



YAMAHA CORPORATION

Managing software licenses in the tens of thousands on nearly ten thousand PCs with meticulous client security management – all through JP1

YAMAHA CORPORATION (hereinafter, YAMAHA), aiming at further growth as a "sound company," is now precisely managing software licenses installed on the nearly ten thousand PCs operated throughout the entire YAMAHA group. YAMAHA realized this license management system by using Hitachi's JP1 integrated system management solution. By combining its rich sensitivities with its excellent technical capabilities, YAMAHA has reached the hearts and minds of people across many fields. JP1 has been instrumental in supporting the tradition of unfettered creativity that is highly regarded at YAMAHA, and in achieving thorough management of software licenses in the company. Going one step further, YAMAHA has also been able to implement meticulous client security management on a department-by-department level.

Reconciling unfettered creativity with thorough management

YAMAHA creates not only musical instruments, but also software and other content. Therefore, the company takes the responsibility of guarding and fostering copyrights, licenses and other intellectual property very seriously. We believe that the value of computer software licenses must be clearly understood and meticulously managed, precisely because they are intangible," says Mr. Suzuki.

However, it was not an easy job to precisely determine what software licenses were currently in use throughout the entire group. For YAMAHA, which develops musical instruments, musical production equipment, and so on, many different types of software must be acquired and used on a daily basis, many of which are downloaded from the Internet. The traditional corporate culture that guides YAMAHA appreciates the creative sensitivity of artists and strives to bring this out, so as far as practicable, restrictions are not imposed on the acquisition of software. At the same time, the company has to effectively manage the licenses for this software. To resolve this seemingly contradictory issue, it was essential to structure an across-the-board solution by introducing a full-fledged license management tool.

And so, YAMAHA selected Hitachi's JP1 integrated system management solution. A major reason the company evaluated JP1 so highly was that the software offers benefits in functionality, cost, and support.

"For functionality, we very much liked JP1's ability to stably manage the nearly ten thousand PCs that we currently use throughout the entire group," Mr. Omura tells us.

YAMAHA first introduced the JP1/NETM/DM software asset and distribution management package in 2003. This software automatically gathers inventory information in real time and supports a variety of operating systems.

As a first step in license management, the company designated one factory as a model, where an exhaustive inventory was taken of all software licenses. It was learned that, when the operating systems and their versions were sorted out, several tens of thousands of software types were running on the approximately 3,000 PCs at the factory.

"Implementation of comprehensive license management throughout the organization meant quite a sizable investment. But, we were instructed by top management that,

'given this is not a question of cost, go ahead with the implementation of a system capable of thorough license management as soon as possible.' Because there was quick decision making, subsequent propagation through the entire group proceeded smoothly," confides Mr. Suzuki.

Within scarcely six months thereafter, YAMAHA had completed the installation of the JP1/NETM/DM Client on all PCs, about ten thousand units across the domestic group companies. The installation constituted an environment in which inventories could be gathered in real time.

Efficient license management through creation of flexible asset management ledgers

The next question was how to efficiently manage the inventories that were collected. For this, the JP1/NETM/AIM integrated asset management package was introduced in 2004. Interoperating with JP1/NETM/DM, JP1/NETM/AIM sorts and integrates the collected inventories and automatically creates IT asset management ledgers. Even as the quantity and types of software expands, using JP1/NETM/AIM will allow YAMAHA to sustain asset management with a minimal number of person-hours.

Meanwhile, JP1/NETM/AIM comes with an ample function library ("Software Dictionary"), to manage inventories and software product names in a correlated fashion. This function enables meticulous management of, for example, site licenses contracted with vendors. However, the task of constantly maintaining a dictionary that holds several tens of thousands of registered software programs is time consuming. In light of this, Hitachi proposed the outsourcing of such management work and set up a framework for supplying a completely integrated service, from the structuring of the license management system, to its operation.

At present, Hitachi Electronics Services Co., Ltd., where the outsourcing is performed, is maintaining the software dictionary and license registration for newly purchased software, among other tasks, on a weekly basis for YAMAHA.

"Internally, YAMAHA has designated a person responsible for license management, the license administrator, and a person in charge of installation, in each of the approximately 400 departments. Through this setup, the company is systematically dealing with not only semiannual inventory taking, but also



Mr. Kenji Suzuki (front),
General Manager of the Information
Systems Department,

Mr. Natsuo Omura (left),
Manager of the Information Systems
Support Center Network and IT Group,
Information Systems Department,

Mr. Kazuyoshi Matsushita (right),
Supervisor of the same group.

