



Solution Brief: Software License Position Analysis

Soft-Aid's License Position Analysis program enables organizations to match software installations to licenses and identify over-licensing and under-licensing

"Soft-Aid's help was truly valuable. We are now able to keep our licenses in line with the software we are running. We no longer worry about wasting money on licenses we don't need or having too few."

-Systems and Technology Manager
Pittsburgh Post Gazette

A Solution to Empower your Business

Is your company safe from the significant legal and financial risks resulting from improperly licensed software? Software publishers and industry enforcement organizations are scrutinizing software use and demanding compliance from customers. According to Gartner Inc., 40% of midsize businesses and large enterprises should expect an external audit of their software licensing by the end of 2008 (.7 probability). With the average organization running hundreds of software products from dozens of publishers, keeping an up-to-date and accurate accounting of software license requirements can be a daunting task. Too often, important questions regarding software licensing remain unaddressed.

▶ Do you know the exact number of desktops, laptops, and servers in your organization?

▶ Do you know exactly what software is installed on every computer?

▶ Can you prove within a week that you are in compliance with software licensing requirements?

▶ Have you conducted an internal audit within the past six months?

▶ Do you maintain a database of the licenses you own and the software you have deployed?

▶ Do you have documented processes and procedures for managing software assets?

Strategic Insight through Soft-Aid

Soft-Aid's License Position Analysis program can provide you with strategic insight into the software you have installed and the licenses you own, allowing you to:

▶ Eliminate legal and financial risks by identifying software not supported by proper licensing.

▶ Minimize the costs of closing software licensing "gaps" by recommending the most cost-effective purchasing solutions.

▶ Reduce IT spending on software by uncovering unused licenses, or "shelfware," available for use.

Strategic Consulting Services that Get Results

Soft-Aid uses a four step approach to analyze an organization's software and provides an easy to use report of software deployments and their related licenses. The report identifies any licensing discrepancies.

Step 1: Identify and evaluate risks

We will work with you to compile a list, by publisher, of the software you are using. We will also provide a report that ranks how often you should inventory each publisher's software, according to the level of risk.

Step 2: Perform a software inventory

We will help you conduct an inventory of the software products installed on your network. If you have an inventory tool in place, your consultant will help you utilize that tool. If you do not, we will recommend a tool solution that will meet your company's needs. We can assist you with finding and implementing a temporary tool solution for use during the engagement, or for the long-term.

Step 3: Gather your licensing records

We will work with you to collect license ownership information. This includes collecting and analyzing electronic records from software publishers, resellers and your own purchasing systems. In addition, we will help you collect other proofs-of-ownership, such as invoices and COAs (certificates of authenticity).

Step 4: Provide a product by product analysis and review

We will provide you with an easy to use report that analyzes your software installations and

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For More Information

Please contact us if you would like more information about the benefits of a Software License Position Analysis through Soft-Aid.

We are available by email at info@aid.com or by phone at 781-569-0410. You can also visit our website at:

www.aid.com

matches them to your licenses. Using this report, you will be able to easily identify licenses that are available for use (over-licensing) and identify any areas of under-licensing (gaps). We will also identify and summarize the risks associated with being under-licensed. If licensing gaps are found, your consultant can recommend the most cost-effective strategies to close them. All findings are confidential. In addition to identifying over or under-licensing, your consultant will analyze your environment to provide valuable insight and practical recommendations, such as:

▶ Determine how an inventory tool could be incorporated into your Helpdesk to facilitate faster troubleshooting.

▶ Analyze your readiness to deploy new software applications or upgrade those currently deployed.

▶ Verify the presence of critical service packs and patches.

▶ Analyze the licensing models you are currently using, and related audit risks.

▶ Analyze your current degree of standardization, and provide recommendations.

▶ Provide advise regarding potential support issues due to end-of-life products being used.

▶ Identify machines lacking antivirus software.

▶ Identify end-of-life PC's.

▶ Analyze usage monitoring (within time constraints of the engagement).

Review your Software Asset Management practices.

The most effective way to avoid over or under-licensing is to implement effective Software Asset Management, or "SAM" practices. SAM is an integrated set of policies, processes, people and tools dedicated to the active management of software assets within an organization. We can assess your current SAM practices and provide recommendations to help you develop a SAM program tailored to your organization's unique needs and based on industry-recognized best practices. Please contact us if you would like more information about this service.

Ensure Licensing Compliance Today

Take advantage of the License Position Analysis program as a one-time service, to obtain a full inventory snapshot of your software and licenses.

Ensure Licensing Compliance Permanently

Soft-Aid can provide ongoing reporting of your license position, providing permanent peace of mind about license compliance. To learn more, ask about our License Position Analysis outsourcing services.

The Soft-Aid Advantage

Our team consists of former IT Directors, IT Asset Managers, Software Account Managers and Licensing Specialists, who have provided SAM services for over one hundred clients.

We can rapidly inventory software assets in networks of any size or topography and across platforms.

We use refined SAM tool sets, including SAM maturity models, policy templates and current licensing position analysis tools, to provide you with strategic insight into your IT environment.

We employ proven project management strategies that factor in the unique aspects of SAM engagements to ensure projects are done on time, on budget and correctly.

We provide up-to-date and unbiased information about software publisher licensing models and contractual terms and conditions to help you understand your licensing options.

We stay apprised of special pricing, rebates and new program benefits offered by software publishers to provide you with insight to inform purchasing decisions.

The logo for Soft-Aid features a stylized orange triangle pointing to the right, positioned above the company name "Soft-Aid" in a large, bold, black sans-serif font.

The Software Asset Management Specialists

781-569-0410 www.aid.com