

IBM Licensing & Audit Guide 2025

Executive Summary

In today's dynamic business landscape, effective management of software licenses is paramount for organizations seeking to optimize their technology investments while ensuring compliance with licensing regulations. The IBM Licensing Guide serves as a comprehensive resource to empower organizations with the knowledge and strategies needed to navigate the complexities of IBM software licensing confidently.

If you have additional questions about your specific licensing or audit situation, or would like more information about IBM licensing not covered in this guide, please contact us.

This guide provides a thorough exploration of the various types of IBM licenses, including perpetual, subscription, and cloud-based models, as well as different licensing metrics and models such as named user, processor-based, and capacity-based licenses. By understanding the nuances of IBM's licensing framework, organizations can make informed decisions regarding license procurement, deployment, and compliance.

Key topics covered in the guide include:

- 1. Understanding IBM License Types:** A detailed examination of the different types of IBM licenses and their implications for organizations, including perpetual, subscription, and cloud-based licenses.
- 2. Deciphering License Metrics:** An in-depth analysis of the various license metrics used by IBM to determine licensing requirements, such as user counts, processor cores, and capacity units.
- 3. Optimizing License Management:** Practical strategies and best practices for effectively managing IBM software licenses, including procurement, deployment, tracking, and compliance verification.
- 4. Addressing Common Challenges:** Identification of common “gotchas” and pitfalls in IBM licensing, along with recommendations for mitigating risks and optimizing software investments.
- 5. Navigating Compliance Audits:** Guidance on preparing for and navigating compliance audits, including tips for maintaining accurate records and engaging with IBM during audit processes.

By leveraging the insights and recommendations provided in this guide, organizations can enhance their licensing strategy, minimize compliance risks, and maximize the value of their IBM software investments. Whether you're an IT professional responsible for software procurement and management or a business leader seeking to optimize technology investments, the IBM Licensing Guide is a resource in the journey towards licensing success.

Table Of Contents

“Gotchas” of IBM Licensing	4-5
Types of Licenses	6-8
<i>Discussion 1: Virtualization Licenses</i>	7-8
Licensing Metrics	9-10
Usage Metrics	11-12
<i>Discussion 2: Usage Metrics in License and Compliance Management</i>	12
License Management	13-16
<i>Discussion 3: IBM License Tracking and Inventory</i>	14-15
<i>Discussion 4: IBM License Tracking Tools</i>	15-16
Compliance Audits	17-20
<i>Discussion 5: Common IBM Audit Trackers</i>	18
<i>Discussion 6: IBM Audit Process</i>	19
<i>Discussion 7: Consequences of Non-Compliance for IBM</i>	20
License Agreements	21-23
<i>Discussion 8: Types of IBM Agreements</i>	22-23
Provisions of License Agreements	24-26
Volume Licensing	27-28
Cloud Services	29-30
Renewals and Upgrades	31-32
Conclusion	33
About Miro Consulting	34
More Information	34
Contact Us	34



“Gotchas” of IBM Licensing

Navigating IBM licensing can be a complex endeavor, and there are several common “gotchas” or pitfalls that organizations may encounter. Being aware of these challenges can help organizations avoid compliance issues and optimize their software investments. Here are some common “gotchas” of IBM licensing:

IBM Licensing Common “Gotchas”

