Tier 1 vendor agreements.
- **Improved Efficiency:** Centralised procurement processes streamlined the management of contract deadlines, costs, and purchase history, reducing the time needed for these activities.
- **Greater Visibility and Control:** The DSC platform provided a comprehensive and user-friendly overview of contract deadlines and costs, improving monitoring and management capabilities.

These results allowed A2A to optimise its operations, enhance efficiency, and reduce costs, supporting the achievement of its business goals and adding value for its stakeholders.



SoftwareOne demonstrated competence and professionalism in supporting our digital transformation in software procurement. The DSC solution significantly enhanced our operational efficiency and reduced costs.



**Santolo Guadagno,**  
Digital & Innovation Governance, Sourcing, and  
Contract Management at A2A





## Conclusions

The collaboration between A2A and SoftwareOne demonstrated how adopting advanced technological solutions can radically transform business processes.

Thanks to the implementation of the Digital Supply Chain (DSC), A2A was able to centralise and simplify software procurement management, achieving significant improvements in operational efficiency, cost reduction, and enhanced visibility and control.

These outcomes not only enabled A2A to optimise its operations but also created an agile and responsive work environment, capable of adapting quickly to evolving market demands.

The partnership with SoftwareOne was critical to the project's success, combining technical expertise with expert consultancy.

## CONTACT US TODAY

Find out more at

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