

Discover | Analyse | Control

## THE BUSINESS DRIVERS

### Commercial

- Agreements aligned to business needs and growth
- Built-in Return on Investment across each and every arrangement
- Realised value contracts with flexible terms and conditions
- Be confident in your negotiations and deals

### Compliance

- Verifiable baselines backed up with full software inventories
- Independent (ie. non-vendor) software reviews
- Maintain a stabilised environment with ongoing controls

### Assurance

- Up to date with current information and changes in industry
- Simplify the complex – stay certain

### Value

- Right spend on the right things at the right time
- Insights and savings through reliable data

UNRAVEL THE  
COMPLEXITY OF  
LICENSING IN  
YOUR BUSINESS



contact

Software Compliance to  
establish your licensing  
position today.

**1300 SWCOMP**  
**1300 792 667**

*enquires@swcompliance.com.au*  
[www.swcompliance.com.au](http://www.swcompliance.com.au)

*"It's all about real value  
for you, not just being  
someone else's revenue."*

39%

of software installed on computers around the world is not properly licensed

61%

of software installed on PC's was unlicensed in the Asia-Pacific region

\$24B

commercial value of unlicensed software in the Asia-Pacific region

Source: BSA Software Report 2016

## BUSINESS CHALLENGES

1

Misunderstood (or missing) software agreements

2

Unfavourable vendor driven negotiations misaligned to needs that lock out value

3

Complex licensing arrangements leading to wastage and non-compliance

4

Lack of controls, knowledge and monitoring across the software landscape

## WHY NOW?

Don't let your vendors drive your software procurement and licensing. You need to understand and leverage your position before you can gain outcomes that work for you.

And don't wait for that dreaded audit letter before taking action. Establish and maintain your software baseline and be ready and primed for any license review with our ComplianceWare™ tool

Or if it's just to get a better understanding of licensing overall, get the right advice and training programs that suit your needs.

75% of enterprises are out of compliance with their software contracts

More than \$1M paid by 20% of companies in license audit true-up costs last year

93% of organisations waste money on under utilised software

65% of organisations will face an audit from a software vendor this year

Source: Flexera Software Survey

## WHY SOFTWARE COMPLIANCE?

### Unravel: Your Licensing

With the numerous and typically complex models employed by vendors you need metrics that work for you, not them.

### Advise: Your Position

Let us work through your agreements to establish your real position – what value you're getting, and what you're not.

### Decipher: Your Requirements

Unsure of exactly what is needed to be compliant within your IT environments – let us work through the licensing that will align to your installations.

### Perform: Your Projects

Compliance projects not up and running? Remediation activities not getting resourced? We have the people to get it done.

### Educate: Your Team

It's not uncommon to lose pace with the rapidly changing licensing landscape. We can get you up to speed.

### Discover: Your Software

Unsure of what exactly you have deployed? ComplianceWare™ will disclose everything you need to know.

### Manage: Your Compliance

Rest easy – with our ongoing management and control services your position remains assured. Stay compliant:

Get Software Certainty.