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## Discovery Case Study

PSECU DEPLOYS CENTENNIAL DISCOVERY®  
TO ENSURE LICENSE COMPLIANCE AND  
CRACK DOWN ON ILLEGAL FILES

### Overview

In today's business environment where volume licensing has become the norm, most customers are at the mercy of large software vendors. Meeting the requirements and generating the information necessary to qualify for preferred software programs is a daunting task without the proper tools.



Pennsylvania State Employee Credit Union (PSECU) – the state's largest credit union – understands how challenging that can be. When it applied for Microsoft's Enterprise Agreement in early 2006, the company was required to conduct a complete corporate-wide software audit to demonstrate license compliance.

"Companies can save substantial amounts by joining these programs and most organizations are willing to bend over backwards to meet the requirements," said Rob Ballard, IT Support Group Manager for PSECU. "The IT Support Group was extremely fortunate to have Centennial Discovery already deployed when it came time to conduct the audit."

Ballard went on to explain that with Discovery already deployed, generating a complete audit of all the IT Support Group's software took a mere two hours, while other groups worked for weeks to generate the data necessary.

"With Discovery, all we had to do was point-and-click. A couple of hours later, the audit was done, complete with a full report and graphics courtesy of the Discovery Dashboard," noted Ballard.

Meeting the requirements for Microsoft is just one example of the benefits PSECU gains from Centennial Discovery. Understanding what software assets are on the network and how they are being used is critical for network management and license compliance at PSECU.

The organization currently serves more than 300,000 members and manages more than \$2 billion in assets. The credit union is committed to meeting member needs via the web, with more than 100,000 members now banking online.

This significant growth is supported by 650 employees and 750 desktop computers, not to mention numerous backend servers and systems. This equates to thousands of software applications and hardware assets on the network. Managing all of these assets can be a complicated task, especially if it's done manually. To streamline this process, PSECU's IT Support Group deployed Centennial Discovery for network discovery and asset management.

"We strive to provide a variety of innovative high quality financial products to our membership," said Ballard. "In order to accomplish that goal, we need to have the necessary systems and software in place for our employees to work successfully with members. Integral to that process is a network discovery and software asset management solution that enables us to effectively manage how those assets are being used and identify potential risks on the network."

According to Ballard, PSECU initially purchased Discovery 2005 to get a clear picture of all the network assets, and then help with the ability to easily manage those assets moving forward. Specifically, PSECU was concerned with over licensing and underutilization of software, and Ballard is now able to audit the credit union network in real-time and generate reports that show what applications are on the network, server or desktop, and how often those applications are used. This helps PSECU accurately budget and plan software purchases to determine what they'll need, and when.

"With Discovery, we can eliminate waste and redundancy of applications by reallocating unused licenses or avoiding unnecessary upgrades," said Ballard. "We also get a comprehensive picture of our current software landscape, which allows us to take advantage of price breaks by entering into volume licensing discussions with software vendors and resellers, like Microsoft."

PSECU also uses Discovery to identify threatening files on the network. The credit union has a policy that no music files can be on the corporate network or desktop. To enforce this policy, Ballard regularly scans Discovery audits for illegal MP3 files and other threatening applications.

"At PSECU, our acceptable use policy states that employees are not allowed to have music files on the credit union PCs due to the security and compliance risks," said Ballard. "Before Discovery, we really had no efficient way to track if employees were complying. However, I can now review daily audits of all the desktops to see what files are on any given computer and take immediate action to eliminate those files deemed inappropriate."

PSECU's IT Support Group has been so impressed with Discovery's performance over the last six months that they are recommending it be rolled out across the entire credit union.

"When managing corporate assets, the foundation of that process is based on the assumption that you have a complete picture of what's on your network," noted Ballard. "With Discovery, I get the most comprehensive picture possible and the supporting tools to ensure compliance, mitigate risk and demonstrate ROI."



network discovery & management

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