How to significantly save on software costs

Hello, we would like to buy a newer version of our current software for our employees for a reasonable price, can you help us?

Potential software buyer

Company / organization

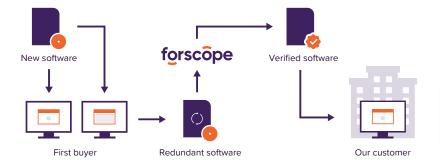


Forscope representative

Software broker

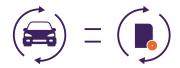
Sure! Do you know you can save up to 70% on costs if you buy used software for your company?

I didn't know about this option, but it sounds great! What does 'used software' mean exactly, though? I've never heard of it.



Used software is any software that was previously owned by someone and who then decided to sell it further.

Wait, so it is possible to sell software you don't want anymore?



Well, of course! It is very similar to when you buy a car, for example. Once you don't need it, you can sell it and someone else can buy it again – usually at a significantly reduced price.

That sounds quite logical, but what about the legal side?

The situation regarding the legal background of used software has been developing gradually over a long time, actually. It eventually resulted in a very clear decision by

the Court of Justice of the European Union (CJEU) in 2012 which confirmed it is legal to sell previously owned software.



Directive 2009/24/EC European Parliament of the European Union



Judgement in Case C-41/04 Levob Verzekeringen BV, OV Bank NV v Staatssecretaris van Financiën



Directive 2009/24/EC of the European Parliament and of the Council



Judgement in Case C-128/11

Court of Justice of the European Union

Ok. but what about the software manufacturers? Don't they prevent the transfer of software ownership in their licensing terms?

As the law is above any licensing terms, they can't, even if they wanted to. But keep in mind that the transfer of ownership still has to meet clearly set conditions.



Perpetual products. no subscriptions



Conditions for the transfer of software ownership

Fully paid for



Not in use by the previous owner



Only within EU and EEA

And what will happen in case of an audit? Would used software pass it?



Yes, but under one important condition - you need to have all **necessary documentation** for the used software products that you've purchased. Our company provides complete ownership documentation as well as audit assistance if needed, so there's nothing to worry about.