



TRUSTMARQUE

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A prescription for savings

Save money on software contracts & IT tail-spend in the NHS

“We are now requesting that all NHS providers reduce their corporate cost growth by 50% during Quarter 3 2025/26. These savings should be reinvested locally to enhance frontline services.”

Sir James Mackey, Chief Executive, NHS England

The challenge faced

NHS Trusts are under pressure to modernise while delivering more with less. Yet many are locked into complex software estates, with expensive vendor contracts, underutilised licences, and outdated systems. Overspend on mega-vendor contracts - like Microsoft, Oracle, and IBM - isn't sustainable. In addition, smaller tail-spend contracts that collectively amount to millions, take too much manpower to assess, but can no longer be ignored. Savings must be made. Fast.

Trustmarque's sister company Livingstone Technology - a Gartner Magic Quadrant Leader - helps the NHS optimise mega-vendor contracts and control IT tail-spend, while Trustmarque's Prism Managed Service provides ongoing optimisation of Microsoft 365 and Azure spend. This means more budget can go where it matters most: delivering high-quality patient care.



Three ways to save

1. Mega-vendor optimisation & negotiation services

- ✓ We establish your current and future demand:
 - Exit contract assessment
 - Current state analysis
 - Business needs analysis
 - Future demand assessment
 - Pricing models and high water mark
- ✓ We create an optimised bill of materials:
 - Optimisation including user profiling
 - Infrastructure spend optimisation
 - Contract and contractual benchmarking
 - Global pricing & billing
- ✓ We optimise for government frameworks
 - Maximise framework prices/rates
 - External validation of your current and future spend
 - Optimise the transition journey between frameworks

✓ **£2m** in savings generated for a large UK health body on its Microsoft Enterprise Agreement

✓ **\$2.1bn** total savings for customers on Microsoft.

✓ Average savings of **38%** per customer.

✓ **£1.8bn** saved for clients in Oracle risk mitigation

2. Find savings in tail-spend with Contract Intelligence

Most organisations only proactively manage the mega vendors like Microsoft, Oracle, IBM and SAP that consume between 50 to 80% of their total IT spend. But the smaller tail-spend contracts that are largely ignored, can amount to millions. We help you find those savings fast.

- ✔ Contract Intelligence by Livingstone uses AI and OCR to rapidly digitise all your IT contracts allowing easy contract searchability. Our team of experts provides insights on how to use that data to save money.
- ✔ The result? Optimised tail spend, aligned financial reporting, minimised compliance risks, and improved renewal management.
- ✔ This approach takes one sixth of the time compared to manual contract review and improves data accuracy from **64% to 97%**.
- ✔ **£52M** in savings found using Contract Intelligence

Some of the ways we identify tail-spend savings:

- ✔ **Product consolidation:** Consolidate products bought on multiple contracts to increase buying power and get access to discounts.
- ✔ **Price harmonisation:** harmonise contracts so that the lowest price is paid across the board.
- ✔ **Portfolio rationalisation:** Stop paying for unused or outdated software and stop auto-renewals on SaaS products.
- ✔ **Co-termination:** aligning renewal dates and adjusting pricing to reflect that.

3. Optimise your Microsoft 365 and Azure spend

Trustmarque's Prism Managed Service is a business intelligence platform designed to help organisations monitor and optimise their Microsoft 365 and Azure environments. Offered in two tiers—Manage and Optimise—it delivers actionable insights into licensing and consumption, enabling smarter decisions and cost control aligned with strategic goals.

Key benefits for NHS organisations include:

- ✔ **Cost Optimisation:** Identifies opportunities to reduce spend through right-sizing and licence rationalisation.
- ✔ **Strategic Insight:** Provides detailed analysis and recommendations aligned with business objectives.
- ✔ **Tiered Flexibility:** Choose between Manage (for stable environments) and Optimise (for complex or dynamic estates).
- ✔ **Continuous Improvement:** Ongoing reviews ensure environments remain efficient and cost-effective.



NHS Smart Spend Initiative

Trustmarque is a UK-based, proven and trusted IT partner to the NHS, supporting over 60% of healthcare organisations across all four UK nations.

As one of the top seven IT suppliers to the NHS, we've launched our Smart Spend Initiative to help the NHS release rapid savings, increase capacity to care, enabling Trusts to transform at speed.

Cut costs, not care. Get in touch today.

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