

IBM is often considered one of the most complex vendors for which to manage software licensing.

Rules are continuously changing, products are often high-value with many licensing alternatives, and IBM software license audits are increasingly being performed. How can you prevent being significantly underlicensed or overlicensed? How to measure and monitor deployment levels for a wide variety of license metrics, such as PVUs, RVUs, UVUs or MSUs? And what about the IBM license metric tool?

The answer may be simpler than you think: perform your own audit. We have experience performing independent IBM software compliance license audits at over 80 organizations, including some of the largest companies in Europe. After receiving our services, customers were able to reduce their settlement fees by 50 to 90%.

A successful audit depends on asking the right questions to the right people. And then double-checking the accuracy of the collected information. Our approach is to use any tools and information sources you already have in place.

Where there are information gaps we'll help you choose the best method to cover those by using tools, scripts, manual procedures or otherwise.

Once we have established a license compliance baseline, we can provide advice on how to deal with the licensing "grey areas". And help you set up monitoring processes to ensure ongoing compliance. Most importantly, we'll help you identify key evidence which proves you are compliant - in case the external auditor knocks on your door.

**IBM**

We eat and drink Oracle licensing, all day long. Because of our extensive contractual knowledge and knowledge about Oracle's audit practices, many large Oracle clients, including Governments and Global 500 companies, turn to us for assistance. What we do? We help them better understand what they can do to improve their situation. Simply by showing it to them.

Like IBM licensing, Oracle's licensing rules can be very confusing. Not to mention keeping control of your installations. Without exception, we encounter over- and under licensed clients wherever we go. Nobody is 100% safe. But, with Oracle having many contractual grey areas, there's a lot more to gain by knowledge alone.

Are you 100% sure that you:

- Don't overspend on Oracle Support?
- Cannot save money by license migrations?
- Know for sure where your Oracle installations reside?
- Know exactly how each installation is used?
- Are licensed in the best way for your Test, Development and DR environments?
- Know all 'grey' areas when comparing your contract with Oracle's Software Investment Guide?
- Know how to save significantly by aligning your Oracle Infrastructure with your contractual restrictions and rights?
- Are getting the MOST out of your contracts, all the time?

If you are, we won't charge you a dime. But as it turns out, we are worth our money in 10-fold. Every time again. References in all industries are available upon your request.

**Oracle**

The lack of compliance with your SAP contracts can be a costly oversight especially when you thought "everything is in control". Audits are frequently conducted by SAP to highlight possible areas of non-compliance and opportunities for SAP as a vendor.

By using our license review service you can be assured that all of your users will be recommended the license that best suits their function within your organization, thus mitigating the risk of non-compliance.

It also gives your organization the upper hand when it comes to renegotiating your SAP license agreements. With a good history of compliance you are in a stronger position to demand larger discounts on the cost of new licenses.

Many companies and organizations believe the only way forward is to utilize applications/tools to monitor and provision licenses to named users within your SAP application, but do you only need to focus on the named users in your SAP application? Do your dedicated applications/tools manage substitution? Are you licensed based upon what permissions named users can do in the system and does this work for your organization? And finally, are they dynamically intelligent to move with your changes and highlight pain points and potential opportunities? Often you will need to manually check your systems and observe your landscape to avoid compliance issues.

By assessing which licenses you need compared to what you actually have we are able to save on average 40% on a company's license renewal fee. In addition, we can advise your company on how best to deal with license misuse and non-compliance with your license agreement.

**SAP**