



▼ ADDTECH AB

The Client

Addtech is a trading company that develops and sells components and systems to industrial companies and the service industry. Annual revenues amount to approximately SEK 4.3 billion. The Group has approximately 1,500 employees and conducts business in some ten countries, mainly in the northern part of Europe.

Addtech consists of approximately 80 operating companies, all of which are striving to be market-leaders within well defined niches. The companies are unified by a corporate culture where entrepreneurship and technical competence are central.

Customers are mainly manufacturers in the mechanical industry, automotive, telecom and electronics industries, laboratories within health care and research in the Nordic Region. Addtech provides its customers with technical as well as economic value benefits.

Addtech is a group organised for growth, both in the form of organic growth and through acquisition. Addtech has completed some 30 acquisitions since being listed on the stock market in 2001.

The Requirement

Addtech is a European organisation with approximately 80 companies which had difficulties keeping control over its software procurement for each company. They required a simplified way of keeping control over licenses and agreement negotiations with its vendors. One of its goals was to have a standardised desktop to ease the pressure on the IT department.

The Solution

To fulfill Addtech's requirements, an Enterprise Agreement Subscription was negotiated with Microsoft. This made it possible for Addtech's IT organisation to offer companies in the group a new standardised desktop platform with the latest desktop programs. The additional server products in the Agreement made it possible to support the groups background infrastructure. Addtech IT is now more equipped to be dynamic, proactive, with high security and availability. The companies can now focus more on their core business rather than IT. In the end the Enterprise Agreement has enabled Addtech to become more competitive.

AT A GLANCE

Client Profile

Addtech is a trading company that develops and sells components and systems to industrial companies and the service industry. Annual revenues amount to approximately SEK 4.3 billion. The Group has approximately 1,500 employees and conducts business in some ten countries.

Challenge

- The Diversity of the desktop platform
- Local Microsoft purchase
- Control over bought licenses

Solution

Acquiring an Enterprise Agreement Subscription from Microsoft made it possible for Addtech IT to help Addtech Group to focus on its core business.

(Continued)

The Results

Interviewing André Sandin - IT Manager, Addtech Sweden

In what way have Insight been supportive?

Insight has boned up on what license needs that suits the Addtech group. Addtech have with Insight's help been able to find the most significant factors that have made it possible for Addtech to find the best solution and agreement, Microsoft EAS for a growing business.

How has Your organisation benefited?

The Enterprise Agreement Subscription means the following for us:

- » Less administration regarding MS-Licensing
- » The threat of an audit from Microsoft is called off
- » All the Software Assurance benefits
- » Flexibility to change the number of users in the agreement up and down
- » Software Assurance gives the opportunity to follow the technical development
- » No cost of investment
- » In choosing to have Microsoft Configuration Manager in the agreement it will give us more control, security and opportunity to deploy OS and application in a easy way.

Addition to this Insight is always there for us and our questions.

"Addtech have with Insight's help been able to find the most significant factors that have made it possible for Addtech to find the best solution and agreement"

André Sandin - IT Manager, Addtech Sweden

Who is Insight?

Insight is a technology solutions provider serving global and local clients in 170 countries on all continents. Today, thousands of clients, including more than 80 percent of the Global Fortune 500, rely on Insight to acquire, implement and manage technology solutions to empower their business.

Insight provides software and licensing services globally.

In addition, we offer a comprehensive portfolio which also includes hardware and value added services for our clients in North America and the U.K.

We are aggressively expanding our global capabilities by introducing new offerings, including hardware and services, to meet emerging needs for our clients worldwide.

Insight is ranked No. 477 on *Fortune Magazine's* 2008 'Fortune 500' list.

The logo for Insight, featuring the word "Insight" in a serif font with a red triangle above the letter 'i'.