



# The Top 10 Unbeatable Benefits of Vendor Consolidation

Why vendor consolidation should be a top priority for public sector organisations.

The government's cost-cutting measures show no signs of slowing. Public sector organisations have no choice but to modernise, consolidate or die. From charities to councils, a wave of consolidation is breaking out across the whole sector. In addition, the Chartered Institute of Management Accountants argues that a greater degree of professional performance management is needed to steer the UK out of the red.



## Multiple vendors a distant memory

When faced with tough budget cuts and an increasingly heavy workload, you need a consolidated solution that saves time and money, and improves efficiencies. The days of working with multiple vendors and solutions will therefore become a distant memory.

In the challenging public sector landscape, now is the right time to consolidate and gain multiple benefits. Organisations are saying goodbye to a mix of products that might not complement each other, or even work against each other.

## Why is consolidation so important?

Think cost and time savings, and improved functionality. Think about eliminating the hours spent managing a range of products from numerous suppliers. Vendor consolidation is a positive step forward for any public sector organisation, and one that benefits all staff from technician to board member.

With that in mind, we've compiled the top 10 outstanding benefits of vendor consolidation.

Top 10 outstanding benefits of vendor consolidation	
The benefit	What to ask your vendor
1. COST SAVINGS	<ul style="list-style-type: none"> <li>• Save thousands each year</li> <li>• Benefit from reduced product, management and staffing costs</li> </ul>
2. TIME SAVINGS	<ul style="list-style-type: none"> <li>• Save time by implementing just one solution</li> <li>• Fewer employee hours are required to manage fewer tasks</li> <li>• Be proactive rather than reactive</li> </ul>
3. RETURN ON INVESTMENT (ROI)	<ul style="list-style-type: none"> <li>• See a vastly improved ROI and prove your worth</li> <li>• Achieve improved time-to-launch, reduce internal costs (salaries) and external costs (investment)</li> </ul>
4. INCREASED BUYING POWER	<ul style="list-style-type: none"> <li>• Purchase from one vendor and improve economies of scale</li> <li>• Leverage one organisation to supply you with more for less</li> </ul>
5. REDUCED TRAINING REQUIREMENTS	<ul style="list-style-type: none"> <li>• Simple and fast training for new staff</li> <li>• All employees work from the same page, can work towards common goals and easily transfer knowledge</li> </ul>
6. ONE FAMILIAR INTERFACE	<ul style="list-style-type: none"> <li>• Less stress on teams when colleagues are on holiday or off sick</li> <li>• One single familiar interface increases productivity</li> </ul>
7. LESS ADMINISTRATION AND MEETINGS	<ul style="list-style-type: none"> <li>• Spend less time in multiple vendor meetings, or working on endless paperwork and contracts</li> </ul>
8. LESS RISK	<ul style="list-style-type: none"> <li>• Multiple solutions often require patching to work well together yet one consolidated solution is designed to cover all risks securely</li> </ul>
9. ONE SUPPORT DESK	<ul style="list-style-type: none"> <li>• One single point of contact reduces time calling for support</li> <li>• Get the answers you need without being passed between departments and third parties</li> </ul>
10. COMPETITIVE BUY BACK SCHEMES	<ul style="list-style-type: none"> <li>• The days of 'locked in' contracts are long gone. Vendors like Sophos will work with your incumbent supplier to end your contract ahead of time, without incurring additional costs</li> </ul>

**It's just better together. Consolidation is effective and the benefits are yours for the taking.**



## Vendor consolidation works

We have solid evidence to prove that vendor consolidation delivers impactful benefits. Below are examples of public sector organisations who have consolidated solutions, and the savings and advantages they have seen.

### The Health Informatics Service (THIS)

Yorkshire-based THIS is undergoing an extensive period of growth. By consolidating to Sophos they have:

- Saved £120k over a three-year period
- A centralised console for simple management
- Required less staff to manage the solution
- A consolidated product that is easy to manage
- Hassle-free automatic releases
- The ability to add elements over time
- Self-sufficiency – very little support needed

“With Sophos you have everything you need in one console and you can add elements as you go.”

JASON CRESSWELL, Technical Services Manager

### EK Services, a shared service across Canterbury City Council and Thanet/Dover District Councils

Since deploying Sophos across three councils the benefits include:

- Virus protection and web filtering, blocking an average of 57 viruses per month
- Automatic checks, taking one team member just 15 minutes, every 24 hours
- A product that works in the background and doesn't affect users
- Differing levels of security and improved flexibility

“We needed to save 25% across all three sites when everything was consolidated. With Sophos that target was achieved.”

JOE BRACKENBOROUGH, Tech Architect

### The Ipswich Hospital NHS Trust

By unifying security with Sophos the Ipswich IT team has seen improvements to performance and efficiency. In addition Sophos provides:

- A solid understanding of the NHS
- Outstanding interaction
- Excellent pricing
- Good products and a wide range of functionality
- Roadmap availability
- Service and support, day and night

“All our security is now controlled in a much more intelligible way.”

KARL KROGER, Data and Security Manager

### The University of Oxford

Sophos provides a comprehensive toolkit to tackle security challenges across this prestigious organisation. This comprises:

- A long-standing relationship that provides the university with a high-quality service
- A bespoke and pre-packaged solution
- A significant reduction in data loss and the occurrence of malware
- Reduced strain on the team
- Sophos as a trusted advisor

“Sophos has been effective in preventing infections that could otherwise have caused a great deal of disruption.”

TONY BRETT, Head of IT Support Staff Services



## The top 10 unbeatable benefits of vendor consolidation

"If an organisation's network security vendor has a complementary endpoint threat detection and response capability, then it should be added to the shortlist for evaluation."

**Gartner**

Vendor consolidation is a powerful and strategic step towards improvement. Ultimately, you will achieve greater success for your staff and your organisation.

As a UK-founded IT security vendor with sovereign status, we truly believe in consolidation values. We are working with UK government departments nationally and locally to achieve significant cost savings through consolidation strategies.

### Security made simple.



**Network Protection**



**Enduser Protection**



**Server Protection**

Don't just take our word for it,  
challenge us!

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