



APPCLARITY: SOFTWARE LICENSING

RAPID AND SIGNIFICANT SAVINGS VIA SOFTWARE RECLAIM

Within eight weeks of deploying 1E AppClarity, a North American insurance company sees savings of nearly a third of a million dollars through software license optimization

Challenge

Already using 1E Shopping and NightWatchman Enterprise, the company wished not only to quantify software application usage across the company by deploying AppClarity but also save money by removing unused applications from its environment. It wanted to be confident, when presented with a request for a vendor software audit, it could give an accurate and compliant response with hugely reduced time and effort required.

Solution

Using 1E solutions AppClarity and Shopping, and working with the 1E Customer Advocacy team, the insurer was able to successfully identify more than \$300,000 of cost savings in under two months and ensure license compliance. The IT Asset Management team are thrilled to have a level of visibility of their software licensing situation across the organization in a way that couldn't be easier or quicker.

Business benefits

- Software usage reports can be created in minutes
- A user-centric approach to software removal
- While software licence installation is optimized, users can reinstall software as and when they need it
- Right-sized license costs
- Immediate ROI through software reclaim and re-use.

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Simplified Visibility of Software Licenses Brings Compliance and End to Waste

About AppClarity

Software License Optimization is the reduction of software costs. 1E's AppClarity gives you clear and simple visibility of your entire software estate, across servers and PCs. Identifying unused software enables an organization to remove excess cost and optimize its license position.

AppClarity automates the identification of which applications instances are underutilized as well as their subsequent removal from users' desktops. "AppClarity gives us a picture of our whole software inventory, however that software was originally installed – either centrally or by end-users, be they purchased or otherwise," remarks the Director of IT Asset Management. "With automated software removal, there are immediate and measurable returns."

"Through our deployment of AppClarity, and our excellent working relationship with 1E, we have made \$326,478 in cost savings in just eight weeks, across our estate of 13,000 PCs, through the identification and reclaim of unused software."
Director of IT Asset Management

"We are well aware that software compliance is a hot topic. There is often a lot of software waste across an organization. Historically the way we have acquired software, by both individual departments and through centralized procurement, has required a lot of effort, time and resource to track," he says.

With AppClarity, the company is able to track the entitlements for all licenses, reclaim unused software at a stroke and be confident that it will be compliant with a software audit. It uses an opt-out user-centric approach, enabling users to defer removal if they still require the software.

AppClarity highlights what software is used against what is deployed. By focusing on just a handful of applications in the first instance, The Director of IT Asset Management was able to detect and reclaim many unused installations to the value of \$326,478 in less than two months.

"We gave users a detailed message, reminding them that unused software should be removed and gave them the choice to opt out of software being reclaimed if they still needed it," he says.

"With the enterprise app store that is available via 1E Shopping, users are less resistant about removing software as they know they can reinstall it very quickly themselves if they need it later on," he continues.

With the success of this project for desktop software, the asset management team is looking to replicate it for server software. He comments, "We are looking at the new version of AppClarity for this, I'm excited that visibility into server software is available."

"It's much more complex to see what's happening in the server environment and to analyze usage. I want to ensure that all our server software remains compliant and also to identify costly unused installations software and safely uninstall them."



Detecting and Reclaiming Unused Software to Preserve The Centrally Designed App Landscape

One of AppClarity's key features is the ability to detect all software in the environment and monitor its usage. AppClarity acts like white blood cells in the company's environment, ensuring their software environment is as healthy as possible.

Thanks to AppClarity we have a clear picture of our overall software environment and we are confident that we can proactively manage it to ensure audit compliance...we have an automated and continuous process to keep the environment clean"

Director of IT Asset Management

The Director of IT Asset Management comments, "In essence by deploying AppClarity we are adding more white blood cells to protect our environment. In addition to our many proactive security measures, AppClarity, through its automation of software removal, further extends those measures to ensure that compliance requirements such as Sarbanes-Oxley and HIPAA are met."

Furthermore, the company is well placed to renegotiate Enterprise Agreements with vendors and further maximize cost savings. When software is removed completely from a company's environment, there is no point in continuing to pay support and maintenance on licenses that have been taken out of the IT environment altogether.

"Through our deployment of AppClarity, and our excellent working relationship with 1E, we have made \$326,478 in cost savings in just eight weeks through the identification and reclaim of unused software," he concludes.

About 1E

1E's suite of disruptive IT operations management tools save billions, solve problems and simplify the management of large, complex IT environments – in record time. Designed with a singular focus to help drive down costs, 1E's solutions include tools for IT asset management, Windows systems management and BYOPC.

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