

Welch Allyn uses SoftWatch analytic services to optimize its Microsoft license spending

SoftWatch usage analyses enable Welch Allyn to ensure compliance of Microsoft licenses and avoid unnecessary purchases of additional licenses

Tel Aviv, Israel, 21 September 2015 - SoftWatch, a leader in Application Usage Analytics, announced today that Welch Allyn, a leading global manufacturer of medical diagnostic devices, has used SoftWatch's CloudIT and OptimizeIT cloud services to analyze its current usage of Microsoft applications and optimize its Microsoft license budget.

At first, Welch Allyn performed an assessment phase, using SoftWatch's CloudIT service to analyze the current actual usage of different Microsoft applications, including MS Office, Visio and Project by the company employees. The main purpose of the assessment phase was to ensure compliance of the company with the purchased Microsoft licenses. The results enabled Welch Allyn to put in place a process to recycle licenses to employees based on actual usage, and remove unused MS Visio and MS Project licenses. In addition, Welch Allyn obtained a better understanding of how employees utilized MS Office and identified significant cost savings opportunities.

Following the assessment phase, Welch Allyn utilized the SoftWatch OptimizeIT service to execute the license optimization plan and maintain license compliance. OptimizeIT is also being used to continue monitoring additional applications usage on an ongoing basis serving as a basis for additional optimization initiatives.

"We are extremely satisfied with SoftWatch services, we find them very beneficial in helping us driving license optimization initiatives", said Steve Watson, lead analyst at Welch Allyn. "SoftWatch's analyses enable us to align our software license procurement with our actual needs, meet compliance requirements and avoid unnecessary costs".

"We are very excited to assist Welch Allyn with their software license optimization and compliance assurance", said Dror Leshem, VP sales at SoftWatch. "We believe that usage information is material in making informed optimization decisions. We are committed to expand our services through continued development and provisioning of unique services that can support major IT transformation and optimization initiatives".

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 .

About Welch Allyn, Inc.

Since 1915 Welch Allyn has brought a unique perspective to developing diagnostic solutions by combining pragmatic knowledge with a visionary spirit of innovation and ongoing improvement. As a leading global manufacturer of physical examination instruments and accessories and EMR-connected vital signs and cardiac monitoring solutions, the company has a steadfast commitment to delivering superlative medical products, services and solutions that help healthcare professionals provide better care for their patients. Welch Allyn is headquartered in Skaneateles Falls, N.Y. (USA) and employs more than 2,600 people in 26 different countries. Visit www.welchallyn.com for more information. Like us on [Facebook](#) and follow us on [Twitter](#).

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