

certero
for certain for sure



With Certero's IT Asset Management solution, mergers and acquisitions are no longer as problematic as they were

LINPAC now have the capability to manage their assets at a division level across the globe with a common solution from Certero in AssetStudio™ and Software Metering for Decision Makers™

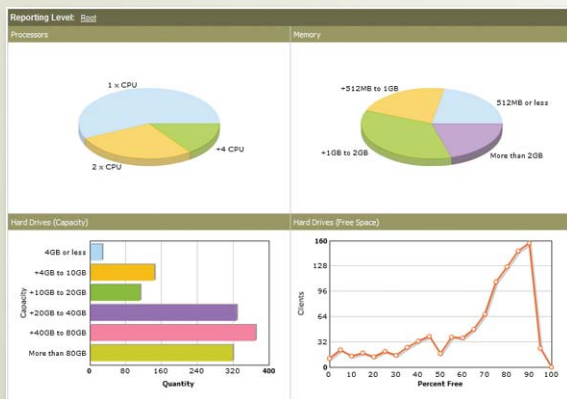
certero
AssetStudio™
Enterprise IT Asset and Systems Management

certero
SoftwareMetering™
For Decision Makers

Customer Profile

The LINPAC Group is a £1.1bn global business made up of four core divisions which together offer their customers tailored packaging and materials handling products and services. LINPAC's 9,000 employees are based out of 90 locations worldwide providing packaging and supply chain solutions across five continents.

The LINPAC Group is a privately owned business, backed by Montagu Private Equity and was recently ranked 31st in The Times Top Track 100 list of private UK companies (June 2008).



The Challenge

Historically, LINPAC has predominately grown through acquisitions and mergers. IT is managed at the division level and each division and site often has its own supporting IT Infrastructure. There are multiple Active Directory Domains, multiple Forests, Workgroups and Netware File and Print Services. Each location is joined by site to site VPN connections.

There were a number of challenges that any asset and systems management product would need to overcome:

- Multiple Domains, Forests and Workgroups
- Low bandwidth network connectivity and site to site VPN
- Multiple Firewalls
- Legacy NT4 computer systems
- Primarily Static IP addressing with some DHCP locations
- No global name resolution i.e. DNS and WINS
- Multiple languages and language versions of software

Microsoft
GOLD CERTIFIED
Partner

Sun
Partner
Advantage
ASSOCIATE PARTNER

CITRIX
PARTNER
Silver Solution
Advisor

SOPHOS
Silver Partner

Member of
FAST
Promoting the legal
use of software

vmware
PARTNER
PROFESSIONAL

The Solution

The LINPAC Group required an asset management product that:

- Would work on the complexities of their IT infrastructure
- Would be simple to install and simple to use
- Did not require lots of expensive supporting infrastructure
- Required little or no training
- Would be scalable to meet their immediate and future needs
- Could easily be removed in the event of a demerger or acquisition
- Had full vendor support

Testimonial

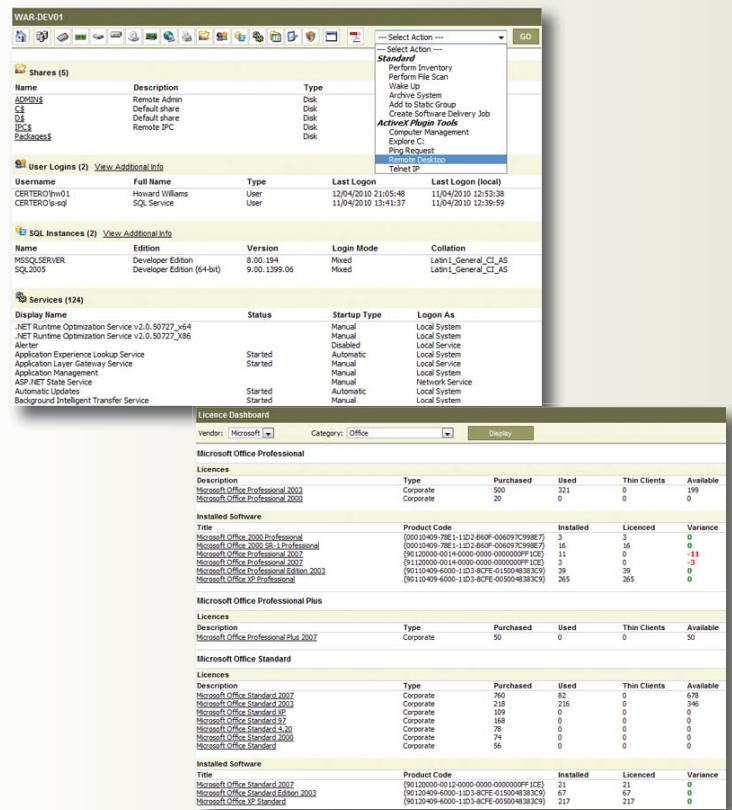
Simon Warrington, VP of IT, LINPAC, said: "LINPAC has grown into a global business which means that the tracking and management of our IT assets had become challenging. We looked for a product that could manage all our requirements for both hardware and software assets. Certero AssetStudio™ impressed us because functionally, it meets our requirements plus has many additional features which help automate our operation such as Software Delivery, Dynamic Groups and Systems Management integration."

"Architecturally, AssetStudio™ being a newly developed product meant that there weren't any legacy issues to worry about. This was important to us as we did not want to have different modules performing different functions that needed to be separately integrated. The AssetStudio™ modules have been designed to be best in class at their particular function. Joined together, they really do add an extra dimension to its capability, which is great for us given our size and complexity. We now have the added confidence to know that LINPAC's assets are being managed to derive maximum benefit to the business and we can now easily identify waste, which can be proactively removed."

Clive Mayos, Head of Service Delivery for LINPAC stated, "The key differentiator of AssetStudio™ over other Asset Management products is its simplicity. We had looked at various other products over the years, the Agent less solutions weren't suitable for our infrastructure and only provided a point in time snapshot. The tracking of assets across multiple businesses in several continents, that weren't always part of our core network was almost impossible. AssetStudio™ fit the bill perfectly where others had failed."

"The agent less scheduled discovery and agent based inventory meant that we were able to capture all our assets within a few weeks. The ability for the agent to upload via HTTPS even through proxy servers meant that we could track laptops even when they weren't part of the corporate network."

"The additional feature of Software Delivery meant that we were able to adjust to change more efficiently and reduce the cost of IT projects significantly. The support from Certero was second to none. Their supportive, collaborative approach really did add value. I would recommend AssetStudio™ to any organisation that wants an Enterprise Asset Management tool without associated complexities and expense."



Certero Products are Compatible with Windows® 7 and have been tested to meet all of the technical requirements to be Compatible with Windows® 7.



About Certero

Certero helps companies achieve the best value from their IT investment and eliminate wasted spend on IT business assets. With public and private sector experience, Certero is the only independent software vendor of IT asset management and power management solutions in the UK.

Customers include Linpac, Diodes, Crown Paints, Warburtons, Nice-Pak, Gentoo Group, CoFunds, Swinton Insurance, Royal Air Force, Bradford MDC, Hull City Council, Carmarthenshire County Council, Xentrall Shared Service, Wiltshire NHS, Manchester NHS, Barnsley NHS, Epsom & St Helier University Hospitals, Birmingham Childrens Hospitals, North Mersey HIS NHS, University of Greenwich.

For information

Telephone:
+44(0) 1925 868970

Email:
info@certero.co.uk

Website:
www.certero.co.uk