

Project: First Generation Data Centre Outsourcing Negotiation
Client: UK Standards agency

At a Glance	Scope
<ul style="list-style-type: none"> - 23% saved on Deployment and run costs - Savings of £1m - Turnstone cost £61k (6% of total saving) 	<p>Our client wished to outsource their data centre requirements for the first time. They required a smooth transition with predictable running costs over the 5 year term. They needed a high performance managed service with the flexibility to scale up and down on demand. They did not have the manpower to give this project sufficient focus internally.</p> <p>We achieved all of their requirements using a rigorous tender process and strong contract negotiation.</p>

Key Business Benefits

“The results have been pleasing for us in the IT function and also well received at board level. Turnstone helped to lower the proposed lifetime costs by 23%, and introduced many commercial improvements to gain us a more favourable contract.”

Major cost savings of £100k on deployment costs and £850k on running costs. Other benefits include:

- Electricity costs fixed to capped 10% increase pa
- 41% Additional hardware cost saving of £500k
- Transition payment profile based on tangible deliverables
- SMART Service Levels linked to Delay Deductions and Service Credits.
- Flexibility to increase or decrease requirements at known cost increments

The Turnstone Approach

Our experts worked closely with the client’s technical and legal teams to produce detailed technical, service and commercial requirements. This assured an efficient tender process, with much of the negotiation built into the tender documentation, reducing the amount of time spent in final contract negotiation significantly.

Our consultants had access to Turnstone’s library of information and template documents increased project efficiency.

Our team managed the vendors and managed the bulk of the workload, ensuring that the Client was fully briefed to make the key decisions throughout the process.

Final Words

Turnstone is a specialist procurement consultancy, focused exclusively on IT software, hardware, telephone communication and services expenditure. Reducing IT costs by using innovative and professional procurement processes, Turnstone has worked with all the major suppliers and understands how to get you the best results.

Based in the City of London, Turnstone provides your IT team with a one-stop solution, saving you time and money – with savings 6 times larger than fees.

The 'on demand' service provides you with unrivalled access to expert IT procurement, to support your team as much or as little as you require.

To find out how Turnstone can help you save money please contact us on 020 7936 9058 or email at enquiries@turnstoneservices.com