Success Story:
Customer Realizes Millions in Savings with App Portal

FLEXERA SOFTWARE®

Customer Profile:

- Large global enterprise
- Over 150,000 employees
- Over 70,000 devices
- Over 300,000 software requests automated through App Portal

Challenges and Needs:

- Upcoming license renewals with Microsoft and Adobe
- Spending too much on software

Solution:

- Using App Portal they successfully targeted three software titles for reclamation:
  - Adobe Acrobat
  - Microsoft Visio
  - Microsoft Project

Benefits:

- Removed over 10,000 installations of unused software
- Reclaimed over $4.5M USD worth of software licenses
- Realized $3.5M USD in hard dollar savings when renegotiating renewals

"Management is happy. They are over the moon! After running for just one week... Over 10,000 installations of the three software titles had been removed, with an estimated license value of over $4.5 million US dollars."

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App Portal

Software licenses, maintenance, and renewals make up a large part of an enterprise budget. Many companies are looking to reduce their overall spending on new software and increase the utilization of the software they have already purchased. Many organizations can cut spending on software by as much as 30 percent with some basic Software License Optimization best practices. By removing unused or under-used applications through an automated software reclamation process, companies can reduce the overall application footprint in the environment. The removal of unused applications can ultimately lead to a reduction in the volume of licenses the company is required to purchase for those applications, and can also reduce maintenance costs. Software reclamation is a key tactic to reduce future spending on software.

A large enterprise customer with over 150,000 employees, recently launched a software reclamation strategy to prepare for an upcoming license renewal with two of their major software vendors—Microsoft and Adobe. They created a reclamation campaign using Flexera Software App Portal by configuring My Apps for automated software reclamation. My Apps is the capability in **App Portal** that gives employees one place to view license cost and usage information for applications installed on their devices and involves them in the Software License Optimization process. The Software Policy Score™ informs employees how well applications installed on their devices comply with corporate policies and whether they have applications that are not being used and could be reclaimed.

After running for just one week the customer reviewed the campaign and was pleasantly surprised with the results. Over 10,000 installations of the three software titles had been removed, with an estimated license value of more than $4.5 million US dollars.

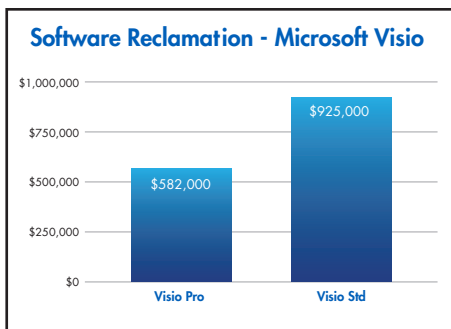## Software Reclamation - Microsoft Visio

Fig 1: Approximately $1.5M in Microsoft Viso software was reclaimed, decreasing the cost of the contract renewal.

Big Benefits, Minimal Employee Impact

The reclamation campaign had minimal impact on the employee population. Out of 10,000 individual software uninstalls, only three employees declined the request for removal, indicating they were using the software and needed to keep it. Twelve employees responded with questions about how to obtain the software if they need it in the future. One benefit of using the enterprise app store to do reclamation is that employees are able to request software through self-service and have the application installed in minutes if they need it again.
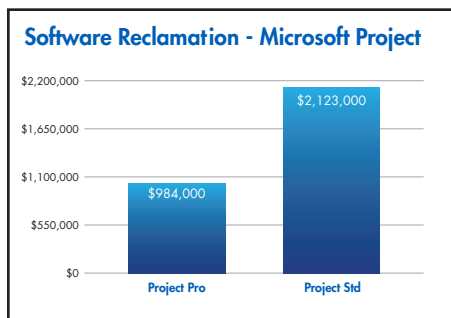
Software Reclamation - Microsoft Project

Fig 2: Recovered 5,150 installations of Microsoft Project valued at over $3M USD

Eliminate Software Waste by Recycling Unused Licenses

App Portal is a universal enterprise app store that enforces continual software license compliance and controls software deployment, while increasing employee satisfaction. The enterprise app store ensures that governance is in place to verify license requirements, check license availability, and reclaim unused licenses.

Maintain Control with Smart Uninstall

Automatically remove applications from devices even when the application has no uninstall program. Smart uninstall coordinates with FlexNet Manager to determine key metadata and creates uninstall commands for applications based on Windows Installer technology.
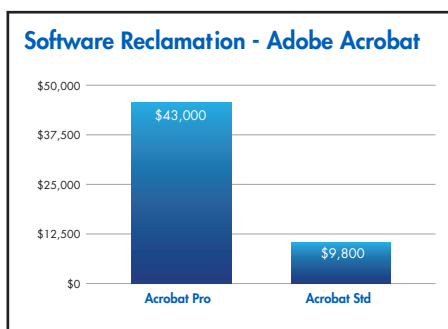
Software Reclamation - Adobe Acrobat

Fig 3: 175 installations of Acrobat Professional were recovered with a value of $43,000

Engage Employees in Software License Optimization

Installation evidence and usage data from **FlexNet Manager Suite** powers My Apps, which notifies users with alerts and a list of unused applications installed on their device with the option to keep them or surrender applications so the license can be returned to the available license pool. When the user surrenders the application, App Portal manages the process to uninstall the application via tight integration with software deployment tools such as Microsoft SCCM. FlexNet Manager Suite returns the license to the license pool when the inventory data indicates that the application is no longer installed on that user's device. In addition, App Portal supports a flexible software leasing model in which business users lease an application for a specified period of time, another tactic that can further reduce costs and provide a more predictable software budgets. The application is reclaimed and the license is returned to the license pool when the lease expires.

About Flexera Software

Flexera Software helps application producers and enterprises manage application usage and increase the value they derive from their software. Our next-generation software licensing, compliance, security and installation solutions are essential to ensure continuous licensing compliance, optimize software investments and future-proof businesses against the risks and costs of constantly changing technology. Over 80,000 customers turn to Flexera Software as a trusted and neutral source for the knowledge and expertise we have gained as the marketplace leader for over 25 years and for the automation and intelligence designed into our products. For more information, please go to: **www.flexerasoftware.com**