

Your MICROSOFT partner
for prompt and cost-effective
licensing of enterprises

Used Software, Microsoft Cloud and hybrid Cloud Solutions.



"As Microsoft Licensing Professionals, we will advise you on cost-effective and legally compliant licensing."

*Björn Orth,
Managing Director VENDOSOFT*



Buying used software means saving hard cash! Exploit your savings potential and reduce your IT costs!



How can you effectively refinance IT investments? Sell **VENDOSOFT** your old software licences!



What do you actually need? On-premise, cloud or hybrid? Our licensing strategists advise you on modern licensing that suits your needs best.



Move to the cloud with the advice of Microsoft Solution Partner **VENDOSOFT**. Consultation is free with us.

Companies expect a legally and manufacturer-compliant licensing advice

This is why all employees at **VENDOSOFT** are certified Microsoft Licensing Professionals (MLPs).

THE LICENSING OPTIMISERS FOR:

- ✓ **Microsoft licensing**
used software, Cloud, hybrid Cloud
- ✓ **Legally compliant licensing**
Microsoft Office, operating systems, Server, CALs
- ✓ **Refinancing IT budgets**
through the sale of used software to **VENDOSOFT**
- ✓ **Purchase and sale**
of new and used Microsoft licenses
- ✓ **Software Asset Management (SAM)**
optimize the management of your licence stocks
- ✓ **Savings potential**
when buying used software
- ✓ **Cloud models**
such as Microsoft 365 and the Exchange Online plans
- ✓ **Rights and restrictions**
for Microsoft volume licensing contracts
- ✓ **Microsoft Audits**
incl. support from our legal advisors

In search of used software look no further than **VENDOSOFT**



Software doesn't wear out

Unlike other consumer goods, software doesn't wear out with use. By buying used software licences, businesses receive the same features and rights as original purchasers.

That means that you can purchase top-performing licences which are as good as new. You can also carry out manufacturer updates – and all for half the price!

VENDOSOFT manages a large inventory of new and used Microsoft and Adobe licences and offers cloud storage solutions



Legally compliant licensing

VENDOSOFT's software license transmission comply with all legal requirements



With every order, you receive:

- ✓ A data medium and installation key
- ✓ The transfer of all usage rights
- ✓ Deactivation confirmation
- ✓ Delivery note and invoice digital or in our licenses folder

Guaranteed by an auditor

The software manufacturer Microsoft has audits carried out by public accountants in order to confirm the correct licensing.

VENDOSOFT makes use of the same procedure: We have the supply chain of all purchases checked by an auditing office. This confirms the correctness of the purchased licences to our customers.

Security when you buy and sell with **VENDOSOFT**



VENDOSOFT is a Microsoft Partner. Each year, our consultants are certified to be Microsoft Licensing Professionals.



We guarantee checked software with a data carrier and legally compliant licensing. In the event of a licensing audit, we'll be by your side.



Independent auditors verify **VENDOSOFT**'s trade of used software and the correctness of the supply chain.



Our licence transfers are accredited by a reputable German insurer in case of any possible financial losses due to transfer failures.

Why companies...

————— // —————
Reliability is more important than the latest software version. That is why we buy second-hand from **VENDOSOFT** – and save a lot of money.
————— // —————

Stefan Düe
Mitsubishi HiTec Paper
Europe GmbH

...buy used software:

- ✓ **SAVE**
30-70% compared to new software
- ✓ **RELICENSE**
older versions easily and uncomplicatedly
- ✓ **REPLACE**
rental models and cloud solutions
cost-efficiently
- ✓ **AVOID**
unnecessary costs due to implementation,
training costs, etc.

...sale used software:

- ✓ **BOOST**
your IT budget and liquidity by selling
old software stocks.
- ✓ **CONVERT**
idle assets into cash and cash equivalents
- ✓ **AVOID**
over-licensing by discarding retired
software assets
- ✓ **SIMPLIFY**
your software license management by
resolution of unneeded assets

————— // —————
The sale of used Office licences and servers brought us 100,000 euros to refinance our cloud migration
————— // —————

VENDOSOFT client
Gloeckle Group, Stuttgart

License optimization

Your cost-efficient contribution to more sustainability

A structured digitalisation of all services requires an adapted IT system and, of course, all this under **cost-optimised aspects**. We at **VENDOSOFT** have made it our business to provide companies and public institutions with optimal advice on licensing with new and used **Microsoft software**. On the one hand about the **enormous savings potential**. Because used software is 50 to 80 percent below the price of new software and is also significantly cheaper compared to cloud subscriptions.

