

BUY.

SELL.

SAVE.

Everything you always wanted to
know about used software.

usedSoft®

MAKE SIGNIFICANT COST SAVINGS WITH USED SOFTWARE!

You are absolutely right!



Peter Schneider – CEO

More and more companies recognise the vast savings potential offered by used software licenses and are safe in the knowledge that this is now a legally acceptable option.

A 2001 EU directive states that “With the initial sale of the original object or the initial sale of copies of the original object within the Community by the holder of rights or with the approval of the holder of rights, the right to control the reselling of this object within the Community expires.”

This directive and a number of positive court decisions prompted many organisations to make substantial savings through used software that the original licenses no longer needed. Now, we have more than 2,000 customers in the commercial and public sectors who rely on us – and the trend is upward.

There are two main reasons why software licenses become available:

- **applications cease to be used, e.g. after a merger or because of insolvency**
- **licenses are acquired but never deployed**

The market research firm Gartner estimates that about 42% of all CRM software licenses are not in use while according to META Group, approximately 15% of the business intelligence tools sold have never been used. usedSoft re-licenses this software.

Big names, small prices.
We re-license well-known software brands.

As one of the leading re-licensors, we have excellent relations with users and insolvency administrators worldwide. Consequently, we can provide you with the software you need – from operating systems and server software to office applications. Furthermore, usedSoft can also buy the software licenses you no longer require, enabling you to realise additional income. Second-hand software from usedSoft offers significant cost savings!

Old software?
No, there is just cheap software.

Buying used licenses from usedSoft offers significant savings potential to our customers, without implying any disadvantages: software licenses remain as good as new all the time and never wear out. In addition, pre-used software has already proved itself and is usually free of “teething troubles”. usedSoft also provides you with increased legal security in the form of purchase invoices and sales invoices, as well as license certificates and notarial attestations.

We are not afraid of criticism. Especially if it is simply positive.

"For an organization with as many workplaces as we have, it makes little sense, and is not absolutely necessary, to always buy the latest software. We recently required quite a large number of licenses (745) for an older product line which we have been using for quite some time and which for about two years has no longer been available from the producer. We contacted all the providers of used software currently known on the market and asked them for quotations. It turned out that only usedSoft was able to provide the required number of licenses. On top of this, we enjoyed a price advantage of about 66% compared to the original price of the licenses. The legal protection of the deal provided by the notarial attestation finally convinced us. We will be glad to cooperate with usedSoft again in future regarding the acquisition of used software licenses."

Ralf Klement,
EDEKA Handelsgesellschaft Rhein-Ruhr mbH

"[...] Since the establishment of the used market for software in Germany, the costs for the acquisition of expensive new software licenses, which can be purchased second-hand in equally good condition and with the required legal security, are clearly avoidable expenses. We therefore evaluated alternatives on the market for used software licenses years ago. Now, we have been a customer of usedSoft for more than two years and during this time, we have come to know the company as a highly reliable and trustworthy supplier. All the licenses that we buy from

usedSoft have been verified and attested by a notary so that we can rest assured that they originate from absolutely reliable sources."

Wolfgang Müller,
Head of IT strategy & planning, tegut...

"When we recently required 2000 additional Windows 2000 licenses as a temporary solution prior to the scheduled stepwise Linux migration, we invited tenders for used software from the start. The city of Munich is not willing to pay more for software than required. Cost savings of more than 50% compared to the price of new licenses speak volumes. A thorough legal examination also put our legal concerns to rest. We are convinced that trading with used software is perfectly legal. Microsoft has issued a written statement acknowledging that everything is sound with regard to licensing law."

Christian Ude, Mayor,
City of Munich

"Companies engaged in innovation industries such as IT, biotechnology and communication media are our daily business. In the long term, new and extraordinary ideas get the whole market moving – and for that reason, we gladly support such ideas. Especially if we benefit in such a direct way as we do by using used software. We saved about 25% due to usedSoft. We are a law office and thus very familiar with copyright law and the principle of exhaustion of rights. With usedSoft, we have found a reliable and trustworthy partner."

Jens Röhrborn, lawyer and managing partner, Holme Roberts & Owen LLP

Promotions for CIOs. On 365 days a year.

Generally, usedSoft has licenses for the most popular standard software in stock. If you have any special requests, we are usually able to answer your wishes quickly via our procurement network. Just send us a short message stating your license request and one of our sales representatives will promptly contact you and submit a quotation to meet your requirements, based on our portfolio which covers an extensive range of brands.

A small selection of our brands:

Microsoft, Adobe, Corel/Micrografix
(others on request)

A small selection of our customers – highly diverse companies and organisations across all industries and of various sizes:

AMLas –Munich airport, AVA recycling of waste Augsburg, Banner GmbH, Dr. Becker Klinikgesellschaft, Douglas, _dug telecom, EDAG, EDEKA, EHI, district of Ennepe-Ruhr, community of Heek, GHP group, Harry-Brot, Holme Roberts & Owen LLP, Interprint, chancery Brinkmann & Partner, KarstadtQuelle, KDvZ, K&L Ruppert, district administration of North Frisia, city of Munich, district of Elbe-Elster, NATIONAL-BANK AG, Markant, Omnilab-Laborzentrum, Peter Hahn, Primagas, REWE, Schöck Bauteile, city of Bamberg, public service of Cottbus, city of Fürth, city of Geretsried, city of Neckarsulm, city of Kloten, tegut... , Volksbank Ungarn, Winarco, and many more.

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