- a. **Misunderstanding License Metrics** – IBM software licenses often use specific metrics, such as processor cores, user counts, or capacity units, to determine licensing requirements. Misinterpreting these metrics or failing to accurately assess your usage can lead to under-licensing or over-licensing, resulting in compliance risks or unnecessary costs.
- b. **Virtualization and Cloud Licensing** – Deploying IBM software in virtualized or cloud environments adds complexity to licensing. Understanding the licensing implications of virtualization technologies, such as VMware or Hyper-V, and cloud platforms, such as AWS or Azure, is crucial to ensure compliance and optimize costs.
- c. **License Mobility Restrictions** – Some IBM licenses may have restrictions on license mobility, limiting the ability to move licenses between physical servers, virtual machines, or cloud instances. Failing to comply with these restrictions can result in compliance issues during audits.
- d. **Support and Maintenance Renewals** – IBM support and maintenance agreements often have strict renewal terms and conditions. Failure to renew support contracts on time can result in loss of access to software updates, technical support, and other benefits, impacting the stability and security of your software deployments.
- e. **Complex License Agreements** – IBM license agreements can be lengthy and complex, with numerous terms, conditions, and entitlements. Misinterpreting or overlooking key provisions in the license agreement can lead to misunderstandings or disputes with IBM during audits or contract negotiations.
- f. **Subscription vs. Perpetual Licensing** – Choosing between subscription and perpetual licensing models requires careful consideration of your organization’s budget, usage patterns, and long-term needs. Subscribing to software on a perpetual basis may seem cost-effective initially, but subscription licenses offer flexibility and scalability for dynamic business environments.



IBM Licensing Common “Gotchas” (cont.)

- g. Acquisitions and Mergers** – Choosing between subscription and perpetual licensing models requires careful consideration of your organization’s budget, usage patterns, and long-term needs. Subscribing to software on a perpetual basis may seem cost-effective initially, but subscription licenses offer flexibility and scalability for dynamic business environments.
- h. Third-party Software Dependencies** – IBM software products may have dependencies on third-party software or components, such as operating systems or databases. Ensuring compliance with licensing terms for third-party software is essential to avoid indirect compliance issues with IBM licenses.
- i. Lack of Documentation and Tracking** – Maintaining accurate records of software licenses, deployments, and usage is crucial for demonstrating compliance during audits. Failure to document and track software licenses effectively can result in compliance gaps and potential penalties.
- j. Audit Preparedness** – IBM conducts periodic license audits to verify customers’ compliance with licensing terms and conditions. Being proactive in audit preparation, maintaining accurate records, and understanding your licensing obligations can help mitigate risks and streamline the audit process.



Types of Licenses

IBM offers several types of licenses, including perpetual licenses, which allow indefinite use of the software after a one-time payment, and subscription licenses, which provide access to the software for a specified period, typically on a recurring payment basis. These and other licenses define the terms and conditions under which customers can access and use IBM software products. Here's an overview of the common types of licenses offered by IBM:

Common IBM License Types

- a. **Perpetual License** – A perpetual license grants the customer the right to use the software indefinitely after a one-time payment. Once purchased, the software can typically be used without time restrictions, although ongoing support and maintenance may require additional fees.
- b. **Subscription License** – With a subscription license, the customer pays a recurring fee for the right to use the software for a specified period, such as one year or three years. Subscription licenses often include support and maintenance services during the subscription period.
- c. **Term License** – Similar to a subscription license, a term license grants the customer the right to use the software for a specified period. However, term licenses may have different payment structures and terms compared to subscription licenses.
- d. **Concurrent License** – A concurrent license allows a specified number of users to access the software simultaneously. The number of concurrent users is typically limited by the terms of the license agreement. This type of license can be cost-effective for organizations with fluctuating user numbers.
- e. **Named User License** – In a named user license, each individual user is assigned a license, and only those named users are authorized to use the software. This type of license is often used in environments where the number of users is known and relatively stable.
- f. **Processor-based License** – For software deployed on servers or other hardware with processors, IBM may offer processor-based licenses, where the licensing fee is based on the number of processors or cores in the hardware.
- g. **Virtualization License** – With the increasing use of virtualization technologies, IBM provides licensing options tailored to virtualized environments. These licenses may be based on factors such as the number of virtual machines or virtual cores. This is discussed in *Discussion 1* in this section.



Common IBM License Types (cont.)

