

CRAYON CASE STUDY

Orkla

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Audit Support - a Cheap Insurance!

‘Being one of the big Norwegian clients we expect to be license audited by all the large software manufacturers now and again. Orkla Shared Services is a professional and serious player, and failing to meet our obligations to the manufacturers regarding our software agreements is not an option.

‘Although we continuously spend a great deal of time and resource on ensuring we are correctly and optimally licensed, licensing audits require both time and capability.

The services Crayon provided in these projects gave us the necessary confidence that the audit was carried out correctly. The expertise Crayon represents is invaluable to us, not just for the data groundwork presented, but also for all the time saved.’

In 2013, Orkla concluded a significant auditing process using Crayon as advisor. The service Crayon delivered in this process consisted of advice on the actual process, as well as reassuring Orkla that the data foundation presented during the audit was correct.

‘Crayon’s consultants helped us significantly in this process, both by organising the project and through profound license-technical expertise. Orkla and Crayon were able to play off each other’s strengths through the entire project. Our project leading expertise combined with Crayon’s license expertise and experience with extensive and complex licensing audits gave us a team that enabled us to complete this process in a orderly and appropriate manner.’

In Crayon’s experience, the expertise needed in an auditing process is highly dependent on where in the process you are. Consequently, Crayon has chosen a model where you man this type of project with advisors possessing different types of expertise – everything from thorough license-technical knowledge through process proficiency to heavy negotiation know-how.

‘Orkla Shared Services experience was that Crayon gave us the necessary support and advice in all phases of this project – from data collation, analysis and systemising to negotiation and completion of the audit. The team made available to us in this process consisted exclusively of experienced senior resources, and to Orkla Shared Services that was priceless.’



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