Software Licensing Contract Analysis and Optimization Service

This service provides expert analysis of your software licensing contracts, in order to identify and unlock any additional value within your contracts.

Licensing Agreements are notoriously complex. Negotiating and renewing licensing contracts can be a challenging and risky proposition, with the risk of audits and the tendency for businesses to over-spend because they are under-informed during the negotiation and procurement process.

As much as 30% of on-premises software and 50% of SaaS investments go untouched, and businesses rarely fully-utilize the full extent of the usage rights and benefits within agreements, that can add value to your investments.

This service will help you to understand the 6 keystones of your software licensing strategy:

What do we already have?	What do we need?
What do we actually use?	What is our best strategy?
What's available that we're not fully exploring	What option should we buy?

How Do We Do It?

- We will provision you a secure instance of the Certero Unified Platform as a SaaS solution, fully supported and maintained for you by Certero.

- Fully discover and inventory your IT infrastructure, using the Certero solution. This can be agent or agent-less as preferred and captures a complete, centralized view.

- Collate, cleanse, and verify license entitlement data you provide for the specific vendor(s) in scope and import it into the Certero Unified Platform.

- Analyse your contract, amendments, and addendums, outlining any possible recommendations for improvement

- Using the inventory data and license entitlement information, our consultants work in the Certero solution to create the Effective License Position and explain your compliance risks, the mitigation steps you can take, and potential optimization opportunities.

- Our SAM consultants will provide recommendations specific to your existing contract to support your renewal discussions. We'll also offer some negotiation advice and guidance ahead of the meeting with the software vendor.

When Would You Need this Service?

For Software licensing is a significant and increasing expense for organizations and there are many reasons why you may want to bring in expert resource to clarify your license contracts and guide you to a point of optimum value:

- **Contract Renewals** - Mitigate risk and avoid wasting investment in software you don't need, by clarifying what licenses you have, use, could use and precisely what you need to buy.

- **Mergers & Acquisitions** - Identify potential risks and mitigation costs, optimize incumbent license entitlement and redefine strategy as business changes shape.

- **Value Optimization**- Make the most of the investments you've already made. Align licensing strategy to business need and make cost-free improvements.

- **Due Diligence** - Broaden the understanding of software licensing contracts beyond individual stakeholders. Align processes and timelines to meet contractual obligations.

Service Deliverables

- Expert contractual analysis of your historic licensing agreements with the vendor, in order to fully understand what beneficial entitlement exists that can be leveraged to add future value.

- Identification of any present or potential legal and financial compliance risks to your organization.

- Expert analysis into your licensing contracts, identifying and communicating additional benefits that are not being exploited.

- Advice and guidance on your optimal software licensing strategy, understanding the business need, growth, transformation and trajectory.

- Clear advice and guidance on your Software Licensing procurement options if needed, entirely independent of the vendor or their reseller channels – you are free to negotiate the best deal for your true requirement.

What Are The Benefits?

- Enable Cost Reduction and Avoidance

- Understand the impact of potential risks and exposures

- Maximize the value of existing investments

- Understand contract restrictions and processes

- Full visibility of your nominated vendor software

What's Different about Technology-Led Services?

Put simply, it's utilizing the very best, automated ITAM & SAM technology within a direct services framework to provide a complete, unified service capable of delivering unprecedented business value and real-time data insights.

Rapid Time to Value

You need to get an accurate view of whether you are gaining true value from your current software investments. Our architectural advantage means we can provide our SaaS solution in just a couple of hours and provide visibility in a matter of days, reducing the time to takes to get informed.

Accurate and Reliable Data

At Certero, we don't place the responsibility of discovering your IT estate on you. Instead, we use our own tried and tested technology to capture a complete inventory of your IT landscape, as we know that we can trust the accuracy and integrity of the data.

The Benefits of Technology-Led Services

You can cover Vendors that you may not have internal expertise with, expanding your understanding of both your risk exposures and your cost avoidance possibilities.

Your internal SAM function will be able to provide invaluable, accurate data to operational functions around your business, as risks identified could be around security, as well as contractual obligations and re-negotiations.

Technology-Led Services are designed to fit closer to your needs as they progress, so after the initial service delivery, you can simply purchase our Product(s), bolt-on additional services, or upgrade to one of our excellent Managed services options without the need to start over.

A trusted and highly secure partner – Certero's global operations are certified to the internationally recognized ISO27001 standard for Information Security Management, for mutual security and peace of mind.

An Enterprise-class vendor: Certero's proven partnership approach means working as an extension of your team.

You'll be joining the happiest customers in the industry. Real-word customer reviews, independently verified by Gartner's Peer Insights rate experiences with Certero higher than any other major SAM vendor – and across every review category.

Get In Touch

Book a Demo

About Certero

Certero deliver [software-as-a-service] IT Hardware, Software, SaaS and Cloud Asset Management solutions and services, to help enable organizations to digitally transform their IT. We do this by challenging the traditional, outdated delivery method of disappointing, point-in-time solutions, and instead deliver true unification of live IT asset intelligence across all platforms, from mobile to mainframe to cloud. All of this can be delivered securely as SaaS, in weeks - not months or years. Combined with our self-service solutions, we support organizations to drive digital transformation agendas through increased clarity, efficiency and automation. With businesses in the UK, USA and Australia, Certero is a customer-first company with a passion for customer success, earning the trust of some of the leading global brands across the finance, manufacturing, health, retail and technology sectors. That's why Certero has more five-star reviews on Gartner Peer Insights than any other vendor, and higher scores for both product capabilities and customer service, proving now is the time to digitally transform with Certero