



## *Inspection at Willi Betz – on the road with the best licenses*

From Portugal to Mongolia – and from a Reutlingen-based carrier to a leading logistics expert. The international shipper Willi Betz and its approximately 8,000 employees move a major share of the world's commodities in our global trade system. The company's core business areas also include contract logistics and vehicle trade. Willi Betz still has its headquarters in Reutlingen, but is very successful throughout Eastern Europe. The company operates in 25 different countries. Of course, goods aren't the only thing being transported in this business – huge amounts of data also need to be transmitted on the basis of efficient IT systems. These systems also need inspection from time to time. In other words, it is important to examine the software and license management with regard to technological and commercial aspects. PC-WARE has successfully taken over these assignments for Willi Betz since 2005.

### *PC-WARE SAM services instead of expensive burdens*

Willi Betz has successfully profited from the SAM services and SAM-System application from PC-WARE for many years. This combination serves a number of purposes. It provides a detailed analysis of the licensing situation, exchanges inventory data and depicts different contract models – taking validity periods, updates or downgrade rights into account. It also acts as a meter to determine the actual software usage. Based on the previous checks, the system in Reutlingen was due for inspection in 2008. This project posed a unique challenge – Willi Betz was setting up a new office in Sofia at the same time. It was necessary to work across borders to acquire and connect the servers and clients in the Bulgarian capital as well.

### *New cargo for Sofia*

B-Systems Sofia provides hosting services in the Bulgarian capital. At the same time, the servers are centrally administered at the headquarters of Willi Betz in Germany. The networks run by Willi Betz GmbH & Co. KG and B-Systems Sofia consist of over 300 clients and 33 servers. The inventory tool SAM-System 2008, developed by PC-WARE, was used to record all installed software components. An actual survey of installations for all Microsoft products was conducted along with a comparison of existing licenses to determine the relationship between the existing and required licenses. An important factor in this project was to clarify the IT compliance between Reutlingen and Sofia.

*“Once again, it turned out that having the right licenses means cost-effective purchasing! Analysing our inventory with SAM-System not only keeps us up-to-date on our licenses at all times – it also keeps us on the safe side.*

*We were also impressed by the personal commitment of PC-WARE experts in the successful merging of our IT location in Sofia. In short, we look forward to working with PC-WARE again!”*

*Jürgen Vollmer, License manager,  
Willi Betz GmbH & Co. KG, Reutlingen*

**Willi Betz**  
INTERNATIONALE SPEDITION

*Reference Willi Betz GmbH & Co. KG*



Software & IT Asset Management by PC-WARE is supporting the daily business of the internationally operating company Willi Betz.

## SAM by PC-WARE – low costs and added value

Truly comprehensive Software Asset Management offers advantages to companies at several levels – and pays off at various different cost centres. The potential for savings grows as IT environments become more complex.

One aspect of the 2008 audit at Willi Betz was to ensure that the licenses in the Microsoft environment were correct and up-to-date. Other important factors included evaluating existing certificates and discovering risk factors in software and license management. Another decisive aim of the project was the cost-effective procurement of required software. PC-WARE pointed out opportunities for potential savings by providing framework agreements or license pooling options. By making free software resources available in this type of license pool, a company can cover its requirements – without investing in additional licenses.

### SAM – the perfect solution again and again

The inventory tool SAM-System developed by PC-WARE is used as the basis for Software Asset Management at Willi Betz. This software has been installed on the network at the shipper's headquarters since 2005.

During this project, SAM-System was moved from a Microsoft SQL Server Desktop Engine to a SQL-Server 2000 and updated to the 2008 version. The "SAM server" was then integrated into the shipper's existing network. When the SAM-System performs software scans, it can

also detect the software used by all Willi Betz employees and provides a full overview of the desktop software actually in use at the company. The concrete goal is to put Willi Betz in a position to manage all of its software assets independently.

### Everything's in order – and affordable!

Every unnecessary license is expensive. And every missing license represents copyright infringement! Even the unintended misuse of software doesn't protect companies from penalties. SAM-System provides customers with transparency regarding the software in use and their correct licensing. Willi Betz received the legally binding SAM certification within just a few days after the compliance check. It is valid for one year and protects the company from any license validity claims on the part of software vendors.

### The journey continues – to Denmark

As a long-time satisfied customer, Willi Betz GmbH & Co. KG plans to continue using PC-WARE's entire portfolio in the future. The SAM solution in Reutlingen has already attracted interest on the other side of the border. One of Scandinavia's largest insurance companies visited the carrier's headquarters to find out more about SAM-System and took a closer look at the processes. It must have been an impressive performance – the Danish company is now one of PC-WARE's new customers in the area of Software Asset Management.

#### INDUSTRY

International Logistics

#### SOLUTION

SAM compliance project, license consultancy, identification and connection of servers and clients in Sofia

#### SOFTWARE

SAM-System 2008

#### DATA BASE

MS SQL 2000

#### OPERATING SYSTEM

Windows Server 2003