



SASOL

# SASOL CUTS ENERGY AND SOFTWARE LICENSE COSTS

**AppClarity reclaims unused applications to become compliant and save money, and NightWatchman fulfills green IT initiative through PC power management.**

**SASOL**  
*reaching new frontiers*



## Challenge

With a corporate goal to enhance its operational performance yet reduce the environmental impacts of its operations Sasol's IT team wanted to minimize the cost of running 15,000 PCs and laptops. In addition, to drive cost containment and discipline, as well as reduce bureaucracy, the company wanted to optimize how software licences were used and managed across the business.

## Solution

With an operation spread across South Africa, Sasol wanted to manage the costs of powering the 15,000 desktops in their plants by identifying those that were running critical applications and powering down those that weren't during idle times. In addition the Manager of Applications wanted to get true visibility into applications usage to make tangible savings and reduce license liability.

## Business benefits

- Reduced license costs
- Clear visibility of software licenses
- No fear ahead of next software audit
- Installed and configured in days
- Freed up the IT team for core tasks
- Non-essential PCs powered down
- Reduced carbon footprint
- Accurate management reporting.

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## Becoming actively efficient across the enterprise

### About Sasol

Sasol develops and commercializes technologies, and builds and operates world-scale facilities, to produce a range of product streams, including liquid fuels, chemicals and electricity.

### About sustainableIT

sustainableIT specialises in strategy, consulting and technology solutions that organisations can implement to reduce and manage carbon emissions and support green initiatives.

Sasol is an international integrated energy and chemicals company which develops and commercializes technologies, and builds and operates world-scale facilities, to produce a range of product streams, including liquid fuels, chemicals and electricity. It has a number of stated priorities which includes enhancing its operational performance and accelerating sustainable growth.

With the goal to reduce the carbon footprint of the company in mind, Danie Smit, Manager IM: Service Security, Sasol Group Services sought to reduce the amount of energy across its PC estate without affecting those machines that needed to stay on. It chose to work with sustainableIT, the Green IT specialist company a partner of 1E, to find a solution that integrates with Microsoft System Center 2007 Configuration Manager (ConfigMgr) which Sasol uses to manage its IT systems.

**“To date, and that’s not even a month since deployment, we have seen savings of South African Rand (ZAR) 1.8 million (\$260,000) which accounts for 3,000 reclaimed licenses and that’s only on the first letter of the alphabet of vendors, in fact I haven’t yet finished going through ‘a’ in the ‘a to z’ of software publishers.”**  
Cobie Nel, IM Services: Manager Applications, Sasol

Fortuitously, within a few months of selecting NightWatchman, Cobie Nel, IM Services: Manager Applications, was looking for a software licensing optimization solution to give visibility into which applications are used across all users in the company, and have the ability to reclaim unused installations of software and ensure that the company was compliant when it came to vendor audits.

“We have thousands of different applications deployed across the company and we wanted to ensure that our license liability was at zero,” Cobie says. “We are really interested in reporting functionality that AppClarity offers as we knew we would find a lot of unused and prohibited applications that we could then set about removing.”

## Power policies save energy

**“We have achieved in a couple of days what we were not able to in twelve years.”**

**COBIE NEL**

“We manage our infrastructure with ConfigMgr and so when it came to selecting a PC power management solution it was important that it would integrate fully with our systems management tool” says Danie. “This integration was key, as ConfigMgr is not elegant enough by itself for the power management functionality we wanted.”

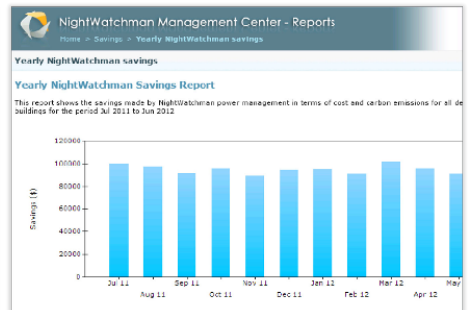
Power management policies were applied to 8,000 PCs which account for about 50 percent of Sasol’s estate where NightWatchman would be applied. We didn’t explain to users that we were installing it as we didn’t want changes in their behavior,” explains Danie, “We let them know about the initiative once we had a month’s worth of baseline information.”