At the same time, you are also making a contribution to more sustainability.

Software-related obsolescence is what experts call it when expensive notebooks, desktop PCs or tablets are disposed of long before they show functional or material weaknesses. The reason for this is that software determines the **useful life**

of hardware. With every software upgrade, the system requirements usually also change. The demands of new software force the purchase of newer and more expensive hardware.

Licence optimisation is a way out of software-related obsolescence. Here, each workstation is closely scrutinised. Who actually needs the latest software licence and for which PC workstations is this not the case? The latter are equally equipped with on-premises versions. Because **software** can, of course, be **used for much longer** than is the case in many places. For example, Microsoft Office 2019 receives all updates for six years for secure and efficient operation. Most servers even 10 years. Processor performance, memory and hard disk capacity remain unchanged during this time. This means that long-term use of the software automatically extends the useful life of the hardware on which it is installed.



Minimising the CO₂
footprint with IT

Microsoft Cloud.

Scalable and highly flexible.



„Even when moving to the Microsoft Cloud, **VENDOSOFT** is your licensing optimiser. We advise you on the best 365 plans for your organisation.“

*Markus Seirer,
Microsoft Licensing Professional (MLP)
& cloud expert*

Finding out which cloud model represents the optimum for your company requires an analysis of your current and future needs.

As a Microsoft Gold Partner, we support you in this process. We even show you ways of refinancing your cloud costs!



When do cloud solutions make sense?

- ✓ When working remotely is of importance
- ✓ With high fluctuation of employee numbers
- ✓ To reduce costs for IT acquisition and maintenance
- ✓ When high availability is desired
- ✓ To remain flexible

Hybrid Cloud.

The favourable alternative.

“A cloud-only architecture does not provide the right licensing for every organisation.”

*Fabian Gerum,
Microsoft Licensing Professional (MLP)
& cloud expert*



Hybrid cloud solutions - this means a mix of cloud and on-premises software - are an affordable and usually sensible alternative to the Microsoft Cloud!

Based on your individual needs and future plannings, **VENDOSOFT** will show you the savings potential of hybrid cloud solutions.

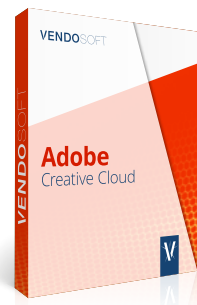
When does hybrid cloud make sense?

- ✓ for predominantly stationary workstations
- ✓ to use advantages of cloud AND on-premises
- ✓ to create redundancy
- ✓ to replace obsolete hardware or software
- ✓ to keep sensitive data within the company



The **VENDOSOFT** portfolio

Used software, hybrid solutions & Microsoft 365



We provide

- ✓ New and used software + cloud solutions
- ✓ Quick and reliable licensing
- ✓ After-sales service + CSP support
- ✓ Re-buy guarantee



Visit also
our shop

Software Asset Management by **VENDOSOFT**

“Professional SAM helps save costs
and avoid licensing risks.”

*Joyce Studier, Microsoft SAM Professional
& Microsoft Licensing Professional*

Advantages of Software Asset Management:

- ✓ Objective data collection
- ✓ Overview of all software assets
- ✓ Preventive action before an audit
- ✓ Detection of compliance issues
- ✓ Identify over/under licensing



Commission **VENDOSOFT** with a licence audit
licence audit – before the manufacturer is at your door.

Audit emergency hotline

- ✓ Free licensing advice
- ✓ Free initial legal advice
- ✓ Re-licensing at low cost

Mo-Th 8:00-18:00 | Fr 8:00-17:00



Free licensing advice:
+49.8143.99694-0



VENDOSOFT GmbH
Rudolf-Diesel-Ring 10
82266 Inning
Germany
info@vendosoftware.eu
www.vendosoftware.eu