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JP1

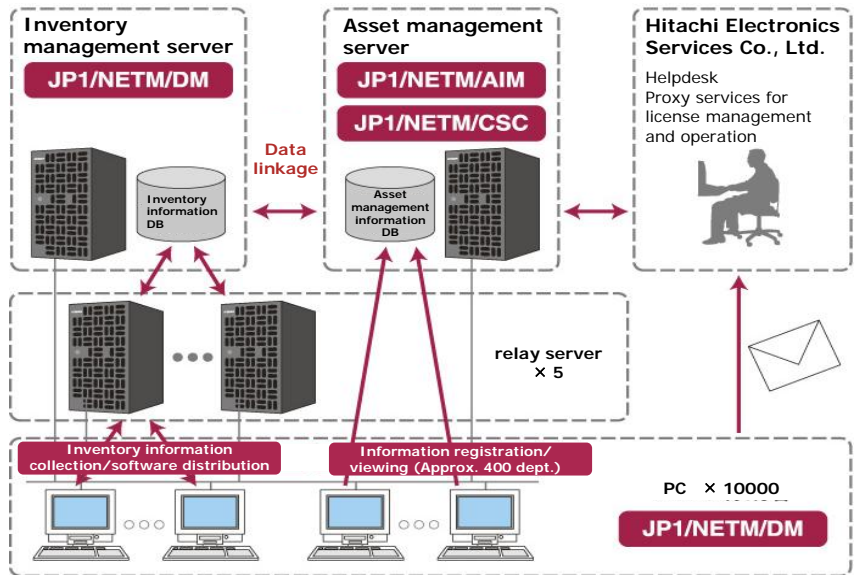


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Mr. Omura Natsuo

Outline of Software Client Security Management System at YAMAHA



routine license management. In-house license management is now more accurately executed, largely because the software dictionary management, a very basic management task, was successfully extracted and outsourced," says Mr. Matsushita.

Client security management for each individual department

JP1 has enabled YAMAHA to implement flexible and complete license management. The IT asset management ledgers from JP1/NETM/AIM allow visualization of the installed software base and its usage in the company. Simply by logging in to the management screen of JP1/NETM/AIM, the license administrator in each department is now in a position to readily check the current usage status of software in his or her department.

In addition, the call was made to determine the security status of computers within the company. This led the company in 2005 to add the JP1/NETM/CSC client security management package.

JP1/NETM/CSC is capable of quickly detecting a PC that is violating a predetermined security policy. By prescribing and registering detailed security policies in advance, YAMAHA has structured an environment that allows immediate detection of the type of security problem, and in which machine and department the problem exists. Furthermore, it is now possible to view the management information from JP1/NETM/CSC through the JP1/NETM/AIM management screen, which helps reduce the effort required for people in charge of security management.

The introduction of JP1 has proven to be helpful in planning environment management and PC installation projects, in addition to facilitating license management and security management.

"If we are informed that support for a given software package is going to be discontinued, we can immediately check and determine which PCs will likely be affected. If a risk for file-sharing software is determined, we can identify the PCs that have the software installed, and take quick action accordingly. Incidentally, only a few days ago, we investigated and found out how many of our PCs required memory upgrades so that we could install the latest version of a certain software program. From this we could quickly calculate the cost for each department," explains Mr. Suzuki.

Furthermore, Mr. Omura cites three reasons that YAMAHA has been able to implement thorough license management: "the different departments of the company understood the system operation and cooperated; top management made swift decisions; and we were able to speedily develop phased expansion of the scope and functionality of the management system, with the help of Hitachi. YAMAHA has thus realized comprehensive software license management and detailed client security management. And JP1 will continue to support YAMAHA's PC environment, where brilliant creativity can be brought into full play."

YAMAHA CORPORATION

Head Office: 10-1 Nakazawa-cho, Naka-ku, Hamamatsu-shi, Shizuoka-ken
 Incorporated: October 12, 1897
 Corporate capital: ¥28,534,000,000
 Number of employees: 25,992 (March 2007 term)

Established business activities in 1887. YAMAHA is a global maker with ongoing expansion in not only musical instruments and audio products, but also networking, information and communication equipment, semiconductors, household appliances and devices, FA die assemblies, automotive interior finishing materials, resort facility management, and other areas.

<http://www.yamaha.co.jp/>



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