

Audit Passed. Everything in Order.

How an international mid-sized company successfully navigated a Microsoft audit, and why choosing the right licensing partner made all the difference.



Strategic Savings Through Used Software

In 2020, a global industrial company invested a substantial six-figure amount in pre-owned Microsoft Office 2016 licences. The objective was clear: reduce Microsoft licensing costs while remaining fully compliant.



The decision was part of a broader IT strategy. „Our medium-term goal is to migrate from Microsoft Office to Google Workspace,” explains the manager responsible for software licensing. „Particularly during the transition period, investing in cost-effective software made sound business sense.” The organisation purchased licences from several suppliers. MRM Distribution provided approximately 2,300 licences with a total value of around €200,000. Those licences remain in use today. However, three years later they unexpectedly became the focus of a comprehensive Microsoft audit, which was still ongoing as of July 2025.

The Microsoft Audit: A Real-World Test

At the end of 2022, the company received notification that Microsoft would conduct a licensing audit. Particular attention was given to the second-hand Office 2016 licences. The auditors requested and reviewed: Original purchase documentation, Evidence of a correct and complete transfer chain and Destruction declarations from previous licence owners. Not all suppliers were able to provide the required documentation immedi-

tely, which created challenges during the audit process. „We purchased the software in good faith, but suddenly we had to search for documents or request them again from suppliers.” This led to discrepancies and delays. One exception stood out: the documentation provided by MRM Distribution.

„FOR THE LICENCES PURCHASED FROM MRM, EVERYTHING REQUIRED FOR THE AUDIT WAS ALREADY AVAILABLE. OTHER RESELLERS OF USED SOFTWARE HAD TO PROVIDE ADDITIONAL DOCUMENTS AFTERWARDS, AND UNFORTUNATELY THAT DID NOT ALWAYS WORK. WHEN A PURCHASE WAS MADE SEVERAL YEARS AGO, THIS LEVEL OF LEGAL CERTAINTY BECOMES ESSENTIAL.”

IT-LIZENZMANAGER
OF A MID-SIZED MRM CUSTOMER

MRM Distribution Delivers: Fast, Complete and Audit-Ready

As a specialist distributor of used software, MRM supplies more than 6,000 customers. Ensuring that Microsoft licence transfers comply with vendor requirements is a top priority. At the time of purchase, MRM provided all relevant documentation, including: Detailed invoices showing licence type, quantity, version and language, Licence transfer agreements and Destruction declarations from the original licence owners. As a result, every necessary document was immediately available during the audit. No additional evidence needed to be sourced. Interestingly, the company's current Licensing Manager was not yet employed when the software was purchased in 2020. He first met his contact at MRM, Tim Bloemke, at the SAMS Conference in Berlin in spring 2025. After learning about the audit, Bloemke immediately offered support. However, the MRM-supplied licences had already passed the audit review without a single objection.

Maintaining Compliance in the Future

Support for Office 2016 ends in October 2025. The customer is therefore working with MRM on a targeted relicensing strategy for those workstations that will continue to require Microsoft Office and will not be migrated to cloud-based solutions. The goal remains unchanged: obtain the required licences as cost-effectively as possible while maintaining full compliance. For this reason, the company plans to continue purchasing pre-owned software through MRM. Tim Bloemke provides ongoing advice and supports the organisation in acquiring the required number of Office 2024 licences.

„WORKING WITH TIM BLOEMKE IS ALWAYS TRANSPARENT AND SOLUTION-ORIENTED. THIS ALLOWS US TO ASSESS POTENTIAL SAVINGS AT AN EARLY STAGE AND MAKE INFORMED DECISIONS QUICKLY.”

Transparency Creates Confidence

This international company is known worldwide for technical precision, quality and clearly defined standards. The same principles apply to software licence management. MRM Distribution offers more than competitively priced Microsoft software.

„USED SOFTWARE IS ECONOMICALLY ATTRACTIVE, BUT ONLY IF THE LICENCE TRANSFER IS FULLY DOCUMENTED. ANYTHING LESS REPRESENTS A RISK, BOTH LEGALLY AND FINANCIALLY.”



TIM BLOEMKE
PURCHASE MANAGER,
MRM DISTRIBUTION

The company provides trust, reliability and complete transparency through meticulous documentation.

The reuse of software can deliver significant financial benefits, but only when licence transfers are fully documented. For a Microsoft audit, an invoice and delivery note alone are not sufficient. A complete and traceable licensing history is required, including:

- Purchase records and contractual documentation covering the entire transfer chain
- A destruction declaration from the original licence owner
- Evidence that the software transfer was completed in accordance with applicable legal requirements

Only organisations that can provide this documentation are fully prepared for an audit. Anything less creates both legal and financial risk.

MRM Distribution GmbH & Co. KG

Carl-von-Linde-Strasse 38
85716 Unterschleißheim
Germany

www.mrm-distribution.com
partner@mrm-distribution.com
+49 (0) 89 2488 369-0

