



Banking on Success

Simplifying Software Licensing for Home National Bank

» Software Licensing. Easier.

With a Microsoft Enterprise Agreement from PC Connection, here's what you'll receive:

- Education about your available EA benefits
- Support to help you maximize your investment
- Ease of reporting updates during your program review periods
- Access to Microsoft product, license, and contract specialists
- A team dedicated to your success that you access through a single point of contact: your Account Manager



Founded in 1888, Home National Bank has grown from its roots in Arkansas City, Kansas, to serve 9 communities throughout Kansas, Oklahoma, and Arizona. Family-managed for the past 4 generations, this customer-focused bank prides itself on hard work, first-class service, and careful planning for the future.

Perhaps that forward-thinking outlook is the reason for Home National Bank's remarkable success in helping families achieve their financial dreams for over 120 years. That same progressive attitude might also explain why the bank chose to update their software management with a flexible licensing solution from PC Connection.

Eliminating Inefficiency

For many companies, keeping software up to date and available to all employees is as vital a mission as maintaining hardware. So when Ed Rickerson, CIO of Home National Bank, spotted an opportunity to simplify his IT staff's software management duties, he knew how valuable an improvement it would be. With 250 users in 15 different locations, Ed Rickerson's biggest licensing challenges were adding new users and keeping track of all the various pieces of software in use—which included Microsoft Office and SharePoint, as well as industry-specific financial software. The IT department had to manage a database for the company's software and buy licenses on an as-needed basis—a costly, inefficient, and time-consuming process.

A Shared Work Ethic

In his search for an IT provider to manage the bank's software needs, Ed Rickerson wanted a company that could explain complex licensing programs and provide a level of service that paralleled Home National Bank's own dedication to excellence. Choosing PC Connection for the bank's software licensing needs was an easy decision for Rickerson. "I've worked with other Enterprise Agreements and companies in the past—but found

that PC Connection, in working with them, they were a lot more proactive."

Seamless Solutions

PC Connection helped Home National Bank make the transition from buying software off the shelf to implementing a Microsoft Enterprise Agreement. Rickerson notes, "We provided all the necessary paperwork and information to PC Connection as to what we currently were using—proof of purchase, so to speak—and we took care of that transition. We got credits where credits were needed." Along with the added benefit of receiving credits for software they already owned, moving to an EA solution also gave Home National Bank access to valuable Microsoft training programs.

Waste Not, Want Not

Planning, implementing, and maintaining a software licensing program can be challenging for many companies. Unlike upgrades to your infrastructure, licensing solutions are designed to be highly flexible and can be tailored to meet your needs. Choosing the more advanced of two networking solutions might improve performance for current users and allow for future growth, but paying extra for software licenses you can't use is a waste of resources.

Making sure you have the right program to fit your needs without excess cost can be a difficult task. Ed Rickerson knew the value of an experienced IT provider

right from the start of his project. "Microsoft licensing is very convoluted out of the box. [PC Connection] always made sure that we had a great understanding as to... if we did something, what it meant—how the enterprise agreement works, how their licensing works. If there were any questions that they couldn't answer, they would bring Microsoft on the phone, and we would have a conference call and go through all the questions and answers."

The True Value of Experience

Switching to a PC Connection licensing solution helped Home National Bank achieve greater efficiency. The program made it easier to add new users and to keep track of current software needs. Most importantly, it freed up IT staff to focus on other projects. With the proper solution in place, Home National Bank has the flexibility to grow and adapt as their needs change—all while providing the same exceptional service to their customers.

If you're interested in simplifying your software procurement, turn to an IT provider with the experience and resources to make your goals a reality.

Call your PC Connection Account Manager today to learn more about creating a licensing program that fits your needs.