



# IBM Spend Optimization Services

Reduce compliance risk. Improve reporting confidence. Optimize IBM software spend.



## The challenge

IBM licensing can be complex, especially in virtualized environments. To help customers, IBM offers sub-capacity licensing, which lets you pay only for the computing power you use (e.g., the specific virtual machines running IBM software), rather than for the whole server estate. This can reduce costs significantly.

But to use it, IBM expects you to prove and report your usage with an approved tool such as BigFix, Flexera, ServiceNow, or the IBM License Metric Tool (ILMT). Otherwise, you may be charged at full capacity.

When reporting isn't accurate or consistent, organizations can lose eligibility for sub-capacity licensing and face unexpected true-ups, audit exposure, and renewal pressure.

## Take the next step

We offer projects or ongoing managed services:

### Tooling enablement and data stabilization

If you're missing an approved metering tool, SOS helps you select and implement one.

If you have one deployed but it's unreliable, we stabilize reporting so you can make decisions with confidence.

This may include validating ILMT configuration and data flow, improving coverage, and resolving common reporting issues that can compromise sub-capacity eligibility.

## How SHI® Spend Optimization Services help

SHI Spend Optimization Services (SOS) helps you establish accurate, defensible IBM reporting and turn that insight into action at renewal time. We focus on practical steps you can sustain – not one-time analysis you can't operationalize.

### Start here: IBM Health Check Assessment

This fast, no-cost assessment shows what's working, what isn't, and what to fix first. We:

- Review your ILMT deployment, architecture, and version.
- Validate inventory accuracy (data quality, agent coverage, and discovery).
- Identify compliance gaps between deployment and entitlements.
- Review reporting processes to support audit readiness.
- Deliver a prioritized remediation and optimization roadmap.

### Baseline licensing position and renewal readiness

When renewal approaches, SOS can establish a clear baseline of what you own, what's deployed, and what you need to renew.

We gather and validate inventory and usage data from your tooling; reconcile entitlements and deployed components to build an effective license position (ELP); identify over- or under-coverage and what's causing it; and support renewal decisions with a defensible view of what to maintain, reduce, or retire. We aim to reduce your risk and your costs.



## Managed quarterly reporting

IBM reporting is not a “set it and forget it” exercise. SOS can run and validate your quarterly reports, confirm coverage is maintained, and help you build a repeatable process that keeps you audit-ready.

When appropriate, we can also help track progress against agreed recommendations, so actions don't stall after the initial report.

## Audit support

If you're notified of an IBM audit or license review, SOS can help you get organized quickly, validate reporting evidence, and support your response process.

We focus on helping you share accurate data and reduce disruption.

## Outcomes you can expect

- **Reduced compliance and audit exposure** through consistent quarterly reporting and better evidence retention.
- **Confidence in renewal decisions** with a clear, defensible view of what to renew, reduce, or retire.
- **Lower ongoing support spend** by identifying unused deployments and avoiding unnecessary subscription and support renewals.
- **Improved operational control** by keeping metering tools accurate, current, and aligned to your environment.
- **More budget for priority work** by freeing up funds you can reinvest in strategic initiatives.

## Why SHI

**Practitioner-led expertise:** We combine tooling knowledge with IBM licensing interpretation, so your reports are accurate and actionable.

**Operational approach:** We help you build a repeatable reporting rhythm, not a one-time snapshot.

**Designed for real-world teams:** If you don't have dedicated IBM licensing staff, SOS can fill the gap with managed quarterly reporting.

**Practical value:** We focus on measurable outcomes like reduced renewal spend and reduced risk, without unnecessary complexity.

## Ready for help?

Start with an IBM Health Check Assessment to understand your current reporting posture and the fastest path to improvement.

For more information, visit [SHI.com/ITAM](https://SHI.com/ITAM) or contact [ITAM@SHI.com](mailto:ITAM@SHI.com).

SHI International Corp. \\ SHI.com \\ 888-764-8888 \\ 2

SHI® is a registered trademark of SHI International Corp.

