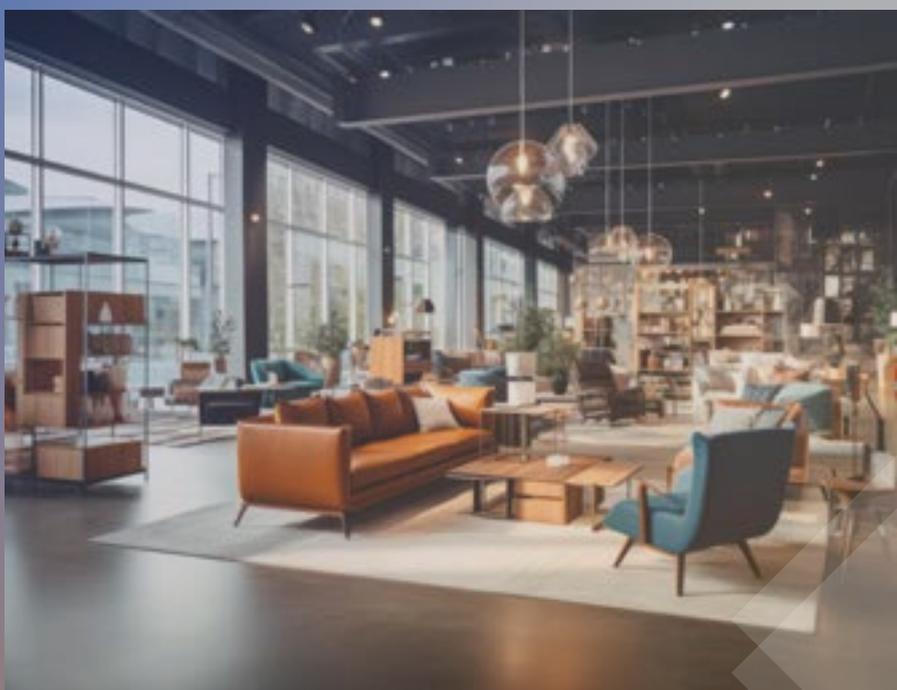


Sale of Used Software

M.R.M. Helps a Furniture Retailer Increase Its IT Budget

www.mrm-distribution.com



Microsoft
Partner

Furniture retailer benefits from the sale of used software

The Company

The furniture retailer is a forward-looking, innovative family-owned business in the furniture retail sector. Since its founding, the company has grown continuously and is now the largest furniture retail group in south-west Germany. It operates eight furniture stores across Rhineland-Palatinate and Saarland.

The Initial Situation

Limited IT budgets and the high planning and transformation effort often prevent mid-sized companies from moving to cloud-based solutions. For this reason, the company decided to postpone its move to the cloud. In the meantime, a necessary licence upgrade became unavoidable. Purchasing new licences would have exceeded the available budget. At the beginning of 2019, the company therefore sought advice from its IT system house and decided to purchase used licences instead of new ones, using MRM Distribution as its licensing partner.

Implementation

After analysing its actual licence requirements, the furniture retailer purchased 1,300 used Office 2019 Professional Plus licences without Software Assurance. The total investment was approximately €200,000, resulting in savings of around 300% compared to purchasing new licences.

The Result

By purchasing used licences, the company was able to modernise its IT environment from Office 2016 to Office 2019 while staying within budget. This approach provided an effective interim solution until a future cloud migration. In addition, seamless, cross-location business operations were ensured. There was no need for extensive contingency planning due to system outages, and employees did not require training for a cloud solution during working hours.

WE ACHIEVED OUR GOAL BY OBTAINING THE REQUIRED NUMBER OF LICENCES WITHOUT EXCEEDING OUR AVAILABLE BUDGET. THANKS TO OUR SYSTEM HOUSE, WE BECAME AWARE OF THIS ALTERNATIVE TO COSTLY NEW LICENSING OR THE PLANNED BUT RESOURCE-INTENSIVE MOVE TO THE CLOUD. WE WILL CONTINUE TO WORK WITH MRM IN THE FUTURE – ALSO TO SELL LICENCES AND USE PART OF THE PROCEEDS TO SUPPORT OUR CLOUD MIGRATION.

IT MANAGER, FURNITURE RETAILER