

## Arguments and checklist for companies/original license holders

# Sale of used software: Do you know the value of your unused software?

### Benefits of Selling Unused Software for Businesses

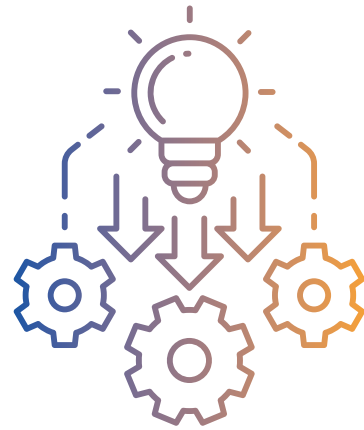
Software and IT infrastructure represent a significant share of most companies' assets. This is justified when IT is consistently aligned with business strategy. Software that is no longer needed, however, becomes a burden. When still in operation, outdated software reduces productivity and slows down business processes. Outside the productive environment, it adds no value and places an unnecessary load on IT infrastructure.

By purchasing unused original software from you as the original license holder, MRM brings former software investments back into the value creation cycle. The released capital can then be reinvested in modern, agile IT solutions – whether on-premises, cloud-based or hybrid. This is what we mean by sustainability and efficiency.



## How You Benefit from Selling Unused Software

- 1. Sustainable value creation cycle:**  
Turn unused licences into new budget.
- 2. Modernisation:** Use the proceeds from unused software to finance cloud services or hybrid environments.
- 3. Avoidance of over-licensing**
- 4. Convenient sales process:** A straightforward and professional purchase process with prompt payment after receipt.



**Together with you, we determine your exact licence inventory and provide a fair, transparent, legally compliant and vendor-compliant purchase offer.**

## Checklist

**The following documents are required for the successful purchase of used original software licences:**

IMPORTANT: The software must have been placed on the market for the first time within the European Economic Area (EEA). For a compliant purchase process, the following is required from the original license holder:

- Copies of the original purchase documentation showing the acquisition of the licences (e.g. invoices, licence agreements, extracts from VLSC, CPS, MLS, etc.)
- A signed declaration of destruction from the original license holder
- ISO files, if required for software installation

To sell your licences, the offered versions as well as the additional downgrade versions must be provided.

Example: If you sell Office 2019 licences, the corresponding licence keys for Office 2016 and Office 2013 are also required to enable downgrade rights.

- The necessary information can be obtained from the Microsoft Licensing Center or MAC. Additional versions are required for licences that include downgrade rights.

Throughout the entire process, you are supported with guidance on all required documentation. Long-standing experience ensures a fast and fully compliant transaction.

MRM settles the purchase invoice within 14 days after receipt of all required documentation.

The referenced MRM templates are available from us upon request.