



With Certero's IT Asset Management solution, mergers and acquisitions are no longer as problematic as they were

LINPAC now have the capability to manage their assets at a division level across the globe with a common solution from Certero in AssetStudio® and Certero SoftwareMetering for Decision Makers®

Customer Profile

The LINPAC Group is a £1.1bn global business made up of four core divisions which together offer their customers tailored packaging and materials handling products and services. LINPAC's 9,000 employees are based out of 90 locations worldwide providing packaging and supply chain solutions across five continents.

The LINPAC Group is a privately owned business, backed by Montagu Private Equity and was recently ranked 31st in The Times Top Track 100 list of private UK companies (June 2008).



The Challenge

Historically, LINPAC has predominately grown through acquisitions and mergers. IT is managed at the division level and each division and site often has its own supporting IT Infrastructure. There are multiple Active Directory Domains, multiple Forests, Workgroups and Netware File and Print Services. Each location is joined by site to site VPN connections.

There were a number of challenges that any asset and systems management product would need to overcome:

- Multiple Domains, Forests and Workgroups
- Low bandwidth network connectivity and site to site VPN
- Multiple Firewalls
- Legacy NT4 computer systems
- Primarily Static IP addressing with some DHCP locations
- No global name resolution i.e. DNS and WINS
- Multiple languages and language versions of software

License Category	Description	Type	Purchased	Used	Others	Available
Microsoft Office Professional Plus (S/W)	Microsoft Office Professional Plus 2007	Corporate	2837	2452	0	385
Microsoft Office Professional Plus (S/W)	Microsoft Office Professional Plus 2003	Corporate	2724	2724	0	0
Microsoft Office Professional Plus (S/W)	Microsoft Office Professional Plus 2000	Corporate	1674	435	0	1239
Microsoft Office Professional Plus (S/W)	Microsoft Office Professional Plus 2003	Corporate	320	0	0	320
Microsoft Office Professional Plus (S/W)	Microsoft Office Professional Plus 2007	Corporate	1	0	0	1
Microsoft Office Professional Plus (S/W)	Microsoft Office Professional Plus 2003	Corporate	80	41	0	39



The Solution

The LINPAC Group required an asset management product that:

- Would work on the complexities of their IT infrastructure
- Would be simple to install and simple to use
- Did not require lots of expensive supporting infrastructure
- Required little or no training
- Would be scalable to meet their immediate and future needs
- Could easily be removed in the event of a demerger or acquisition
- Had full vendor support

The Benefits

- Cost avoidance through identification of unnecessary, unused or underutilised software.
- No legacy issues – common solution for managing assets across the globe
- Moved to an Optimised Licence Position (OLP) identifying unused software and removing waste.

What the Customer Says

Simon Warrington, VP of IT, LINPAC, said: "LINPAC has grown into a global business which means that the tracking and management of our IT assets had become challenging. We looked for a product that could manage all our requirements for both hardware and software assets. Certero AssetStudio® impressed us because functionally, it meets our requirements plus has many additional features which help automate our operation such as Software Delivery, Dynamic Groups and Systems Management integration."

"Architecturally, AssetStudio® being a newly developed product meant that there weren't any legacy issues to worry about. This was important to us as we did not want to have different modules performing different functions that needed to be separately integrated. The AssetStudio® modules have been designed to be best in class at their particular function. Joined together, they really do add an extra dimension to its capability, which is great for us given our size and complexity. We now have the added confidence to know that LINPAC's assets are being managed to derive maximum benefit to the business and we can now easily identify waste, which can be proactively removed."

Clive Mayos, Head of Service Delivery for LINPAC stated, "The key differentiator of AssetStudio® over other Asset Management products is its simplicity. We had looked at various other products over the years, the Agent less solutions weren't suitable for our infrastructure and only provided a point in time snapshot. The tracking of assets across multiple businesses in several continents, that weren't always part of our core network was almost impossible. AssetStudio® fit the bill perfectly where others had failed."

"The agent less scheduled discovery and agent based inventory meant that we were able to capture all our assets within a few weeks. The ability for the agent to upload via HTTPS even through proxy servers meant that we could track laptops even when they weren't part of the corporate network."

"The additional feature of Software Delivery meant that we were able to adjust to change more efficiently and reduce the cost of IT projects significantly. The support from Certero was second to none. Their supportive, collaborative approach really did add value. I would recommend AssetStudio® to any organisation that wants an Enterprise Asset Management tool without associated complexities and expense."

Menu	Admin	New Licence Wizard																		
Deployment		Step 1: Software Item																		
SNMP Devices		Step 2: Agreement																		
Assets		Step 3: Licence																		
Users		Step 4: Financial																		
Licence Categories		Step 5: Summary																		
Licence Management		<table border="1"> <tr><td>Publisher</td><td>Microsoft</td></tr> <tr><td>Part Number</td><td>031-09744</td></tr> <tr><td>Description</td><td>OfficeStd 2010 SHGL MVL</td></tr> <tr><td>Category</td><td>Office Standard</td></tr> <tr><td>Version</td><td>2010</td></tr> <tr><td>Licence Type</td><td>Installed Software</td></tr> <tr><td>Product Type</td><td>Standard Licence</td></tr> <tr><td>Program Type</td><td>Volume Licence</td></tr> <tr><td>Quantity</td><td>10</td></tr> </table>	Publisher	Microsoft	Part Number	031-09744	Description	OfficeStd 2010 SHGL MVL	Category	Office Standard	Version	2010	Licence Type	Installed Software	Product Type	Standard Licence	Program Type	Volume Licence	Quantity	10
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Reports																				
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Certero Products are Compatible with Windows® 7 and have been tested to meet all of the technical requirements to be Compatible with Windows® 7.

About Certero

Certero is a specialist software vendor of Software Asset Management and PC Power Management solutions. Headquartered in the UK with offices in Australia and South Africa Certero delivers innovative solutions to help organisations remove complex processes to drive efficiencies in their IT investments.

Certero customers are drawn from across the public and private sector and our solutions have enabled organisations to cut CO2 emissions and save thousands on licensing expenditure

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