

# Gain full control of your IBM software estate

Gaining full control of your IBM software estate can prepare you for future audits, company developments and prevent overspend.

IBM is one of the most complicated estates to manage and its software products can account for up to 30% of the total IT software budget. According to Gartner, IBM currently stands as the vendor most likely to audit within the next 12 months - so staying in control of your IBM estate has never been more necessary.

Over the past years we have seen customers struggle to manage their IBM estate, remain compliant and avoid overspend. We've also supported customers through extensive infrastructure change, making sure that the IBM licensing agreement they have is fit for purpose to support the change, reducing the risk of unbudgeted licenses in the event of an IBM audit.

In this datasheet we cover the most common risks and how we can enable you to optimize the IBM software you have installed.

## Overspend

IBM licensing and maintenance contracts are complex and expensive but there is often an opportunity to reduce costs and drive efficiency. Understanding your licensing and deployment models then applying them correctly across your estate, can reduce costs significantly, but employing an expert who knows how to apply the correct licenses to the software and who needs constant training to stay on top this, will cost the company money.

## Auditing

At the annual Gartner ITPAM conference, Gartner survey all their attendees to see how many have been audited and by which vendors. There is currently a 68% chance that you will receive an audit request from at least one vendor in the next 12 months, and IBM stand in the top five prolific vendors

Over 50% of the candidates were audited by IBM in a 12 month period. Some of the participants

could have been audited several times by IBM. If you are found to have a significant non-compliance status you can end up with repeat audits which are just as expensive in terms of both commercial risk and the internal resource required to support the audit.

## Business Strategy

Organizations don't stand still, employees move on, departments expand and new technologies come into our lives each year - so the software you use will change frequently and remaining in control of your licenses will ensure you remain compliant throughout each adjustment. Does your current IBM software agreement suit your near future plans and requirements? Understanding your entitlement within your IBM agreement and knowing the risks you are exposed to if you used the software in a different way, will put your company in a prime position - no matter what changes come in to play. Effectively optimizing your software will give you information you can make business decisions based on.

## What is the answer?

Recognizing, optimizing and controlling your software estate.

To give your organization the knowledge and expertise you need to make decisions based on facts, we have created our Managed Service. An IBM licensing compliance audit from License Dashboard will provide you with visibility of your IBM licensing compliance position, while highlighting any optimization opportunities that exist, enabling you to gain full control of your IBM estate. For each IBM product area, information is analysed in detail to understand the current licensing position with overspend and underspend highlighted in the management report provided.

We'll take care of all your IBM license management needs with a comprehensive service including

a regular detailed management report, and access to a team of licensing consultants - all of which ensures your organization never buys any unnecessary IBM software licenses again. You will also receive strategy recommendations from our IBM specialists, ensuring you remain compliant throughout any business change.

The first step towards a successful IBM licensing process is to understand your current IBM license position. To provide this visibility, our license specialists will consolidate your software usage and reconcile it against your license entitlement and deliver a one off, detailed compliance report.


As part of our service you will have access to hundreds of online reports, as well as optimization consultancy where our licensing specialists will help you apply best fit license entitlements, opportunities to re-harvest licenses, plus arm your organization with the key information it needs when re-negotiating your IBM agreements.


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