

MRM Purchases Used Software

Vössing Engineering Company Generates €14,000 from Unused Software Licences

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Microsoft
Partner

CASE STUDY

The Company

Vössing Ingenieurgesellschaft mbH, headquartered in Düsseldorf, provides services in design, planning, approval, tendering, awarding, execution and commissioning of construction and architectural projects. Its portfolio ranges from roads and rail infrastructure to stations, bridges, tunnels, airports and industrial buildings, as well as supply and disposal facilities. Acting as a general planner, Vössing develops tailored solutions for specific project areas. Founded in 1980 by graduate engineer Hans Vössing, the company has grown from a small engineering office into one of Germany's leading engineering firms in the infrastructure sector, operating both nationally and internationally. Today, Vössing employs more than 600 people and operates at around 20 locations in Germany and abroad..

Initial Situation

Vössing's IT system house partner identified that the company owned a large number of Microsoft licences that were no longer in active use. As a result, in 2018, Vössing sold more than 540 licences for Microsoft Office 2010 Standard, over 40 licences for Microsoft Office 2010 Professional Plus, and more than 50 licences for Visio 2010 and Project 2010. During this licence sale, organised by the system house, Vössing worked with MRM for the first time. The company particularly valued MRM's reliable advice on all legal aspects and the smooth, straightforward handling of the entire sales process. This initial transaction generated proceeds of nearly €8,700. Based on this positive experience, Vössing decided in May 2021 to sell additional unused licences, this time for Microsoft Windows Server 2019 Datacenter Core.

Implementation

Following a detailed review carried out jointly by Vössing and MRM to determine the company's actual licence requirements, a clear decision was made. Of five licence packages, each containing 16 individual licences, two packages were retained while three were sold to MRM. MRM supported Vössing with an objective and realistic assessment of its needs throughout the process. At no point did the company feel pressured to sell licences. Instead, MRM once again proved to be a competent and trustworthy partner. The sale of the three server licence packages generated proceeds of more than €5,500 and marked the second major transaction between Vössing and MRM.

The Result

The proceeds from the licence sales were not reinvested directly into new software or IT solutions, but were recorded as general income by Vössing. Nevertheless, the company emphasised the value of this approach: MRM helped unlock financial value from licences that were no longer required. The scale of the previously tied-up capital came as a positive surprise. Above all, MRM impressed with its professionalism and reliability. Should further unused software licences be identified in the future, Vössing would again choose MRM as its trusted partner.

