

SOFTWARE ASSET MANAGEMENT (SAM) SERVICES

It's no longer a case of "if" you'll be audited ...

APSU can help you make sense of your vendor software portfolio and save costs.



apsu can provide Software Asset Management as a managed service to match an organisation's requirements.

Software Asset Management (SAM) Services

As software licensing becomes ever more complicated, BAU software costs increase and vendor audits become more frequent, and the financial risks of non-compliance are significant. Most organisations now realise that it is imperative that they manage their software assets as effectively as possible. As part of its managed service, APSU will maintain an organisation's IBM software portfolio to ensure licence compliance, and will optimise both licences and subscriptions to align with the organisation's present and future needs. We are able to offer this service in physical, virtual or mixed environments.



Scheduled Reporting

Through thorough reporting of vendor metrics, it is easier to track, measure and control the usage of licences effectively.



Tailored for you

Align an organisation's software strategy to its business requirements and future plans in the most compliant manner possible.



Visibility

A global view of assets allows for a smarter approach to reconciling and optimising entitlement renewals, with cost effective measures in place.



Forecast

Forecast usage and infrastructure changes that could affect existing entitlements, regardless of complexity.

Audit Support

If you're not sure you need all the benefits of a managed service, APSU offer one-off services that can help organisations to navigate vendor audits, ensuring that they exit the process with the least possible exposure.

What can we offer?

- Explain the process the vendor will go through.
- Liaise with third-party auditors.
- Establish the terms of the audit.
- Advise on best practice when dealing with the vendor or third party.
- Advise on how to mitigate any costs associated with the audit.
- Reduce disruption to your business.

Advisory Services

APSU also provide an ad hoc, bespoke service that provides information to organisations on specific issues on vendor software.

The challenges we can address include:

- Understanding licensing options within IBM's offering.
- Advice on cost implications for specific products, e.g. Terabyte vs Processor Core.
- Assess a commercial offer from the vendor.
- Provide specific license advice, i.e. when is an unlimited licence desirable?
- Help manage your ELA.

Microsoft Pre-Audit

APSU will establish an **Effective Licence Position (ELP)** prior to a Microsoft Audit or true up so that decisions can be made and actions taken before any exposure is known by the vendor. APSU will collate deployment information to reconcile with licence entitlements and report an ELP.

In 2014, a finance organisation based in the city contacted APSU about an audit that had been conducted at its UK site by IBM. By the end of the audit, it had an exposure of £6 million. It asked APSU to negotiate the terms and to review the findings as a one-off service.

APSU went about this task in two different ways. Instead of accepting the findings, we performed a separate investigation of our own and also negotiated the financial settlement on behalf of the customer.

We negotiated terms so the organisation was able to purchase two sets of software and licences instead of paying the full audit bill.

During the investigation we covered the following:

- APSU reviewed IBM's terms for user licenses and reduced the liability for them.
- A house-keeping exercise on AD was recommended to ensure duplicates and admin accounts could easily be identified and discarded from the audit.
- Software that had been removed but had left an install file on servers (which was detectable by IBM) was removed fully and proof that the software had not been accessible was provided to IBM.
- ILMT was installed to ensure sub-capacity licensing was in place for the next audit, reducing server licensing costs dramatically.
- The licensing needs of the users were assessed for the licensing needs and then changed to ensure efficient use of existing licenses.

This service is designed to, but is not limited to, the following actions:

- Assist during an IBM audit to minimise disruption to your business.
- Establish ELP.
- Recommend changes in sub-capacity/full-capacity licensing.
- Highlight risks.
- Produce a quarterly report detailing the existing IBM licence position and recommendations.
- Implement and manage the IBM License Metric Tool.
- Liaise with stakeholders within the enterprise to ensure all business requirements and issues are captured and reported on.
- Assist with new acquisitions and renewals to deliver the best possible pricing.
- Provide advice and recommendations regarding changes to IBM licensing rules, product bundling and deployment.
- Assist during an IBM audit to minimise disruption to your business.

For further information: Contact our team on 01285 862 100 or visit our website at www.apsu.com/sam

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