NightWatchman allows for exemptions and exceptions, “We have certain workstations that can’t be interrupted as they have simulation software and so it was essential that we could identify and exclude any computers running it,” Danie continues, “Also our plant environment has a number of workstations that must not be powered down so we mainly concentrated on business units.”

The user-centric features are also important for Sasol. If a user is working late on their computer then NightWatchman will only power down the PC later, after it detects that no-one is using the machine. If a user leaves the computer with work still open, NightWatchman will back it up.

NightWatchman will be deployed across the fleet of workstations by April, 2013. “Based on our initial analysis we can see that we shall save 1.7 million kWh of electricity which is equivalent to 1719 metric tonnes of CO2 a year – this translates into South African Rand (ZAR) 850,000 (\$97,000),” he says.

Manufacturer	Type	Model	On with screen on standby	On with screen on standby
Dell Inc.	Portable	Latitude E5300	11.83	11.83
Dell Inc.	Portable	Latitude D520	22.85	22.85
Dell Inc.	Portable	Latitude D520	22.91	22.91
Dell Inc.	Laptop	Latitude E5310	11.83	11.83
Dell Inc.	Portable	Latitude D520	19.86	19.86
Dell Inc.	Portable	Latitude D430	12.35	12.35
Dell Inc.	Portable	Latitude D430	11.33	11.33
Dell Inc.	Portable	Latitude D520	17.7	17.7
Dell Inc.	Portable	Latitude E5300	19.99	19.99
Dell Inc.	Portable	Latitude D520	25.4	25.4
Dell Inc.	Portable	Latitude E520	20.09	20.09
Hewlett-Packard	Netbook	HP EliteBook 2530	7.9	7.9
Hewlett-Packard	Netbook	HP EliteBook 6530	0.06	0.06
Hewlett-Packard	Netbook	HP EliteBook 6530	0.1	0.1
Hewlett-Packard	Netbook	HP EliteBook 6420	13.5	13.5
Hewlett-Packard	Netbook	HP EliteBook 2540	10.4	10.4
Hewlett-Packard	Netbook	HP EliteBook 6530 (CZ264N)	0.95	0.95
Hewlett-Packard	Netbook	HP EliteBook 6530	11.33	11.33



## Remarkable visibility of apps

### NightWatchman

The Global Leader in PC Power Management  
Enterprise ready and scalable  
Automatically powers down computers  
Management reporting  
Automatically wakes and patches every machine  
Accurately predicts and reports energy savings  
Supports secure environments  
User Centric  
Web WakeUp

### AppClarity

Software License Optimization  
Accurate software inventory  
Detects unused software  
Financially quantifies waste  
Automatically reclaims and recycles licenses  
Restricts the use of prohibited applications  
Simple traffic light compliance system

“AppClarity has given us incredible visibility into usage of software licenses across all users and we already made tangible savings within days of deploying the solution,” says Cobie.

In the previous Sasol structure each business unit managed its own software. There was a change in policy to centralize and consolidate. Cobie comments: “To date, and that’s not even a month since deployment, we have seen savings of ZAR 1.8 million (\$260,000) which accounts for 3,000 reclaimed licenses and that’s only on the first letter of the alphabet of vendors, I have yet to finish going through ‘a’ in the ‘a to z’ of software vendors.

“We have more than 60,000 software installations across 2,786 different titles. This represents a potential overall saving of ZAR 82m (\$9.4 million) if we reclaimed everything that was unused. My goal is a 50% reclaim level over the next six months which still represents many millions of savings for the business.”

She says, “For the reclaim we sent out an email to users explaining what would happen and why, and if at some later date they wanted to use the software again they would have to reapply for it. We had no complaints from users whatsoever.”

“We also found quite a lot of unauthorized software such as illegal gaming applications, and thanks to AppClarity we were able to start disciplining people as well as automatically reclaim prohibited applications,” she continues. “Our policy states that users are not allowed to have unauthorized software on a machine and we now can enforce that as we have full visibility into what’s being used where.”

AppClarity took only 48 hours to be fully up and running. “We achieved in a couple of days what we were not able to in twelve years. We reached our return on investment in less than two months, and not as anticipated, in a year, which is outstanding,” Cobie concludes.

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### About 1E

1E’s suite of disruptive IT operations management tools save billions, solve problems and simplify the management of large, complex IT environments – in record time. Designed with a singular focus to help drive down costs, 1E’s solutions include tools for IT asset management, Windows systems management and BYOPC.

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