

SOFTWARE LICENCE SERVICES

Delivering a Better Business Outcome

How can you ensure your organisation is complying with its contractual obligations around the use of third-party software assets while also providing the due diligence required by ever-stringent internal audit processes? Moreover, how can you be sure those software assets are even being properly utilised?

It all starts by understanding the fundamental difference between the terms 'software licence' (or licensing) and 'entitlement' (or entitlement management). Even then, undergoing an internal review of all your software vendor contracts and entitlements can be difficult and complicated and can result in unexpected financial exposure.

This is where Invictus Partners can help. We work with you to minimise the impact of a software licence review and provide effective solutions for any over or under deployments. We significantly reduce the stress and hours involved in managing the review process and use our extensive knowledge and experience of software vendor licences and processes to streamline and deliver the best possible business outcome for your organisation.



Why Invictus Partners

Our team is made up of ex-Oracle, SAP and IBM vice presidents, senior directors, former Oracle and IBM licence auditors, contracting professionals and business analysts. We have the know-how and capability to effectively assist you through the entire software licence review process.

Through our broad and in-depth knowledge of software vendor licensing, we have developed a proven methodology and strategy that strengthens your position and reduces your risk.

Our services range from full compliance analysis to advising you on how to negotiate the best and most cost-effective outcome for your organisation.

Benefits of Using Invictus Partners

- **Knowledge and experience** – we deliver the best business outcome
- **Quality** – proven methodology for licence reviews and negotiations
- **Resource saving** – we manage the review process for you, and ensure your assets are being properly utilised
- **Cost savings** – we help you negotiate the best possible deal and clean up redundant licences

Two Phases of Engagement

Implementing an effective licence entitlement review

The first required action is to develop and implement an effective review of your current software contractual position. Our licence review covers your entire software footprint and identifies your usage versus your entitlements to determine if you have any exposure. We also review your licensing terms to ensure you are contractually entitled to move your licence footprint from an on-premise to a public or private cloud platform.

Identifying active remediation measures that deliver the best outcome

Once you have a clear understanding of any exposure or contractual limitations, we develop the most effective Remediation Strategy for you and guide you through the remediation process.

Invictus Partners will consider the following elements and more in determining the right Remediation Strategy:

- *Licensing Requirements Analysis and Target Outcomes Planning*

To provide the foundation for developing an effective and commercially sound Remediation Strategy, we develop a commercial framework that includes your future software licence requirements and any strategic target outcomes.

- *Leverage Evaluation*

An underestimated part of the process. Clients often find they have less leverage to protect themselves than they had anticipated, so it is not always easy to identify. However, it is important to consider business strategic factors like the account relationship with the vendor, the involvement of the vendor in your future technology roadmap and executive alignment. These factors, when used effectively, can have a significant impact on a vendor's behaviour and approach when reviewing licensing terms and commercials.

- *Negotiation Advisory*

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 response and that your negotiation strategy is planned and executed. Our negotiation approach takes as its key objectives the outcomes identified during the Licensing Requirements Analysis & Target Outcomes Planning phase. We also use a vendor's strategy and approach towards maximising licence fees to identify areas of leverage and tradable items.

Invictus Partners can help you in the following areas when required:

- Simplifying the metrics used throughout your organisation
- Avoiding non-compliance and identifying compliance gaps
- Creating a licence baseline as a pre-cursor to a Cloud Strategy
- Moving 'on-prem' licences to the Cloud
- Eliminating compliance issues
- Re-negotiating contracts
- Reducing ongoing support costs through consolidation
- Migrating or upgrading licences to a more cost-effective metric
- Reducing costs by identifying redundant licences and knowing how to cancel them without penalty
- Assessing potential licence cost implications on new hardware
- Reducing the maintenance of licence management
- Matching licence requirements to business drivers
- Delivering a Software Asset Management (SAM) strategy to help reduce overheads
- Avoiding budget blowouts and unplanned spending