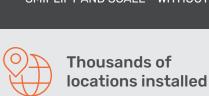
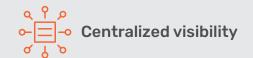


Streamlining IGEL License Management Across 11 Business Units

Need: GLOBAL RETAIL CUSTOMER SEEKING THE ABILITY TO CONSOLIDATE, SMIPLIFY AND SCALE - WITHOUT DISRUPTING OPERATIONS.







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Summary:

As a global leader in eyewear, our client sought to modernize and streamline its endpoint licensing strategy across 11 distinct business units—without disrupting daily operations. With over 9,000 IGEL licenses spread across a mix of perpetual and subscription models, the company faced rising complexity, inconsistent renewals, and inefficiencies in license management.

To meet these challenges, this retailer partnered with CPC to implement a scalable, centralized solution through the IGEL Managed Services Program (MSP). CPC delivered a seamless transition to a co-termed subscription model, consolidating existing licenses, simplifying procurement, and enabling predictable, quarterly billing aligned with the client's financial planning cycles.

Goals:

- Unifying Licensing: Convert over 9,000 licenses—both perpetual and subscription—into a single, co-termed subscription agreement.
- Centralized Control: Establish a streamlined system to manage licenses across all business units.
- Simplify Budgeting: Create a quarterly payment plan that allowed predictable budgeting and easy onboarding of new licenses.
- Enable Scalability: Implement a structure that allowed for efficient true-ups as licensing needs



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Technical Challenges:

Despite being a long-time IGEL customer, the client faced growing complexity in managing its endpoint environment:

- Patchwork of Licenses: A fragmented combination of perpetual and subscription licenses with inconsistent renewal dates.
- Lack of Central Oversight: No centralized method to manage or report on licensing across 11 seperate business units.
- Inefficient Procurement: Constant need to issue new purchase orders for small batches of licenses as devices were added.
- Pressue to Migrate: IGEL was encouraging the client to convert all perpetual licenses to a modern subscription model.

Solutions:

As a trusted IGEL partner, CPC brought both technical expertise and a deep understanding of the client's business environment. Leveraging the new IGEL Managed Services Program (MSP), CPC delivered a tailored solution that:

Converted Existing Licenses to Credits: Transitioned the client's 9,000+ licenses—including support agreements—into a single MSP subscription with financial consideration for existing investments.

The Result:

A unified licensing environment with centralized visibility, improved operational agility, and costeffective scalability—laying the foundation for continued growth and simplified endpoint management across the enterprise.

"CPC's IGEL MSP solution transformed our complex, fragmented license environment into a centralized, flexible, and cost-effective model. By focusing on strategic alignment and operational efficiency, CPC helped us future-proof our IGEL investment and unlock the full potential of its endpoint infrastructure.





