



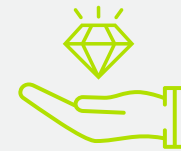
# IBM Insights

Optimize your entire IBM portfolio



Many organizations rely on IBM for business-critical applications and technology, but most IT departments don't have the in-house resources to cost-effectively and efficiently manage their IBM portfolio, let alone keep track of IBM's constantly evolving licensing metrics and growing product line.

SHI's consultants specialize in IBM licensing, contract terms, entitlements, and restrictions, including the IBM License Metric Tool (ILMT) and IBM's full capacity and sub-capacity. IBM Insights helps you proactively manage compliance, drive efficiencies, control costs, and identify optimization opportunities.

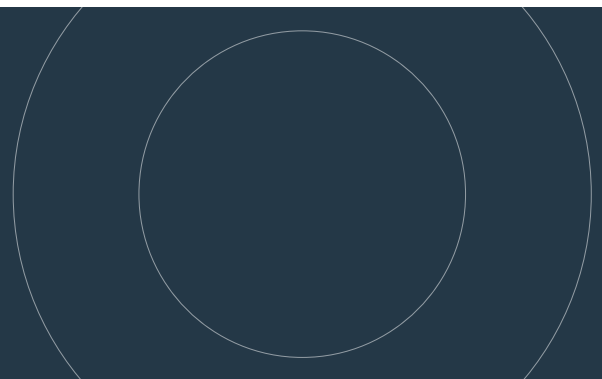


## Benefits of IBM Insights

- Analyze current usage data to identify opportunities to optimize, re-harvest, or reallocate licenses
- Consolidate software contracts and optimize subscription and support renewals for cost savings
- Identify and recommend remedial action for deployment risks, such as incorrectly licensed software installations and product bundling
- Prepare for potential costly software audits

## How it works

We work with you to leverage ILMT capabilities or an alternative tool to consolidate all user activities, license assignments, and license deployment data into a single report – providing a holistic view of the IBM software in use across your landscape.



We offer three subscriptions to choose from:

<p><b>Standard</b></p>	<p>A one-time snapshot comparison or an annual gap analysis between current IBM usage and IBM entitlements, including:</p> <ul style="list-style-type: none"><li>• IBM usage</li><li>• License entitlement</li><li>• Compliance information</li></ul> <p>We provide support and guidance to ensure the solution collects and produces a consolidated view of the data.</p>
<p><b>Professional</b></p>	<p>A recurring annual or quarterly service providing enhancements and additions to Standard, including:</p> <ul style="list-style-type: none"><li>• Ongoing support of the solution and data refresh</li><li>• Actionable intelligence at regular intervals based on the collected data</li><li>• IBM license optimization recommendations</li><li>• Possible non-compliance flagging, such as full capacity/sub-capacity and product bundling</li></ul>
<p><b>Professional+</b></p>	<p>A quarterly managed service where SHI drives the solution setup and implementation, and provides end-to-end management of IBM licensing, including:</p> <ul style="list-style-type: none"><li>• Ongoing IBM environment monitoring</li><li>• Quarterly reviews (includes reporting on usage, licensing, compliance, and quarterly optimizations)</li><li>• Ongoing monitoring for compliance issues</li><li>• Assistance with investigating, mitigating, and documenting findings</li></ul> <p>This service also includes SHI support to prepare for and manage compliance audits.</p>

**Ready to make your IBM licenses work for you?**

To learn more about how your organization can benefit from our IBM-focused solutions and expertise, reach out to your SHI Account Executive or email [ITAM@SHI.com](mailto:ITAM@SHI.com).