



Optics Research Company Mitigates License Compliance Costs with Pre-Audit Consulting

Company: Optics Research,
5 branches across the
United States

Hardware: 156 devices;
30 servers (many of them
virtualized)

The Result: Saved \$60,000

“Emerset’s practical approach helped us understand, simplify and optimize our complex licensing needs. With their guidance, we were able to trim unneeded software or software versions and fully enjoy the benefits we were entitled to. We were impressed with their professionalism and knowledge. Best of all, Emerset cut our Microsoft® licensing costs by more than half and made sure we fully understood our inventory and use rights.”

THE COMPANY

World leader in optics research and development with 132 employees and 156 devices in offices throughout the United States. The company’s development team is highly dependent upon Microsoft® developer tools and is registered as a Microsoft® certified partner.

MICROSOFT® PRODUCTS INVOLVED

- Office Standard & Professional
- Project Standard/Professional
- Visio® Standard/Professional
- Visual® Studio & MSDN®
- Lync® Client
- Microsoft® SQL Server®
- Windows® OS
- Exchange Server
- Windows Servers® physical and virtual
- SharePoint® Server
- Lync® Server

PROCESS

When this leading optics research company received Microsoft®’s standard procedural self-audit request, they knew they needed professional assistance and enlisted the services of Emerset to manage and mitigate the process. Microsoft® typically requests self-audits every three years from its small-medium business customers.

Emerset took control of the process by responding directly to Microsoft® to acknowledge receipt of the audit request, a key first step to establish to Microsoft® that the customer was taking the audit seriously. Emerset then implemented its comprehensive pre-audit plan and immediately requested to receive a full listing from Microsoft® of the company’s software licenses on record. In parallel, Emerset implemented its proprietary Clear Licensing Methodology®, which begins with a complete analysis of the company’s

current and future inventory of Microsoft® products. The results were then compared with the list of licenses reported by Microsoft®. By comparing inventory and reports, Emerset conducted a gap analysis and determined that the company possessed several licenses that did not appear on the Microsoft® entitlement report, including OEM, Box licenses and eligible partner pack licenses.

For the next step in pre-audit mitigation, Emerset compared the licenses with the actual usage in the company, to determine areas of over- and under-licensing. From the outset, Emerset took into consideration the fact that the customer was in the process of rolling out a new server farm architecture, decommissioning servers, and installing new product versions.

Over the course of a month and multiple meetings, Emerset guided the company through the process of identifying all of the end user software and servers in use, obsolete licenses that could be decommissioned and which products could be removed or exchanged for lower versions for optimization. Emerset also identified certain areas of under-licensing in cases where users were using more advanced functionality of products than were covered in their license grant. In order to become compliant with Microsoft®, the company immediately undertook the task of updating each machine in accordance with Emerset's new guidelines, and creating a comprehensive report of any new licenses that needed to be purchased. Emerset performed an in-depth financial analysis to compare three different procurement options available from Microsoft® (open license, open value and Office 365) to ensure that the company would purchase the package that best met both its financial and technological needs. The company would have paid approximately \$130,000 to purchase all required licenses if they had completed the internal audit process with their own staff and presented their results to Microsoft®. With Emerset's extensive knowledge, experience and expert guidance, the company was able to realize a savings of over 50%. After removing redundant software, downgrading to lower versions where they did not need advanced versions, and utilizing their Partner Pack licenses to the maximum, Emerset brought the cost of compliance down to \$70,000, a savings of \$60,000.

In addition to the financial savings, the company received a well-defined inventory report, licensing statement and procedures developed by Emerset, which together provide a strong basis of Software Asset Management for any future expansion or audits.

Bottom Line Savings: \$60,000

Emerset's Clear Licensing® Methodology has been developed through over a decade of practical experience gained from the planning, negotiation, and implementation of software contracts by leading licensing experts in the IT market. It has helped to conclude hundreds of successful agreements and has created a vast repository of benchmark data to provide clients with accurate comparable data to help achieve an optimal agreement.