



COMPAREX Customer Reference

Customer:	Valmet Oyj
Industry:	Paper, Pulp & Energy
Solution:	SAMaaS with Snow License Manager
Project Duration:	December 2014 – 2017

Customer Statement:

“Co-operation with COMPAREX has been smooth, supporting our IT operations on a global level. Continuous work with the specialists of COMPAREX have enabled us to get significant savings in software procurement and improved risk management of software assets.”

Ismo Vaiste, Director IT, Valmet Oyj
November 2017

By Your Side in a Digital World.

About the Customer

Valmet is a leading global developer and supplier of technologies, automation, and services for the pulp, paper, and energy industries. Its services cover everything from maintenance outsourcing, to mill and plant improvements, to spare parts. Valmet focuses on globally delivering technology and services to industries that use bio-based raw materials.

The company has over 200 years of industrial history and was reformed through the demerger of the pulp, paper, and power businesses from the Metso Group in December 2013. Headquartered in Espoo, Finland, Valmet employs around 12,000 professionals around the world.

Initial Situation / Challenges

The demerger in 2013 created a challenging situation in terms of software asset management for Valmet. A lot of new agreements had to be signed, and many license transfers from the previous company had to take place. Last but not least, Valmet has a very diverse software portfolio and approximately 13,500 users/desktops worldwide that need to be managed.

With all this in mind, Valmet sought out a reliable partner with a great deal of software asset management expertise. From the beginning, the objectives were to uphold compliance and ensure that usage rights were used and purchased in a cost-efficient manner.

Contact:

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Solution

In order to best meet Valmet's needs, COMPAREX recommended Snow License Manager as a managed service. COMPAREX Finland, the Platinum Partner for Snow Software, offered to host the Snow SAM platform. Valmet and COMPAREX reached a three-year agreement whereby the latter would manage Valmet's software assets and software procurement as a service. Valmet receives from COMPAREX up-to-date reports on software installations, existing licenses, compliance status of agreed vendors. COMPAREX's SAM services for Valmet include: Snow SAM platform management and support; ongoing services to optimize Valmet's software assets; services to meet the requirements of certain vendors, e.g. annual reportings.

Results / Benefits

- » Constantly up-to-date view of all software assets, license entitlements and application usage metrics
- » Complete transparency regarding Valmet's software and licensing issues and options based on regular SAM reports and consulting from COMPAREX
- » Cost savings via needs-based software usage & procurement
- » Protection against audit-related penalties through ongoing compliance
- » Cost savings thanks to a better negotiating position for contract negotiations with vendors