



## CASE STUDY

### SOFTWAREONE SUPPORTS BURCKHARDT COMPRESSION'S EXPANDED WORLDWIDE TECHNOLOGY AND BUSINESS OBJECTIVES, AND MARCH TO THE CLOUD

Company: [Burckhardt Compression](#)

Website: [burckhardtcompression.com](#)

Number of users: 1400

Industry: [Machinery](#)

Company profile:

The only manufacturer that covers a complete range of reciprocating compressor technologies.

#### PROJECT CHALLENGES

Future Workplace - Modernize client computer workplaces with current Microsoft technology

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- SCCM 2012 to Current Branch upgrade as part of a larger Office 365 "Future Workplace" transformation project
- Streamlining worldwide operations for greater business outcomes

#### RESULT

After several technical and organizational challenges around Office 365 solutions, Office 365 ProPlus has been deployed globally to 1.400 machines by end of 2016 and Windows 10 roll-out was scheduled for mid 2017

## CUSTOMER NEEDS

Burckhardt Compression is committed to becoming the first choice manufacturer of reciprocating compressors. Throughout a worldwide network, the company provides all products and services required during a reciprocating compressor's lifecycle, aiming to achieve balanced growth while constantly improving processes, extending its geographic reach, and developing superior solutions for promising application.

Technology plays a key role in this mission. The right innovations not only keep the business in the mainstream, it shows clients that the organization is run efficiently and that they can rely on the services provided.

- Burckhardt Compression had determined where additional support may be needed to boost these efforts and improve spend.
- Having successfully partnered with SoftwareONE in the past, the organization now sought out a more attractive licensing model than the current one in place with Office 365.
- Burckhardt Compression was also ready to use Microsoft's cloud solutions and was looking for the right partner to help along that journey.

## SOLUTION BY SOFTWAREONE

From a services perspective, SoftwareONE was able to not only understand what Burckhardt Compression was looking to do, but also elaborate and expand upon the project and fully support the business within budget. A few upfront sessions yielded new initiatives and opportunities to work together.

- In early 2016, Burckhardt Compression's System Center Configuration Manager infrastructure was upgraded to latest current branch as a first step of the global Office 365 ProPlus and Windows 10 "Future Workplace" transformation project.
- The project scope was extended by Intune integration into SCCM as the preferred Mobile Device Management solution.
- Regular steering committee meetings and project reports ensured open communication and aligned goals.

“As a company, we’ve identified SoftwareONE as the right partner to help us stay in the mainstream – and provide not only the technological software services, but also the insight as to what would be beneficial for us to implement in the future.”

*Leonardo Casubolo, Director Global IT Infrastructure and Security, Burckhardt Compression*



## CUSTOMER BENEFITS

- Greater business efficiency
- Additional functionality to empower users
- More robust licensing model
- Progression on a journey to the cloud
- Trusted relationship with SoftwareONE

„As a services provider, SoftwareONE helps us to protect our investment in terms of a technological solution, which demonstrates to clients that we run our organization in an efficient way.“

*Leonardo Casubolo, Director Global IT Infrastructure and Security, Burckhardt Compression*



## DESIRED OUTCOMES

- SoftwareONE’s global footprint has strengthened Burckhardt Compression’s worldwide operations; all locations and employees now have access to the same technology, which really streamlines business.
- Employees can also work offline, which was not previously possible.
- Hybrid cloud capabilities have paved the way to potential full Microsoft Office 365 cloud services down the road.

## ABOUT BURCKHARDT COMPRESSION

Burckhardt Compression is one of the world’s leading manufacturers and service providers of reciprocating compressor systems. Its customized compressor systems are used in the upstream oil & gas, gas transport and storage, refinery, chemical, petrochemical, and industrial gas sectors. Burckhardt Compression’s leading technology, high-quality compressor components, and the full range of services help customers to minimize lifecycle costs of reciprocating compressor systems around the world.

## ABOUT SOFTWAREONE

Privately owned since 1985, SoftwareONE is redefining the software management and IT solutions landscapes. Since becoming the global leader in Software Asset Management (SAM), SoftwareONE has been revolutionizing the industry with its intelligent Software Management Platform PyraCloud and its Software Portfolio Management (SPM) Services. PyraCloud delivers the visibility, elasticity, and control needed to maximize software investments while SPM minimizes compliance risk and optimizes the underlying IT infrastructure. SoftwareONE is one of the fastest growing technology solution providers in the world with elite sales designations and long-standing relationships with top partners such as Microsoft, VMware, IBM, Oracle, Citrix, Symantec, McAfee, Adobe, and many more. SoftwareONE achieved over \$6B in 2016 sales due to its 3,000 technology experts located across 80+ countries.