- h. Enterprise License Agreement (ELA)** – An Enterprise License Agreement is a customized licensing arrangement negotiated between IBM and a large enterprise customer. ELAs typically cover multiple products and services and may include volume discounts and other benefits.
- i. Cloud Service Subscription** – IBM offers various cloud-based services under subscription-based licensing models. Customers pay for the resources they consume on a recurring basis, typically monthly or annually.

Discussion 1: Virtualization Licenses

IBM offers virtualization licenses for its software products to accommodate organizations' needs for deploying software in virtualized environments. Virtualization allows multiple virtual instances of operating systems and applications to run on a single physical server, maximizing hardware utilization and reducing infrastructure costs. Here's an overview of IBM Virtualization Licenses:

1. Definition

- An IBM Virtualization License grants customers the right to deploy IBM software products in virtualized environments, such as virtual machines (VMs) or containers, on a per-virtual-instance basis.
- Virtualization licenses enable organizations to optimize their software deployments in virtualized infrastructure environments, leveraging the benefits of virtualization technologies while ensuring compliance with IBM's licensing terms and conditions.

2. Types of Virtualization

- IBM Virtualization Licenses support various virtualization technologies and platforms, including:
 - **Server Virtualization:** Running multiple virtual server instances on a single physical server using hypervisor software, such as VMware vSphere, Microsoft Hyper-V, or IBM PowerVM.
 - **Containerization:** Deploying applications in lightweight, portable containers using container orchestration platforms like Docker and Kubernetes.
 - **Desktop Virtualization:** Providing virtual desktop environments to end-users by running multiple desktop instances on a centralized server infrastructure, commonly referred to as Virtual Desktop Infrastructure (VDI).
- IBM Virtualization Licenses may include specific terms and conditions tailored to the type of virtualization technology being used, ensuring compliance with licensing requirements in virtualized environments.



Discussion 1: Virtualization Licenses (cont.)

3. Licensing Model

- IBM Virtualization Licenses typically follow a per-virtual-instance licensing model, where customers are required to acquire a separate license for each virtual instance of the software deployed in the virtualized environment.
- The number of virtual instances that require licensing depends on factors such as the number of virtual machines, containers, or virtual desktops running the IBM software, as well as any usage restrictions or entitlements specified in the license agreement.
- Customers may need to track and manage their virtual instances to ensure compliance with licensing terms and avoid over-deployment or under-licensing of IBM software products in virtualized environments.

4. Compliance and Audit

- IBM Virtualization Licenses may include provisions for compliance verification and audit rights, allowing IBM to audit customers' usage of IBM software products in virtualized environments to ensure compliance with licensing terms and conditions.
- Customers are typically required to maintain accurate records of their virtual instances, including details such as the number of virtual machines, containers, or virtual desktops running IBM software, to facilitate compliance with virtualization licensing requirements.

5. Support and Maintenance

- IBM Virtualization Licenses may include provisions for technical support, maintenance, and software updates, ensuring that customers receive ongoing support and assistance for their virtualized IBM software deployments.
- Support and maintenance services help organizations maintain the stability, security, and performance of their virtualized environments and address any issues or challenges that may arise during operation.

It's important for organizations to carefully evaluate their requirements and usage patterns when choosing the appropriate type of IBM license. Consulting with IBM representatives or licensing experts can help ensure that the chosen licensing model aligns with the organization's needs and budget. Additionally, understanding the terms and conditions of the licensing agreement is crucial to maintaining compliance and avoiding any potential legal or financial issues.



Licensing Metrics

IBM uses various licensing metrics to determine how customers are charged for the use of their software products. These metrics define the unit of measurement upon which the licensing fees are based. Understanding IBM licensing metrics is essential for organizations to ensure compliance and optimize their software investments. Here are some common IBM licensing metrics:

