

## CRAYON CASE STUDY

# Jernbaneverket



“With expert guidance from Crayon we are now in control. We understand our IBM license position, we eliminated our compliance risk, and we saved **several million Kroner** in the process.”

## Norwegian National Rail Administration Saves Millions by Optimising IBM Licensing

Asgeir N. Portaas-Jore, Application Manager at Jernbaneverket

Jernbaneverket is the Norwegian government's agency for railway services. Providing Norway's train companies with a safe and efficient transport system, the organisation is responsible for planning and maintaining the railway network, including railway stations and terminals.

### The Challenge: Establishing a Path to Compliance

We knew we weren't compliant within our IBM environment and we wanted to change that.

With over 1,400 users that need access to a variety of IBM Software solutions including IBM Maximo Asset Manager, WebSphere and Cognos, it isn't easy to keep on top of who needs access to what solution and more importantly what level of access is required. Maximo for example has three different types of user – authorized user, limited access user and express user. WebSphere and Cognos on the other hand have a



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different way of accounting for usage.

Understanding which users need which type of access and for which products alone was a huge job. And then ensuring that we were correctly licensed across our IBM stack was another issue altogether.

Crayon provided us with a clear path to determine how many users we had, what level of access they needed and then reconciling that against how many licenses we owned. Once we knew our true position we were then able to work with Crayon to determine the best licensing option moving forward.

## The Solution: Taking control - Negotiating a New IBM License Agreement Pays Off

We had several meetings with Crayon to determine the best strategy to take forward. The team was very knowledgeable having previously worked at IBM so they understood how IBM licensing worked from the inside out. This was very beneficial to us. They also had experience working with companies similar to ours so they understood what we needed from a licensing point of view.

In our case Crayon advised that we re-negotiate for an Unlimited License Agreement (ULA). This was a revelation, as we didn't know that this agreement existed. Crayon negotiated the ULA on our behalf. From start to finish the entire process took just five months.



**Result: In the Drivers Seat - Maintaining an Optimized Environment, Eliminating Compliance Risk, Achieving Significant and Ongoing Cost Savings**

With the new ULA in place we have completely eliminated our compliance risk.

We also saved money. When I put in my budget for the following year I was able to reduce it by half, thanks mainly to the new license agreement that Crayon negotiated for us. The cost saving is significant, amounting to several million Norwegian Kroner.

If Crayon hadn't been involved, I have no doubt that our licensing would have cost us more.

We are now engaged with Crayon in other parts of the business to help streamline our licensing with other major vendors.

Since working with the team I have also attended a Crayon training course, which covered the different licence types and how to deal with IBM related agreements. I now have a greater understanding of how licensing works which gives us more control.

I would recommend Crayon to other companies looking to optimise their licensing. Crayon has made my job easier and made a significant difference to our business.