academia
the technology group

Subscribe for longer – Pay less per year

Lock in savings. Maximise value.
Future-proof your software investment.

Why go Multi-Year?

In today's dynamic market, it's important to be aware that software costs are climbing quickly. Annual renewals can leave you vulnerable to unexpected price increases, inflation and tighter budgets, so being proactive is key!

It's time to be smart and not miss out on an opportunity to streamline your subscriptions and discover a more cost-effective solution to procure your software.

A multi-year software agreement helps you take control:

✓ Cost Savings
• Discounted pricing: Vendors often offer significant discounts for multi-year commitments compared to annual renewals.
• Budget predictability: Fixed pricing over multiple years helps organisations plan and manage IT budgets more effectively.

✓ Price Protection
• Locking in rates protects the organisation from price increases that might occur during the term of the contract.
• Software renewal increase in price 8% YoY on average – commit to longer to avoid these cost increases.

✓ Long-Term Value
• Ensures access to updates, new features and support over time, maximising the return on investment (ROI).
• Vendors may prioritise long-term customers for support and feature rollouts.

✓ Operational Stability
• Reduces the administrative burden of annual renewals and renegotiations.
• Minimises the risk of service disruption due to lapses or delays in renewal.

✓ Stronger Vendor Relationship
• A longer-term commitment can lead to stronger strategic partnerships, better customer support and influence on product roadmaps.

✓ Better Internal Planning
• Encourages consistent workflows and long-term planning around the software's integration, training and usage.

✓ Incentives & Perks
• Vendors may offer onboarding support, training packages or other perks as part of multi-year deals.

vmware®   **SOPHOS**   **CROWDSTRIKE**   **eset**

Check out the savings!

1 Year Annual Renewal £100,000 pa
Total Payable over 3 Years £300,000

3 Year Multi-Year Agreement £90,000 pa
Total Payable over 3 years £270,000

That's a total saving of £30,000 with a 3 year Multi-Year Agreement!

How can Academia help?

Tailored Options
We work with you to scope multi-year agreements that align with your goals, growth plans and budget cycle.

Expert Advice
Our team tracks vendor changes and pricing trends — so you don't have to.

Vendor Partnerships
We have strong relationships with leading software providers, unlocking exclusive pricing and bundles.

Ongoing Support
From onboarding to optimisation, we're with you every step of the way to ensure your software keeps delivering value.

Software subscriptions are ideal for:
• Renewals
• New software
• Rollouts
• Consolidating suppliers
• Long-term planning