

Customer Reference: Karl Mayer
Textilmaschinenfabrik GmbH

Industry: Mechanical & Process Engineering

Topic: Licensing / License Management

Transparency and Cost Optimization for the World Market Leader in Textile Machines

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“This license management project was a valuable boost for us with regard to the required transparency and the necessary license know-how.”

***Michael Kallenberg, IT Manager, Karl Mayer
Textilmaschinenfabrik GmbH***

For the firm Karl Mayer Textilmaschinenfabrik GmbH, headquartered in Obertshausen, enterprise management of software licenses is a task that is not only legally relevant, but also has financial consequences. The scope, complexity and importance of license management at this global player increased continually. The License Management Program (LMP), carried out by Microsoft Certified Partner Software Spectrum GmbH, helped Karl Mayer Textilmaschinenfabrik GmbH to attain absolute transparency and perfect licensing that is acknowledged by Microsoft. The project delivered a solid basis for cost optimization in all future licensing decisions. The project data acquired supports the further expansion of the terminal-server technology.

Company

Karl Mayer Textilmaschinenfabrik GmbH is the global leader in the field of knitting technology. 2700 employees in Europe, Asia and the U.S. account for more than EUR 300 million in revenue per year.

Number of Employees in Reference Company

2700

Problem

License management is a complex challenge with legal and financial ramifications for the company. The IT department requires much time and know-how to create the necessary transparency.

Solution

With the help of Microsoft Certified Partner Software Spectrum GmbH, Karl Mayer Textilmaschinenfabrik GmbH implements a license management project. This includes training, an inventory of existing software licenses and consolidation of the license pool.

Benefit

The license situation is now transparent for Karl Mayer Textilmaschinenfabrik GmbH. This permits future cost-optimized licensing decisions and is a good starting point for the further expansion of the infrastructure.

Today, the textile machine factory, which was founded by Karl Mayer as a family business in 1937, is the number one company worldwide in the field of knitting technology – with a market share of approx. 80 percent and annual sales of approx. Euro 300 million. The company employs a total of 2700 persons, 1500 of which work at corporate headquarters in Obertshausen, Hesse. Subsidiaries and branches in Italy, Great Britain, the People's Republic of China, Hong Kong, Japan, Brazil, and the USA support the export quota of approx. ninety percent. Using the computer-controlled textile machines, it is possible to cover virtually all textile applications economically from the finest lace to materials for underwear, girdles and sportswear as well as household textiles and base material for concrete reinforcement.

Complex License Administration

The task of the IT Department at Karl Mayer Textilmaschinenfabrik GmbH is to maintain all of the functions of the global player's IT infrastructure. Besides all hardware-specific matters, this global definition also encompasses the purchasing and administration of the licenses. Precisely in this connection, the IT Department faces requirements that are that are continually growing in terms of scope, complexity and significance for the entire enterprise. Creating transparency in enterprise licensing is a task that is steadily increasing in priority and requires comprehensive expertise. Most licensing rules are complex and subject to continual change. Besides the obligation vis-à-vis the manufacturer, this also has to do with a considerable potential for savings that can be realized through optimal license management.

A Reliable Basis for Decision-Making

So Karl Mayer Textilmaschinenfabrik GmbH had many good reasons to carry out Microsoft's License Management Program (LMP) with the Microsoft Certified Partner Software Spectrum GmbH, based in Ismaning near Munich. The objective of the project was to create more transparency in the area of software licensing and ensure that the textile machine factory has enough licenses. This was to be documented within the framework of the project in such a manner that Microsoft would also acknowledge the project results. With regard to Microsoft licensing, the project was also intended to produce a secure basis for decision-making for the future licensing strategy. Above and beyond this, the results of such a project also represent a solid basis for launching license management that spans manufacturer boundaries.

The project was managed by a joint team from Software Spectrum and Karl Mayer Textilmaschinenfabrik GmbH. Taking the labor-law-related aspects into account, all PC users in the company were notified well ahead of time in order to avoid fears or even resistance right from the start. The project team members from Karl Mayer Textilmaschinenfabrik GmbH received training parallel to the project in a "Microsoft License

Technology

Software und Services

Microsoft License Management Program (LMP)

Microsoft-Partner

Software Spectrum GmbH

Professional" seminar. This ensures that the implemented processes will be continued in an orderly manner even after the end of project.

IT Supported Inventory

The first step was to record and positively identify all of the installed executable products in the enterprise. In this connection, data quality came first. The only way to create a useable database with the associated details such as software product, version, language, place of installation and PC asset is with automated software support. With the help of Software Spectrum's specialized inventory tools, a complete inventory of applications on all PCs in the enterprise was generated within a very short time. The technical solution was realized with the employees of the IT Department. After a brief training phase, the IT Department was able to monitor the process independently.

The second step of the project encompassed listing all of the licensing documents located in the enterprise. With the help of training and know-how transfer through Microsoft, Karl Mayer Textilmaschinenfabrik GmbH employees organized and documented the existing licenses in a very short time in accordance with the licensing regulations. In the third step, the existing licenses were summarized in order to obtain the number of actually useable licenses. Next the existing licenses were compared with the existing software using numerous, complex licensing rules. Software Spectrum uses its proprietary, automated Powerline procedure in order to depict this especially important step in a comprehensible and detailed manner. In the process, licensing provisions allowing additional use by the customer – for example, the right to make and use second copies or group balancing – are taken into account automatically. Using this method, Software Spectrum was able to determine the optimum licensing model for Karl Mayer Textilmaschinenfabrik GmbH.

Proper Licensing

Thanks to good coordination of all resources, the project was completed on schedule, and the results are convincing. "Through the license management know-how acquired, asset management methods and practical experience will be preserved permanently in the organization," explained Michael Kallenberg, IT Manager and person responsible for the License Management Program project at Karl Mayer Textilmaschinenfabrik GmbH.

The License Management Program delivered the desired results: The software assurance rights for the Microsoft Office product suite, which have been procured in sufficient quantity, can be matched with the demonstrably existing Office licenses and documented. The entire enterprise is properly licensed and can prove it, too. In future, all aspects of licensing on the basis of the licensing regulations will be observed.

For Karl Mayer Textilmaschinenfabrik GmbH, the LMP project has made the current and future licensing situation absolutely transparent. "This

Technology Overview

Microsoft License Management Program (LMP)

To enable Karl Mayer Textilmaschinenfabrik GmbH to manage, control, and protect its software inventory in all phases of the life cycle, the firm developed a series of business processes that are summarized in the concept of software asset management. Microsoft helps support the company with the License Management Program. An authorized service partner checks the software and license pool and provides advice on setting up a continuous software management system. The service partner points out savings potential that can be realized through effective license management. Upon proof of the necessary number of licenses, Microsoft issues a License Management Certificate. This certifies compliance with all valid licensing regulations at the time of the review. The certificate is valid for one year.

license management project was a valuable boost for us with regard to the required transparency and the necessary license know-how," summarizes Kallenberg. This results in important insights and opportunities for the enterprise. The decision to buy Software Assurance was the right decision.

The project data acquired supports the further expansion of the terminal-server technology. In future, the license know-how acquired during the project will permit cost-optimized licensing decisions.

www.microsoft.com/germany/kundenreferenzen

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"This project brought us considerable benefits that we will be able to use in the future."

Michael Kallenberg,
IT Manager
Karl Mayer Textilmaschinen GmbH