

Large Retailer Selects Crayon for Software Audit Support



Facing a \$12M gap in compliance for one of their largest software vendors, the client contacted Crayon. Our team of experts were able to identify immediate savings of \$10M, yielding a 83%

Customer Savings of \$10M

Company and Challenge

A large supermarket retailer was faced with a gap in compliance for one of their largest software vendors. The original audit findings reported more than \$12M in arrears owed by the company. The customer reached out to Crayon and we were able to identify several areas where the actual audit report was incorrect in a way that was disadvantageous to the client.

If the customer had been previously taking advantage of the Crayon managed service to monitor and optimize their licensing spend, any compliance gap would have been mitigated before the audit had taken place.

Why Should you Engage Crayon?

- ✓ With **proactive continuous** compliance reporting, you will be able to mitigate the risk that a software audit represents to your company.
- ✓ If you contact Crayon immediately after receiving an audit letter, we will be able to help **minimize the time spent** on audits while also **mitigating the risk** of gaps in compliance.
- ✓ Crayon will act as an expert on your side of the table. Software agreements are **complex** and you should not enter into any audit discussion without having **proper counsel**.
- ✓ Crayon's **deep licensing expertise** in Microsoft, IBM, SAP, and Oracle is used to achieve **product bundling and metric mapping** specific to your operating environment.

Crayon is the global leader in Software Asset Management. [Contact us](#) to learn more about how to accelerate your business and reduce costs through our unique approach.