Common IBM Licensing Metrics

- a. **Named User** – This metric counts the number of individual users authorized to access and use the IBM software. Each named user is assigned a unique user ID or login credentials. Named user licenses are often used for software products that are accessed by a specific set of users, such as business applications or collaboration tools.
- b. **Concurrent User** – Concurrent user licensing measures the maximum number of users accessing the software simultaneously. Instead of counting individual named users, this metric tracks the peak number of users accessing the software concurrently. Concurrent user licenses are commonly used for software products that are shared among multiple users but not necessarily accessed simultaneously by all users.
- c. **Processor Core** – Processor core licensing is based on the number of physical or virtual processor cores on which the IBM software is installed or deployed. Customers are typically required to license each processor core where the software is installed or running, regardless of the number of users or instances accessing the software.
- d. **PVU (Processor Value Unit)** – PVU is a proprietary metric used by IBM to measure the computing power of processors. Each processor type is assigned a specific PVU rating based on its performance characteristics. Customers are required to license their IBM software based on the total number of PVUs consumed by the processors on which the software is installed or deployed.
- e. **Resource-based** – Resource-based licensing measures the usage of a specific computing resource, such as storage capacity, network bandwidth, or transaction volume. Customers are charged based on the amount of resources consumed by the IBM software.
- f. **Capacity Unit** – Capacity unit licensing is similar to PVU licensing but is typically used for software products that are licensed based on the capacity or throughput of the underlying infrastructure, such as virtual machines, containers, or server instances.



Common IBM Licensing Metrics (cont.)

- g. Authorized User** - Authorized user licensing counts the number of users authorized to access the IBM software, similar to named user licensing. However, authorized user licenses may provide broader access rights than named user licenses, allowing users to access multiple instances or versions of the software.

- h. Virtual Machine** - Virtual machine licensing measures the number of virtual machine instances on which the IBM software is installed or deployed. Customers are typically required to license each virtual machine instance where the software is installed or running, similar to processor core licensing, but specific to virtualized environments.

It's important for organizations to carefully evaluate their usage requirements and select the appropriate licensing metric that best aligns with their usage patterns and business needs. By understanding IBM licensing metrics and their implications, organizations can optimize their software deployments, ensure compliance with licensing requirements, and maximize the value of their IBM software investments.



Usage Metrics

IBM licenses often involve specific usage metrics, such as the number of users, the amount of data processed, or the number of processors or cores in the hardware running the software.

IBM Usage Metrics typically refer to the tracking and analysis of how IBM products and services are being utilized within an organization. This encompasses various aspects such as software usage, resource allocation, performance metrics, and cost analysis. Here's a breakdown:

Breakdown of IBM Usage Metrics

- a. Software Usage Tracking** – IBM offers a range of software products for businesses, including database management systems, analytics tools, cloud services, and more. Usage metrics help organizations monitor how these software products are being used across different departments or teams. This data can include details like the number of licenses in use, active users, feature usage, and frequency of usage.
- b. Resource Allocation** – By analyzing usage metrics, organizations can optimize resource allocation. For example, if certain software licenses are consistently underutilized, they may reallocate those licenses to other departments or projects where there is higher demand. This helps in cost optimization and maximizing the value of IBM products.
- c. Performance Metrics** – Usage metrics also provide insights into the performance of IBM products. Organizations can track parameters such as response times, uptime, and system errors to identify areas for improvement and ensure optimal performance.
- d. Cost Analysis** – Understanding how IBM products are being used allows organizations to conduct cost analysis effectively. They can evaluate the return on investment (ROI) of IBM solutions by comparing usage metrics with the associated costs. This analysis helps in making informed decisions about renewing licenses, upgrading software versions, or exploring alternative solutions.
- e. Compliance and License Management** – Usage metrics play a crucial role in ensuring compliance with licensing agreements. By monitoring usage patterns, organizations can identify potential license violations or instances of overuse, helping them avoid penalties and maintain compliance with IBM's licensing terms. This is discussed in *Discussion 2* in this section.



