CRAYON CASE STUDY - GASUM

Time and money saved through Cloud-iQ

Finnish corporation switch their Microsoft CSP Products to Crayon and gain Cloud-iQ as a benefit

Key Facts:

- Energy company Gasum is a Nordic expert within the gas sector that promotes development towards a carbon-neutral society together with its partners.
- Gasum's revenue for 2017 was €925 million and employs approximately 400 people
- Gasum is the leading supplier of biogas and processor of biodegradable waste fractions in the Nordic countries.

Crayon is Gasum's software partner in license procurements and expert services. Riku Miettinen from Gasum tells us about the collaboration.

How did the collaboration with Crayon start?

I am responsible for Gasum's license procurements and cloud services. My work includes cost monitoring and ensuring that we stay on budget. In the summer of 2017, we started going through the Microsoft environment with Crayon and made a plan for renewing the EA agreement.

Crayon's expertise was so much better than our previous provider's that we decided to move our license procurements to them. We are moving our procurements to Crayon in controlled phases, for example, as we renew our licenses.

Cloud-iQ saves both time and effort

The Microsoft Cloud Solution Provider (CSP) is a flexible contract model and completes the EA agreement nicely. We decided to try procuring the CSP licenses through Crayon. At the same time, we gained access to Crayon's Cloud-iQ portal.

Cloud-iQ is handy, as we can add and remove licenses according to our needs at any given time, just by clicking.

With our previous partner, we had to order the licenses by email, and sometimes it felt like the emails got lost on the way. Now, if we want to use a license, we have it in a minute.

Another useful Cloud-iQ feature for us is the invoicing profile. It's a lot of work to divide the costs of the products we order through EA to our subsidiaries and the processes are too heavy compared to the benefits. In the Cloud-iQ portal, we can register the orders and invoices directly to the subsidiaries.

Holistic License Management:

We also strive for cost savings by developing our internal processes; ensuring that we do not purchase anything unnecessary. We might already have unused licenses or maybe we are able to use an alternative product.

Our Crayon consultant helps us with our licensing questions and ensures we do everything in-line within the licensing terms.

We also try to get our Software Asset Management to a level where we can see the up-to-date status of our license assets and gain a summary of all procurements in one place.

Crayon's Cloud-iQ saves time on cloud service management. With the portal, you can procure the exact number of user- and consumption-based cloud services from Microsoft, AWS and IBM that you need. Cloud-iQ gives an exhaustive view of your license assets. The view can be tailored based on the customer's needs.

- A real-time cloud service provisioning and implementation
- Connect to the producers' management portals from one place
- A summary of the procured licenses
- Cloud service invoicing with detailed itemisations
- Exhaustive reports