

## ALAN STEEL CASE STUDY



### Alan Steel prove their compliance

**When Alan Steel Asset Management, an award winning firm of Independent Financial Advisers wanted to get a better understanding of their licence position and improve their overall Software Asset Management processes they contacted FAST Ltd.**

The company, which was established in 1975 and employs approximately 50 staff, is used to delivering high calibre advice and excellent value to their customers and recognised similar expertise, independence and dedication within the FAST team.

Having enrolled on the FAST programme which includes the FAST Compliance Manager (FCM) licence management tool, they engaged the FAST Professional Services team to populate FCM and train staff on using it.

FCM was used to produce an Effective Licence Position (ELP) and is regularly used by the team for ongoing licence management. Being a FAST member FCM came as membership benefit with no additional cost.

The real benefits of FCM were demonstrated shortly after the FAST Professional Services team completed installation, when Alan Steel received a letter from Microsoft asking them to provide a licence statement and match it to the software they are using, something which can make even the most seasoned IT Manager a little nervous.

Thanks to FCM, Alan Steel were instantly able to respond by producing a FAST Compliance report directly from FCM and with the assistance of the FAST Professional Services team completed the report that Microsoft wanted quickly and painlessly. Microsoft accepted this report and they are now comfortable with the firm's licence position and their ability to manage the licences going forward. Plus, due to expert advice from the FAST team during the project, Alan Steel did not have to purchase an SQL licence that they thought they were going to need, saving the company money both now and in the future.

John Mckillop, IT Director of Alan Steel Asset Management said:

"Giving advice is at the heart of what we do, and we understand the benefits of working with experts, for us FAST Professional Services provided that expertise. It makes a lot of sense in today's IT and cost driven world for companies to embrace asset management, and monitoring licences is key to those processes."

For more information please call **0844 815 5742**, email **contactus@fast-compliance.co.uk** or visit **www.fast-compliance.co.uk**

“The FAST programme is giving us the tools and training we need to maintain the great work we did with FAST Professional Services. The FCM tool coupled with their expertise provided just what we needed when we needed it most, and saving money on the SQL licence was the icing on the cake.”



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