

# VMWARE SOFTWARE AUDIT SERVICES

You would think VMware licensing would be simple since it is based on CPUs and the keys are stored on the vCenter server. But when you deal with intricate licence metrics, complex IT infrastructure and virtualisation, the risk to fail an audit grows every day.

The best defence is strong preparation. Therefore, it is useful to know what the process of a VMware audit entails, what the auditors look for, and to be aware of some key issues around licence compliance.

Invictus Partners works with you to minimise the impact of a VMware 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 VMware and its appointed Auditor.

## Why Invictus Partners

Our team is made up of IBM, Oracle, SAP and Infor Vice Presidents, SW Vendor Line of Business Executives, former compliance practitioners, contracting professionals and business analysts. Our expertise and experience in assisting customers through the entire software audit process is unsurpassed.

Through our in-depth knowledge of VMware'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



## Benefits of using Invictus Partners

- **Knowledge and experience** – we know how VMware works during an audit
- **Quality** – we have more in-depth knowledge of VMware'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 VMware
- **Cost savings** – we will help you negotiate the best possible deal and clean up redundant licences

fairly throughout the audit process. 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.

## Two Phases of Engagement

### Implementing an effective internal review before information sharing

For organisations facing a VMware audit, it is vitally important you know where you stand in terms of your entitlements versus usage before sharing any information with VMware. This is the only way you can remain in the driver's seat through the audit process rather than following VMware or their Auditor's lead.

As a first step we advise and assist you on the most appropriate way to respond to an audit request and ensure you have enough headroom to prepare your response. We will help you gain the required time from VMware or their Auditor to perform an effective internal review or meet the requirements for a positive compliance outcome.

It is important to understand the terms of the licence agreement as it applies to your organisation's specific use case, to determine whether your software installations comply with the agreement.

There are a number of tools available online, ranging from a simple scanning tool for a network inventory to complete software asset management software. Regardless of the type of software used to gather the data, it is important that Invictus Partners fully reviews the information collected to validate that it is accurate. Device and user data should be reconciled against Active Directory data where possible, and virtual machines should be mapped to physical hosts.

### 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.

There are many considerations and strategies for navigating VMware audits, so Invictus Partners always works closely with you to avoid the many pitfalls in the process.

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

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

