



**PROFILE**

**VISION**

To create a better way for life.

**MISSION**

We re-imagine the industries we serve to create a world that feels, tastes and works better.

**INDUSTRY**

Food safety and security, facility hygiene, and product protection.

**NETWORK**

- 20,000 Windows PCs
- 3,000 Windows servers
- 175 locations

**SOLUTIONS**

- Ivanti® Management Suite
- Ivanti® Security Suite

**KEY BENEFITS**

- \$958,000 in cost avoidance savings on licensing fees.
- New PCs can be imaged from any support location.
- Solution has paid for itself.

*“Within the first three months of using the solution to automatically identify and remove unused software, we had cost avoidance savings of \$958,000 in licensing fees.”*

*“We’ve seen dramatic increases in response times and solutions to user problems. We take great pride in our user-centric attitude and Ivanti has improved that too.”*

— **George Leonard**  
IT Asset Manager  
Sealed Air Corporation

## Sealed Air Corporation

### Sealed Air Reaps Nearly \$1 Million in Cost Avoidance on Licensing Fees in Just Three Months

#### Overview

Sealed Air Corporation is a packaging company that serves a range of end markets, including food and beverage processing; food service; retail; health care; and industrial, commercial and consumer applications. Sealed Air’s brands include Cryovac® brand food packaging solutions, Bubble Wrap® brand cushioning and Diversey™ cleaning and hygiene solutions. The company’s 25,000 employees serve customers in 62 countries, and in 2012 Sealed Air posted net sales of \$7.6 billion.

#### Challenge: Eliminate Manual Processes and Low-Performance Tools

With 25,000 employees spread around the globe, one of Sealed Air’s biggest challenges is responding to its employees’ IT needs. “Keeping our users up and running is key to maintaining and improving their rate of productivity,” said George Leonard, IT Asset Manager. “But with 175 locations in 62 different countries, meeting users’ needs in a timely manner can be problematic. We have a strong user-centric attitude in the IT department and continually look for ways to respond more quickly and efficiently when issues arise.”

#### Imaging PCs by Hand

In the past, manually performing many network management tasks slowed response times. “We image about 4,000 PCs each year,” said Leonard, “and that will increase to 7,000 next year. We used to do the process manually, which could take up to several days. The new machine would arrive at a designated regional office. A technician would load the image from a CD, and the user would ship his existing PC to the office in order to transfer the data to the new PC. It was a time-consuming job that left the user without a computer for a day or two.”

#### Trouble Distributing Software and Tracking Licenses

Using automated tools helped speed some processes, but the tools were not very robust. “Because our users are scattered around the globe,” noted Leonard, “distributing software was a major headache. Building packages and pushing them out over the network was labor intensive. It wasn’t uncommon to have to send a technician onsite to load new software from a CD. Monitoring software licenses was another problem. Each region tracked their licenses manually, which left the process open to human error. We never had a real-time, accurate view of our licenses, or who was using them and how often. As our company continues to grow, so will these issues. We needed to automate all of these processes.”



### Solution: Implement an Automated Management System

Sealed Air put a team together to research the top automated management systems on the market. "We had a project team of about 20 people look at all the major products," explained Leonard. "They did a detailed proof of concept and checked out every feature that we required. In the end, Ivanti won hands down. It fit all of our criteria, and looking back it was the right move."

#### Lower Costs, Cut Waste, Improve Efficiencies

Ivanti allowed the IT department to centralize network management, and eliminate the need to perform many tasks on the regional level. "By administering the network from one central location," said Leonard, "we can see where to lower costs, cut waste and improve efficiencies. Now it's easy to create software packages and install them over the network. We save thousands of technician hours a year on imaging. Now, a new machine can be delivered to any location because all they have to do is boot it up to the network and the imaging takes place automatically. We can also take care of many user issues by remotely controlling their PCs, eliminating the need to send a technician onsite."

#### Cost Avoidance of Nearly \$1 Million in Licensing Fees Alone

Reclaiming unused licenses was not high on the list of must-have features that the project team was looking for when they chose Ivanti, but it turned out to be an unexpected and highly remunerative benefit. "Within the first three months of using the solution to automatically identify and remove unused software," stated Leonard, "we had cost avoidance savings of \$958,000 in licensing fees and that feature comes ready-to-use right out of the box. It was unbelievable. Another big benefit is that it is much easier to be compliant on all of our software licensing."

#### The Solution Paid for Itself

Ivanti has helped Sealed Air to improve the speed and quality of IT services to its end users. "We've seen dramatic increases in response times and solutions to user problems," said Leonard. "We take great pride in our user-centric attitude and Ivanti has improved that too. In addition, it has more than paid for itself. The solution is now a mission-critical part of our company, and I would recommend it to anyone looking for an automated management system."

#### VALUES

- **Uncompromising Ethics**
  - Every day, we lead with a conscious commitment to always do the right thing.
- **Courageous Determination**
  - We are empowered to do what it takes to deliver what we promised.
- **Ingenious Collaboration**
  - We nurture a collaborative environment that celebrates insatiable curiosity and diverse ideas.
- **Purposeful Innovation**
  - We delight our customers with revolutionary solutions that make them win, and share in the value created.

---

*"Software Distribution in Ivanti allows us to serve our end users in many ways, from self-service installations to fully automated software delivery."*

*"The extensive inventory information provided in the Ivanti console allows us to narrow our focus on troubleshooting and planning within our PC and server environments."*

*"Ivanti Management Suite gives us our global IT support structure one central place to go for information and management of our PC landscape."*

— **Joe Young**  
Senior Analyst, Enterprise  
Computing and Automation  
Sealed Air Corporation