MUGATO®

CUSTOMER STORY



HOW 200+ ACQUISITIONS LED TO IMMEDIATE ROI THROUGH IT CONSOLIDATION

INDUSTRY
Healthcare

LOCATION
Denmark

Growing enterprises often use aggressive acquisition strategies to scale quickly, completing hundreds of mergers and acquisitions to expand market reach. With operations spanning multiple countries and workforces in the tens of thousands, these companies must provide reliable, secure IT infrastructure while integrating disparate technology environments.

We spoke with Henrik Amsinck, a seasoned CIO with decades of experience leading IT at major companies including LEGO, Danish telecom TDC, and most recently, as CIO of global healthcare services provider Falck.

THE CHALLENGE

Henrik's team faced several critical challenges:

01 **Inadequate documentation.** Years of acquisitions left the team operating blind. Documentation was outdated at best, and often completely missing.

02 **Infrastructure chaos.** Hundreds of acquisitions meant hundreds of different IT environments, creating a complex landscape that was difficult to understand and manage.

03 **High-stakes operations.** In healthcare services, infrastructure reliability is non-negotiable. Service disruptions directly impact patient care.

04 **Unknown capacity.** Without infrastructure visibility, teams can't improve optimization or resource allocation.

05 **Security risks.** Incomplete documentation and poor visibility created potential security vulnerabilities.

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THE SOLUTION

Henrik implemented Mugato to gain real-time visibility into the complex IT infrastructure.

Complete infrastructure mapping

Mugato provided immediate visibility across the entire IT landscape. Henrik's team could finally see server clusters, capacity utilization, and configuration details that had been hidden for years, giving them the foundation needed for confident decision-making.

> *"For the first time we saw a precise X-ray of our entire domain in terms of clusters of servers, utilization parameters, and configuration data. We never had that fine-grain understanding of our own domain before."*

Post-acquisition integration

Henrik highly recommends implementing Mugato immediately after each acquisition to gain a clear picture of the application landscape. The tool helped his team understand how applications connect, identify certificates that could be eliminated, and safely migrate technology and data to a new domain without business disruption.

Risk reduction

Mugato provided the visibility needed to move away from a complicated and dangerous infrastructure setup, enabling data-driven decisions about consolidation and migration.

> *"Mugato gave us a way to move out of a very complicated and very dangerous infrastructure setup."*

THE RESULTS

Immediate ROI via server consolidation

Mugato delivered ROI within months through server consolidation alone. Mugato identified numerous applications and servers running at less than 50% capacity, allowing for immediate rightsizing that generated substantial cost savings.

Operational transformation

The initial win opened the door for even greater possibilities. Henrik's team renewed their commitment to a more data-driven approach to infrastructure management.

Continuous value delivery

Continuous infrastructure monitoring provides far more opportunities than just rightsizing. Henrik plans to implement use cases to:

- → Strengthen security posture
- → Improve operational efficiency
- → Reduce administrative overhead
- → Minimize infrastructure risks

Long-term value projection

The team expects to see 5x return on their Mugato investment once all eight use cases are fully implemented.



We immediately saw that we could lower the number of servers, and there was so much money in that exercise that we instantly had a surplus on our Mugato investment. Mugato is one of the few products that actually makes money for you. When we are done with all 8 use cases for Mugato, we will probably have made our money back 5-fold."

HENRIK AMSINCK · CIO, FALCK

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