SoftWatch

Netuno Internacional Utilizes SoftWatch Assessment Solution to transition to Google Apps and Save 50 Percent in Microsoft Licensing Fees

Brazilian seafood products company's assessment results align with SoftWatch benchmark study showing Microsoft usage is typically 80% light users; enterprises save substantially on Microsoft licenses by transitioning to Google Apps

Tel Aviv, Israel–July 9, 2014 – Following a three-week assessment with the SaaS-based SoftWatch solution, Netuno Internacional, a global seafood business headquartered in Recife, Brazil, has decided to move all its employees to Google Docs and Slides and some of its employees to Google Spreadsheets from Microsoft Office and has reduced its MS licensing fees by 50%.   SoftWatch helps enterprises manage and optimize their resource planning as they move to cloud applications.

The SoftWatch assessment was undertaken with the assistance of Google partner Safetec Informatica. The assessment identified all user profiles in Netuno and exposed the fact that most employees barely used some of the MS applications, in particular PowerPoint and Word.

"In order to provide a low risk transition, we have decided to keep MS Excel as a standalone application and to move MS Word and PowerPoint to Google Docs and Slides, respectively. With this decision, we are currently saving about 50% of our licensing fees with minimal user impact," said Isaac Pessoa, CIO, Netuno Internacional. "The SoftWatch MS Office Assessment solution supported our decision to move our users to Google applications. With Safetec Informatica's assistance in planning, training and deployment, we could easily move all users from our five locations."

The Netuno assessment results closely mirror the results of a recent SoftWatch benchmark report. This study summarized the data from more than 150,000 enterprise users from dozens of companies and showed that overall usage of different applications is relatively low and that at least 80% of MS Office users could move to cloud-based alternatives with little or no impact on employee productivity and experience. SoftWatch is the only solution to provide this accurate data on company-wide Microsoft Office usage patterns, enabling enterprises to make informed decisions about moving to Google Apps, providing management tools for a smooth transition and decommissioning excessive Microsoft licenses. According to SoftWatch estimates, by transitioning light users from MS Office to Google Apps, companies can save up to 90% on their Microsoft licensing fees.

"We are very pleased with the Netuno assessment results that enabled Netuno to move to Google Apps and realize substantial savings. The transition to cloud-based solutions from on-premise applications is a major challenge for IT and it is crucial for companies to go through an analysis and planning process using real usage data which is what SoftWatch can provide. Netuno assessment is yet another example how IT decision makers can make informed

decisions about moving to alternative cloud-based applications such as Google Apps, saving money with no loss in efficiency," said Dror Leshem, Vice President sales, SoftWatch.

About SoftWatch

SoftWatch is a leader in Application Usage analytics. With its SaaS solution, it enables enterprises to effectively manage the transition of business applications to the cloud, optimize their hybrid cloud environment and reduce software spending. The Israel-based company has patents pending for its software usage and user segmentation solutions. For more information, visit www.softwatch.com .

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