



## Optimization

# Strategic License Review

### Good governance starts with visibility & clarity

Whether you have a major vendor audit due, or have audits taking place with an ever-increasing frequency you need to have the right intelligence to be fully prepared. To mitigate significant business risks including unplanned financial liabilities and reputational damage, you need to first understand where your vendor licensing related risk lies before you can prioritize your resources for effective remediation.

Our Strategic License Reviews (SLR) have saved our clients many millions of dollars in recent years. An SLR is an executive engagement that identifies where existing potential risks are in your estate, reviewing your IT operation by examining your current people, data and processes. Our SLR service highlights what value can be derived from potential optimization or mitigation activities, also prioritizing them in order of potential damage to your business.

Our SLR report contains key elements that should be present in any internal vendor strategy including key business requirements, high-level usage & deployment overview, process and product data source requirements.

#### The benefits of our SLR service include...

- Visibility of specific vendor's software consumption & product entitlements in existing contracts
- Identifies high compliance risks & commercial concerns, including gaps & failures in management processes, current tooling & data sources
- Prioritizes subsequent baseline work, highlighting budget & resource requirements
- Details areas for potential cost savings, enabling potential ROI that can be achieved
- Provides a clear roadmap to ITAM best practice and effective IT governance.

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Category	High	Medium	Low	Very Low	None
Microsoft Compliance					
Key Observations	<p>1. Low quality of inventory data provided from SCCM and software assets regarding a mixture of local &amp; networked inventory management. Where automated, the inventory tool is not under critical compliance time and metrics for some products e.g. SCC, System.</p> <p>2. Data retention agreements are not being managed in full accordance with their Terms and Conditions. License transfer rules have not been followed resulting in inconsistent loss of licenses estimated at £100k*</p> <p>3. Due to the limited data it is impossible to provide an accurate view of Microsoft compliance risk therefore there is a significant variance in the time and cost case assumptions provided. An estimate on where the actual risk may be has been given based on similar customer experience.</p>				
Remediate Commercial Risks (Short & Medium term)	<p>1. Potential VLA license non-compliance: £1.0M - £3M</p> <p>2. Potential VLA license non-compliance: £10M - £1.5M</p> <p>3. Potential Enterprise CAE non-compliance: £750k - £1.5M</p> <p>4. Potential SCC usage non-compliance: £100k - £1.5M</p>				
	<p>*Based on our experience we would not be surprised to find that the Microsoft licensing non-compliance at approximately £800 based on what is known, and/or against similar experience scenarios.</p> <p>This would potentially be further reduced in a compliance investigation, or if further data becomes available.</p>				

Our vision is to be the leading independent, global provider of Software & Cloud Portfolio Management and optimization services for our clients and partners.

Providing the intelligence our clients use to govern their digital transformation journey. Optimizing their software portfolio to avoid unnecessary cost and risk, whilst driving value from their software and cloud investments throughout their lifecycle.