

Press Release

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Office 2007: Less Cost, More Value

Now that Office 2010 is available for sale, many users are asking themselves, “Do I need it?”. For good reason: The race to keep up with the latest version is for many businesses and public authorities a very expensive proposition. The most important thing is therefore to check carefully whether one needs the very latest – and to check out the alternatives that the second-hand market offers.

There is scarcely a single user who actually uses the full range of functions that the Office package has to offer. Thus, those who use the latest version of the software, are as a rule, paying for additional features that will never be used. Whereas for an individual user there is only a marginal cost, upgrading by companies and public authorities involves significant additional costs — an expense that at the margin, offers little to no payoff.

The vast majority of Office users only take advantage of the classical functions of Word, Excel and Co. in their daily work. If that is the case, purchasing the latest Office Suite accomplishes little. The FAZ (Frankfurter Allgemeine newspaper) concluded in its test report: “Office 2010 is . . . no revolution and if the PC is being used primarily as a typewriter and calculator, one can comfortably stay with older versions of Office”.

For organisations that means: One should always specifically test to see whether the newest version is needed. It is not just the purchase price that needs to be taken into account but also the cost of the additional hardware that may be needed. For example, Office 2010 requires at least three gigabytes of space on the hard drive. Checking for need is all the more important now that the growing marketplace for “used” software is providing significantly more cost effective alternatives. A company like usedSoft, one of the leading vendors in the used software business, is currently offering Office 2007 for up to 50% less than the manufacturer’s suggested “new” selling price.

“It is precisely in the corporate space that it is critical for software to be stable and reliable”, Thomas Huth, CEO of usedSoft explains. That is why the proven Office 2007 version enjoys such strong demand. Many organisations take advantage of a further savings option by giving up their no longer needed 2003 licenses as payment; usedSoft buys these back at their current market price. Thus, the cost of purchasing used software gets even lower.

About usedSoft

usedSoft was set up in 2003, and it is a leading European supplier of used software originating from all application fields. Buyers of usedSoft licences are companies as well as software dealers. Customers of usedSoft are, among others, companies such as Edeka, KarstadtQuelle, Kaufland, Neckermann, Rewe, the Law Office Holme Roberts & Owen, as well as a leading soccer club belonging to the German Soccer League and a number of different Savings Banks. German authorities are more and more using used software as well: Next to the Bavarian State Capital of Munich, the German Federal Social Court in Kassel, the Municipal Administration of Bad Salzflun and the Data Central Office of Baden-Württemberg, there were more than 100 additional local authorities benefiting from usedSoft licences. The cost-saving benefit when purchasing already used licences ranges between 20 and 50 percent of the sales price. usedSoft has more than 2.000 customers in about 20 European countries.

www.usedsoft.com

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