

# iQuate

## CASE STUDY: VOLVO

### THE CHALLENGE

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Part of the Volvo Group, Volvo Car Corporation is a global luxury automobile brand that employs 115,000 people and sells cars in more than 190 markets.

Headquartered in Gothenburg, Sweden, Volvo's IT team supports a global business with many day-to-day challenges. One such challenge was the need to review its Oracle software license usage. The risk of a hefty payout for unpaid fees became a very real problem when Oracle announced plans for an audit.

The scale of the global IT infrastructure made it difficult to maintain an accurate inventory. Oracle's Linux-based applications were running across 3,000 virtualized servers in multiple data centers, where complex dependencies made it hard to identify software relationships and establish license usage.

Similar problems were in the pipeline with Microsoft and IBM. With contract renewals coming up on business-critical applications, the procurement team had plenty of reasons to get on top of their IT estate with a SAM (Software Asset Management) program that could see through the complexity in its data centers.

Having saved the company money in the short term, iQSonar is now embedded within Volvo, maintaining software optimization and compliance as a continuous "business as usual" process. Dealing with future audits is no longer a daunting prospect.

### THE SOLUTION

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iQuate was identified as having the solution needed to clarify Volvo's license position in a distributed and highly virtualized IT environment. Installing discovery software across the company was not an option because of the sheer complexity of the data centers.

iQSonar is an agentless solution that the iQuate project team set up to assess Oracle server licenses across multiple clusters in different data centers. The tight six-week time frame was not a problem for iQSonar which works "off-the-shelf" with leading vendor platforms including Oracle.

An automated scan of nearly 2,000 servers delivered the data that was needed, an accurate inventory of precisely what Oracle applications were used and where. With one round of discovery in the bag, the procurement department were so impressed with iQSonar that they applied it to Windows desktop and SQL Server environments, in preparation for a global Microsoft license review.

Volvo needed absolute certainty about their estate to ensure they were on a strong footing when it came to negotiations with Microsoft. iQSonar was able to validate Windows desktop and SQL Server deployments identified by System Center Configuration Manager (SCCM), the Microsoft administration tool that Volvo was already using, as well as discover instances not covered by the product.

The next project was to scan for IBM installations, to get an update on what, where, and how effectively licenses were being used as a precursor to another round of contract negotiations.

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## THE RESULTS

iQuate has given Volvo much more clarity around its software assets. By discovering the dependencies in complex virtual and clustered environments – spanning Oracle middleware, Microsoft’s Windows desktop and SQL infrastructure, and IBM’s AIX operating systems and Power architecture – Volvo was able to optimize its license position.

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Collected data on dependencies and relationships is now made available to SAM specialist Aspera and database configuration company ServiceNow for the ongoing management and optimization of the estate. Part of iQuate’s partner community, they rely on the inventory

and accurate usage data delivered by iQSonar to enhance their products and improve their customers’ experience.

The Volvo management team also appreciates the long-term benefits. “We have significantly exceeded our savings targets with iQSonar and we believe it is just the tip of the iceberg,” said André Collin, Strategic Buyer at Volvo Car Corporation.

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**André Collin**

Strategic Buyer at Volvo  
Car Corporation

**About iQuate:** iQuate provides a digital management platform to allow enterprises to seamlessly automate application dependency mapping and asset discovery to enable digital transformation in cloud and on premise environments without the use of disruptive agents or hardware. We help you manage what you cannot see within hours of deployment.

