



LICENSING SOLUTIONS CASE STUDY McLARENS CANADA



Software Asset Management
Licensing Solutions
Information Worker Solutions
Business Productivity Solutions



Acrodex Supports Streamlining Of McLarens Canada Software Licensing To Accommodate Growth

“Acrodex has been a valued partner through a variety of software licensing initiatives. They have provided the guidance and knowledge necessary to navigate the complex world of software licensing which varies significantly from vendor to vendor.”

EVAN MORGAN
Information Technology Director
McLarens Canada

McLarens Canada provides claims handling and risk management services to national and international risk managers, brokers, insurance markets and public entities in each province throughout Canada.

Headquartered in Toronto, Ontario, McLarens Canada offers a national presence to the domestic property and casualty insurance industry, and offers an international capability to fulfill the claims adjustment needs of its global clients on a 24 hour a day, 7 day a week basis. McLarens Canada is the front runner in systems technology among independent adjusters, and with its experienced and highly qualified adjusters, is able to deliver excellence in claims adjusting and cost-effective solutions.

Key Benefits

- Microsoft’s EA agreement allowed McLarens to standardize and organize what was previously a mishmash of Microsoft Open, off-the-shelf, and OEM software.
- IT staff can now rapidly provision new and existing software to support the company’s ongoing growth
- Other advantages include annual true-ups to simplify new license management, and AV and other tools

The Challenge:

Streamlining and standardizing software licenses across an international network of existing and newly acquired units

Over the past 5 years, McLarens has experienced significant growth both organically and through mergers and acquisitions, with its number of employees growing to more than 400 from 150.

These mergers have meant that until recently McLarens was working with a mixed bag of software licensing: a blend of Microsoft Open licenses, off the shelf, and original equipment manufacturers (OEM). This was partly due to the fact the company inherited little to no licensing information from its acquired or merged units, especially from smaller companies who weren’t strategic with software licensing and kept sparse records — or sometimes none at all. Also, prior to the Microsoft EA licensing project, McLarens purchased its software on a reactive and as-needed basis.

“Another hurdle McLarens faced was that managing licensing in a Citrix environment had become more cumbersome across various licensing types we needed to work with,” added Evan Morgan, McLarens Canada’s IT Director.



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The Solution:

Microsoft Enterprise Agreement

“We chose Acrodex to help standardize and organize McLarens’ software licenses because of the value-added services the company offered,” says Morgan. “We also wanted to maximize the value of the basic Enterprise Agreement (EA) framework (including LearnLinX, review sessions) which Acrodex was able to provide.”

“The up-front costs of the project, when consolidated into one agreement, were a shock to senior management as they had not previously been analyzed and presented in this format,” Morgan said. “But, when I explained the strong business case behind the agreement — namely, it’s measurable return on investment — I received unanimous approval. The resulting project has had far-reaching results.”

McLarens is almost exclusively a Microsoft shop and Microsoft productivity software touches virtually every employee in the organization, explains Matthew Eyman, Acrodex Client Manager.

Morgan noted that, to the uninitiated, Microsoft Licensing can at first seem quite complicated. However, he said he soon realized the value in the high level of customization that is available to any individual company.

“Microsoft Licensing is tremendously complex and requires expert assistance to navigate. However, the wide variety of variables that were considered during and after implementation actually supported the need for such a complex licensing system.”

By reaching its primary goals of ensuring compliance across its new group of companies and streamlining Microsoft licensing management for the group, McLarens Canada can take further advantage of the agreement.

For example, Morgan says, his department is now able to rapidly deploy new and existing software to support growth; in particular, on an ongoing basis he hopes to make better use of the EA entitlement by taking advantage of version upgrades and deploying new technologies like SharePoint 2010 and SCCM.

“McLarens’ IT Department has benefitted tremendously from the flexibility of the MS EA vehicle,” he said.

“The Microsoft EA allows for rapid deployment of any licensed software, with annual true-ups to simplify management of new licenses. It also offers a 3-year payment plan, and forefront AV and other power tools which are included in the Software Assurance package,” added Eyman.

McLarens Environment



Acrodex Software Licensing Services

Advancing your business through technology leadership

The Acrodex vision of supporting our customers in all aspects of their IT needs includes services around software licensing.

Our team of specialized software professionals routinely work with Business and Technical decision makers to identify and guide customers to the appropriate software solutions that enhance the efficiency and effectiveness of your technology assets. They function as software brokers to ensure the selection and timely procurement of your software assets by leveraging the most advantageous program and strategy in the procurement process, including industry or volume discounts, software consolidation, and evaluation of any ongoing program benefits.