SHI

Optimized License Position
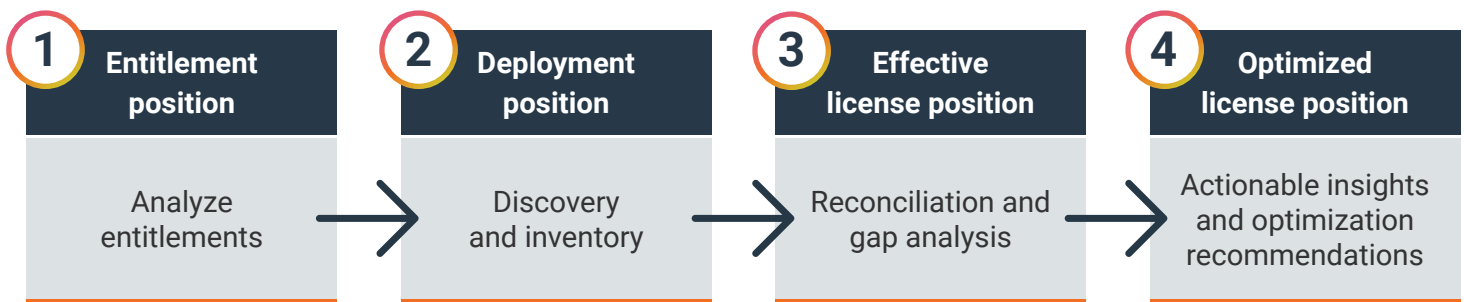
Maximize the value of your IT Investments

SHI can help you establish an Optimized License Position (OLP) for Adobe, IBM, Microsoft, Oracle, VMware, SAP, or any other strategic software publisher. Get actionable visibility of:

- How much software you have deployed
- What entitlements you own
- Whether you risk license noncompliance
- Whether you have any unused deployed software
- How entitlements reconcile with usage
- Whether you are spending too much

From effective to optimized

Using a four-stage methodology, SHI's licensing experts establish your current licensing position for software publishers and deliver recommendations on how to optimize it.

Go from effective to optimized

1 Entitlement position	2 Deployment position	3 Effective license position	4 Optimized license position
Analyze entitlements	Discovery and inventory	Reconciliation and gap analysis	Actionable insights and optimization recommendations

1. Analyze entitlements

Create a single, reliable view of entitlements.

- Identify all relevant contracts, agreements, and license terms
- Review maintenance documentation
- Aggregate and analyze purchase history for license data

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2. Understand software deployments

Uncover your company-wide software deployments.

- Inventory all deployed operating systems, applications, and databases for software publisher(s) across all environments
- Accurately identify the software applications running in your environment
- Collect comprehensive hardware configuration information

3. Effective license position

Our experts examine the collected data to understand your license position. We deliver management dashboards and detailed reports highlighting licensing shortfalls, compliance risks and overspend.

4. Optimized license position

Our experts explore all options across the software platforms, apps, and vendors, providing a full range of options in line with your program and business goals, including:

- Uninstalling un- or underused software for redeployment to new users
- Adjusting licensing schemes to better fit actual consumption
- Upgrading license agreements where better financial terms are available
- Reducing volumes for software support and maintenance contracts
- Negotiating with vendors to trade unwanted licenses for new subscriptions
- Centralizing duplicate or multiple software agreements into one where appropriate
- Switching vendors to escape restrictive licensing agreements

Which software publishers can be cost optimized?

All of them. Optimization is an exercise you can carry out against any software publisher, including new SaaS vendors.

Key service benefits

- Optimize annual true-ups
- Increase audit readiness
- Highlight security risks posed by older applications
- Ensure adoption is in line with entitlements
- Rationalize software contracts and manage contract renewals
- Remediate license under-utilization