

## Set up a single, simple software agreement that consolidates license and maintenance billing and makes annual spend much more predictable.\*\*

A Transformational License Agreement is a highly customized software contract that offers unprecedented flexibility in the way software titles are consumed and maintained – especially as requirements change over time.

When your enterprise is running on a diverse and dynamic IT infrastructure, the last thing you need is to be burdened by overly complicated and restrictive software license agreements.

A Transformational License Agreement (TLA), however, simplifies the management and maintenance of software entitlements, particularly when optimizing and transforming your IT environment to meet future business needs.

Your TLA is customized for your specific requirements, giving you access to the broad Dell EMC software portfolio and the ability to substitute titles and pre-pay for credits that can be redeemed for additional software and services. to match their actual usage.



### HOW IT WORKS



#### IDENTIFY REQUIREMENTS

We review your current and future business objectives to help identify the right mix of software solutions to meet your needs.



#### TAILOR YOUR AGREEMENT

Through a consultative process, we work with you to develop a TLA aligned to your unique needs with an optimal financial structure and timeframe to maximize the value of your investment.



#### ADD NEW TITLES

You can future-proof your investment by adding new software to your agreement at any time.



#### MAKE SUBSTITUTIONS

Freely exchange undeployed software with any other title in your agreement. Or, for the utmost flexibility, choose a TLA option that enables you to swap and replace software that has already been deployed.



#### REDEEM CREDITS

Consume your prepaid T-Credits at any time for additional professional services, education services, public cloud services and incremental software licenses.

## Program Benefits

- **Maximum flexibility** to match changing needs over time and maintain access to latest and greatest technology through substitutions and prepaid T-Credits
- **Control and choice** over which technologies and services to deploy and when to deploy them
- **Future-proofed** by allowing access to new software titles and services released after the TLA purchase
- **Simplification** via single contract that consolidates license and maintenance billing and simplifies compliance
- **Value and savings** achieved through economies of scale, optimized OpEx/CapEx, predictable TCO and price protection

### Example: Simplifying software licensing and maintenance in a dynamic business environment

A global manufacturer is undergoing a significant data center transformation over the next two years, but is constrained by their limited IT budget and strict TCO targets. The CIO wants a vehicle to consolidate software spend, simplify procurement, and eliminate compliance risk. In addition, the CIO wants the flexibility to adopt new technologies – as needs evolve – in response to highly dynamic market conditions.

To satisfy these requirements, the company established a customized Term TLA giving them the right to use any Dell EMC software and the ability to freely exchange titles through the full term of the agreement. Using T-Credits, they can pre-pay for incremental software and services they expect to need down the road as their business transforms for the future. And by setting up a more predictable, OpEx-oriented payment structure through Dell Financial Services, they received a better overall value and achieved a lower total cost of ownership.\*\*

**Dell Financial Services (DFS)**, part of the Dell Technologies family, is a global provider of innovative payment and consumption solutions. DFS supports all customers, from consumers to small businesses up to the largest global corporations. DFS can finance any hardware, software and services solutions, allowing customers to choose how they want to consume their technology. We deliver end to end solutions across Dell Technologies, channel partners and distributors in more than 50 countries, financing over \$8 billion annually.

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