



Fontana Gruppo expedites its G Suite adoption and reduces MS licenses using SoftWatch OptimizeIT SaaS Solution

By using SoftWatch usage analytics Fontana significantly increased its G Suite adoption and plans to reduce its annual MS Office licenses expenditure by 80%

Tel Aviv, Israel, 18 October 2017 - SoftWatch, a leader in Application Usage Analytics, announced today that Fontana Gruppo, a leading producer and seller of high quality fasteners based in Veduggio con Colzano Italy, has successfully implemented SoftWatch OptimizeIT service to execute and monitor the adoption of G Suite by company employees and reduce its ongoing MS Office licensing costs.

In late 2016 Fontana has set a strategic goal to expedite the adoption of G Suite and move away from MS Office. Acknowledging the need to design and execute the transition based on understanding its employees' needs, the company, together with its Google Partner - Innnext, decided to take advantage of SoftWatch OptimizeIT service. The service provides Fontana with unique usage analytics that enables the planning, execution and monitoring of the transition process and the process of removing MS Office licenses.

Few months after deploying SoftWatch Fontana management was convinced that cutting out MS Office licenses is a realistic goal. This was concluded in February 2017 due to better than expected results in driving usage of G Suite. And indeed, in the 6 months that followed, usage of MS Office major applications reduced dramatically: from April 2017 PPT usage was eliminated, during this period Word was usage by only 5% of knowledge workers.

"SoftWatch services brought us tremendous insights to our real usage of MS Office and G Suite and how we can expedite the adoption of G Suite services," said Alessandro Corti, Innovation Specialist and Role Management Specialist at Fontana. "We are extremely satisfied with the service that provides us with the ability to design and execute an effective

transition process and exceed our initial goals. Moving forward, we intend to further expedite the process to reach full adoption of G Suite and eliminate MS Office”.

"We are very pleased to work with Fontana and view them as a role model in deploying SoftWatch and managing an effective transition process to G Suite," says

Dror Leshem, VP sales at SoftWatch. "We believe that the process has reached the point where employees are embracing G Suite and allow Fontana to enjoy the advantages of a cloud solution.”

About Fontana Gruppo

The company Fontana is a family business, founded in Veduggio con Colzano (MB) in 1952 for manufacture, sell and distribute high-strength fasteners. World leader in high quality clamping systems and bolts.

Fontana Gruppo is present in Europe, North and South America, Asia and the Far East with 4300 employees.

About Innext

Innext is a company that thanks to our strategic partnership with Google Cloud, we support companies during analysis and development of more streamlined business processes strengthened by the use of digital technology, carrying out projects that include training the resources involved.

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 for its software usage and user segmentation solutions. For more information, visit www.softwatch.com

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