



INFOR SOFTWARE AUDIT & LICENCE OPTIMISATION SERVICES

Changing your software footprint is stressful for any organisation. It's hard to know who to trust to ensure licence compliance when most haven't read their Software License Agreements since purchase. Do you know if you are getting the 'best deal' from a software vendor? Does your licensing contract anticipate future M&A activity? Are you proactively eliminating excess costs? How much money are you leaving on the table?

In addition, how certain are you that if a software vendor audited your licence usage, the audit wouldn't result in a large and unexpected financial exposure? Even if you are compliant in your software licensing, an audit will cost you time, effort and money.

Invictus Partners comprises ex-Infor VPs and Directors from Sales, License Policy Management, Pricing, and Systems Optimisation. We have over 30 years' Infor-specific experience and can effectively assist you through the entire Infor optimisation and audit process.

Invictus Partners works with you to minimise the impact of an Infor software audit on your organisation. We significantly reduce the hours involved in managing the process and use our extensive knowledge and experience to deliver the best possible financial and business outcome for you.

Through our thorough and in-depth knowledge of Infor licensing, pricing and policies, we have developed a proven methodology and strategy that will strengthen your position in negotiations, reduce your risks, and ensure your organisation's future plans are taken into account in any structured deals.

Our services range from audit preparation through full compliance analysis, to advising how to negotiate the best and most cost-effective outcome for your organisation.

Our goal throughout the process is to ensure you remain on the same level as Infor, to significantly improve your negotiating position and ensure current or future transactions are in your company's best interests.

Who is Infor?

Infor, founded in 2002, is the world's third-largest ERP vendor. Infor's products include M3, SyteLine, Hansen, Pathway, LN, Baan, and SunSystems.



Options of Engagement

Implementing an effective internal audit before information sharing

Prior to any software purchase or audit, you need to know where you stand with your licensing before sharing any information with Infor. This is the only way you can remain in the driver's seat throughout the audit process rather than blindly following Infor's lead.

We partner with you and advise your company to:

- *Develop and implement an effective audit review of your current Infor licensing position*

We will advise you how to do this and help you gain the required time from Infor to perform an effective internal audit. We will use the same audit assessment methodology as Infor to ensure we fully cover every avenue Infor will take. This way you remain in control and can work to prevent any unnecessary financial risk.

- *You've received an audit letter or audit report from Infor*

If you are currently in an Infor audit or are about to be audited by Infor, we can provide a second opinion and typically reduce the initial financial claim.

- *Identify active remediation measures that deliver the best outcome*

Once you have a clear understanding of the root cause of your Infor software licensing exposure, we work with you to develop the most effective Remediation Strategy and guide you through the remediation process. We will take into consideration:

- Licensing Requirements Analysis
- Target Outcomes Planning
- Future or past M&A activity
- Future budgeting considerations and price protections
- Phased migration to the cloud
- Vendor cost reduction
- Requirements (contractual and technical) around Hybrid environments and infrastructure

- *Negotiation Advisory*

Our experience and knowledge of negotiating 'in-house' will work to your benefit to ensure your organisation has the right response and that your negotiation strategy is planned and effectively executed. Our negotiation approach takes in the key identified objectives and outcomes during the Licensing Requirements Analysis and Target Outcomes Planning phases.

Benefits of using Invictus Partners

- **Knowledge and experience** – we know how Infor works during an audit and their internal requirements and pricing
- **Quality** – we apply the same methodology as Infor so you know where you stand
- **Cost avoidance** – we help you get the required time to identify and remediate financial risks before you share information with Infor
- **Cost savings** – we help you negotiate the best possible deal for your organisation's future and clean-up redundant licences

We know as a business you don't only use Infor. That's why we also have specialist licensing and contract teams for SAP, Oracle, VMWare, IBM and Adobe.

Find out how Invictus Partners can deliver a complete organisation-wide solution for all your software licensing and audit needs.