Packaging up millions in savings for a global shipping giant

Maersk, the world’s largest shipping company, needed more visibility and greater control of IT asset management across its operations in 130 countries. Like many large enterprises, Maersk wanted to proactively manage and track software license compliance to reduce the risk of an audit. In less than one year, Maersk saved millions of dollars by optimizing software licenses with Flexera’s powerful FlexNet Manager solution.

The challenge

Maersk, a global transport and logistics conglomerate, has many independently operated business units. This complexity makes IT asset management (ITAM) a huge challenge. The corporation’s ITAM program had been outsourced to a managed service provider. But Maersk found it was overpaying for software and risking vendor license audits.

Maersk decided to bring its ITAM back in house for better visibility and greater control, while aiming to mitigate the financial and reputational risk associated with software license noncompliance.

AT A GLANCE

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MORE THAN 30% OF IT SPEND IS BEING WASTED*

*According to Flexera’s 2020 State of Tech Spend Report
Maersk merged all its ITAM activities into a single group-wide program headed by Luis Peluffo Johansen, who reported to the Maersk Group CIO. Johansen’s team negotiated an agreement with Flexera to implement a phased project for ITAM that included hardware and software asset management components using the FlexNet Manager solution. FlexNet Manager, the foundation of Flexera’s enterprise license optimization suite, is the central repository for all of a company’s hardware, software, user/organizational, license entitlement and contract data.

“The return on investment from the first license reconciliation alone in the first six months of the implementation was enough to pay for the FlexNet Manager Suite product and Flexera consulting services many times over.”

Luis Peluffo Johansen
Head of corporate ITAM team
Maersk

3% REDUCTION IN ANNUAL SOFTWARE LICENSE SPEND FOR FLEXNET MANAGER CUSTOMERS*

*According to a 2019 study by third-party research firm Hobson & Company
Maersk’s plan initially focused on the five software vendors that represented most of the company’s software spend—Microsoft, Adobe, IBM, Oracle and VMware—and then targeted the most critical vendor. The license reconciliation process revealed Maersk had been overbuying software from this vendor for years.

“The (first) annual true-up resulted in the company having to pay nothing to this key vendor, instead of the millions paid in previous years,” Johansen said. “The return on investment from the first license reconciliation alone in the first six months of the implementation was enough to pay for the FlexNet Manager product and Flexera’s consulting services many times over.”

Today, 95 percent of Maersk’s IT assets are managed, and the company now has corporate-wide business unit transparency. In addition, the ITAM program has become a trustworthy source of critical information, with the team meeting its deliverables every quarter.