INVICTUS
PARTNERS

IBM SOFTWARE AUDIT SERVICES

Delivering A Better Business Outcome

Undergoing an audit by a software vendor can be stressful for any organisation and often results in a large and unexpected financial exposure. Regardless of the audit outcome, it will consume valuable time and resources, affecting your business productivity.

The continually changing requirements and products in IBM's software portfolio mean it can also be challenging to stay up-to-date in understanding your rights and obligations – you need more than dedicated resources to achieve this.

Invictus Partners works with you to minimise the impact of an IBM software audit, significantly reducing the stress and hours involved in managing the process. We use our extensive knowledge and experience to deliver the best possible financial and business outcome for you. Our expertise extends from assisting your In-house Legal Team on the most appropriate way to handle audit-related communications, to working with your Vendor and IT Team to meet and defend any audit actions from IBM and its appointed Auditor.

Why Invictus Partners

Our team is made up of ex-IBM vice presidents, IBM Software Line of Business Executives, former IBM compliance practitioners, IBM contracting professionals and business analysts. Our expertise and experience in assisting customers in Australia through the entire IBM Software Audit process is unsurpassed.

Through our in-depth knowledge of IBM's licensing and approach during compliance cycles, we have developed a proven methodology and strategy that strengthens your position, reduces your risks, and ensures you are treated fairly throughout the audit process.

Benefits of using Invictus Partners

- **Knowledge and experience** – we know how IBM works during an audit

- **Quality** – we have more in-depth knowledge of IBM's products, bundling and tools than other software auditors

- **Cost avoidance** – we can help get you the required time to identify and remediate financial risks before you share information with IBM

- **Cost savings** – we will help you negotiate the best possible deal and clean up redundant licences

Our services range from audit preparation through full compliance analysis, to advising you on how to negotiate the best and most cost-effective outcome for your organisation. Our goal is to ensure you maintain or reduce your IBM Software spend whilst optimising your IBM licence portfolio.

Two Phases of Engagement

Implementing an effective internal audit before information sharing

You need to know where you stand before sharing any information with IBM.

Providing data in any form in response to an IBM audit request can significantly impact the audit outcome. This includes any hypervisor, scan data, SCCM or any info related to the deployment of your licences.

For the purposes of an audit, you are only obligated to provide information relating to the specific devices where IBM software is installed.

Failure to meet all the obligations outlined in IBM's Passport Advantage contracts can be costly, often 2X times the value of your annual subscription plus additional years of back maintenance. Understanding the impact of using IBM tools such as Passport Advantage online also plays a critical role in your legal standing. We ensure your customers are aware of their legal obligations which requires co-ordination of your resources and their usage of IBM Passport Advantage online.

As a first step we advise and assist you on the most appropriate way to respond to an IBM audit request and ensure you have sufficient headroom to prepare your response.

We will advise you on how to do this and help you gain the required time from IBM to perform an internal audit effectively or meet the requirements for a positive compliance outcome.

We then work with your IT and Vendor Team to ensure you have all the prerequisite reports required by IBM, including ILMT and BigFix.

We perform a comprehensive review of your entire IBM software estate and provide you with the reports and arguments necessary to demonstrate your usage against your entitlements.

We use the same licence audit assessment methodology as IBM to ensure we cover off every option IBM will take, so you remain in control and can work to prevent any unnecessary financial risk.

We manage the negotiation process for you to deliver the best possible financial and business outcome

The way organisations handle the negotiation process can compound the issues and work against achieving a satisfactory settlement. Our experience in managing these negotiations ensures your organisation has the right outcome and that your negotiation strategy is planned and effectively executed.

In cases where you have already received an audit report from IBM indicating you are non-compliant, we can provide a second opinion and typically bring down the initial financial claim. In some of these instances, depending on what has already transpired, we can help defend the entire compliance claim.