

Know the best way to get your software

With decisions to be made about licenses, subscriptions, renewals and maintenance, ordering software can be confusing and time consuming. That's why you need to know the best way to get your software – Zones.

Zones has a software team dedicated to extracting the best value from software licensing programs. These specialists have the knowledge, experience and certifications necessary to evaluate and recommend economical licensing options that also provide long-term value.

Relying on our expertise and experience

From the first few decisions about software licensing through negotiating a licensing agreement and beyond, Zones software licensing executives are available to assist you.

While consulting with Zones, you may receive recommendations related to legal and compliance requirements imposed by software publishers in executing licensing contracts. We want you to understand exactly what your company is purchasing.

Since Microsoft software applications are a business standard, Zones has a team dedicated to servicing Enterprise Agreements (EAs). Our Microsoft Certified Professionals (MCP) have access to exclusive support from Microsoft, which we in turn are able to provide to you at a level that far exceeds most of our competitors. Zones MCPs assist with everything from deciding on the best Microsoft licensing program to proper reporting during the annual true-up process. This expertise coupled with Zones being a multi-time recipient of the prestigious Microsoft Operational Excellence Award guarantees you receive an exceptional level of service.

Knowing your options

Zones software licensing executives know the licensing programs and agreement options available from software publishers.

For instance, while you may think software for a handful of people means ordering costly individual licenses, Zones may recommend a smaller group license that's available. It's also common for software publishers to offer both cumulative and transactional programs to accommodate purchases of both company-wide and workgroup related applications (web design, CAD, finance, etc.). When it's time to purchase Microsoft software, many managers believe their number of licenses won't meet Microsoft Enterprise Agreement (EA) levels. But calling a Zones licensing executive leads to an EA that includes Software Assurance benefits starting with as few as 250 licenses.

Increasing software availability

Sometimes the biggest challenge is finding the right software for the job. You solve this by contacting your Zones account executive. We work closely with our partners including Microsoft, Adobe, Symantec and hundreds of other software publishers. Backed by more than 25 years of experience, Zones has the knowledge and resources to provide the utmost availability and negotiate the lowest possible pricing.

Zones is always focused on how to reduce software costs, streamline procurement and uncover untapped opportunities for your business.



THE ZONES DIFFERENCE IS YOUR ADVANTAGE

- > Software and licensing program experts act as your advocate to ensure you get the most value from your licensing agreements
 - Microsoft Certified Professionals (MCP)
 - Software Asset Management Certified Professionals (SAM) provides compliance support
 - Dedicated software renewals team for maintenance and contract renewals
- > Zones License Tracker™ offers automated renewal and maintenance notifications, as well as custom reporting online
- > Software compliance consulting and audit services
- > Corporate Plus Minority Business Enterprise (MBE)