Discussion 2: Usage Metrics in Compliance and License Management

Like mentioned previously, IBM Usage Metrics play a significant role in compliance and license management, especially concerning adherence to software licensing agreements. Here's how:

- 1. License Entitlement Tracking:** Usage metrics allow organizations to track their entitlements, which are the rights granted by IBM for the use of their software products. By comparing actual usage with entitlements, organizations can ensure that they are not exceeding the licensed limits. This helps in preventing compliance issues and potential legal ramifications.
- 2. Usage Reporting:** IBM often requires customers to report their usage periodically as part of their licensing agreements. Usage metrics provide the data needed for accurate reporting. Organizations can generate reports detailing usage levels, active users, feature usage, and other relevant metrics to demonstrate compliance with their license agreements.
- 3. License Optimization:** Usage metrics help organizations optimize their software licenses to avoid unnecessary expenses. By analyzing usage patterns, organizations can identify opportunities to reallocate licenses more efficiently. For example, if certain licenses are underutilized, they can be redistributed to areas with higher demand, ensuring that resources are utilized effectively while remaining compliant with licensing terms.
- 4. Audits and Compliance Checks:** IBM may conduct audits or compliance checks to ensure that customers are using their software products in accordance with the terms of their license agreements. Usage metrics serve as a valuable source of data during these audits, providing insights into how IBM products are being used across the organization. By maintaining accurate usage records, organizations can demonstrate compliance and mitigate the risk of penalties or fines resulting from non-compliance.
- 5. License Optimization Tools:** IBM offers tools and services designed to help organizations optimize their software license usage. These tools leverage usage metrics to provide recommendations for license optimization, such as identifying opportunities to consolidate licenses or switch to more cost-effective licensing models. By utilizing these tools, organizations can ensure compliance while minimizing licensing costs.

Overall, IBM usage metrics provide valuable insights that enable organizations to optimize their IT infrastructure, enhance performance, manage costs effectively, and ensure compliance with licensing agreements.



License Management

IBM license management refers to the processes and practices involved in effectively managing the licenses of IBM software products within an organization. It encompasses various activities aimed at ensuring compliance with IBM's licensing agreements, optimizing license usage, and controlling costs. Here are the key aspects of IBM license management:

Important Considerations of IBM License Management

- a. **License Acquisition** – IBM offers a wide range of software products with different licensing models, such as perpetual licenses, subscription-based licenses, and cloud-based licenses. License management begins with the acquisition of the appropriate licenses to meet the organization's needs. This involves understanding the licensing options available, negotiating contracts with IBM, and procuring the necessary licenses.
- b. **License Tracking and Inventory** – It's crucial for organizations to maintain an accurate inventory of their IBM software licenses. This includes details such as license types, quantities, expiration dates, entitlements, and usage rights. License tracking tools and software asset management (SAM) systems can help automate this process, ensuring that organizations have visibility into their license assets and compliance status. This is discussed further in *Discussion 3* in this section.
- c. **Compliance Monitoring** – IBM License Management involves monitoring software usage to ensure compliance with licensing agreements. This includes tracking the deployment and usage of IBM products across the organization, comparing actual usage with licensed entitlements, and identifying any instances of overuse or non-compliance. Regular compliance audits may also be conducted to verify adherence to licensing terms.
- d. **License Optimization** – Optimizing license usage is a key goal of license management. Organizations aim to maximize the value of their IBM software investments by efficiently allocating licenses and minimizing underutilization or overuse. License optimization strategies may involve consolidating licenses, reallocating resources based on usage patterns, and exploring cost-saving opportunities such as license pooling or switching to more favorable licensing models.
- e. **Cost Control and Budgeting** – Effective license management helps organizations control costs and budget more effectively for software expenditures. By understanding their license entitlements, usage patterns, and licensing options, organizations can make informed decisions to optimize their software spending and avoid unnecessary expenses. This may involve renegotiating contracts, consolidating license agreements, or adopting alternative licensing models that better align with business needs.



Important Considerations of IBM License Management (cont.)

- f. **Vendor Relationship Management** - License management also involves managing the relationship with IBM as a software vendor. This includes staying informed about IBM's licensing policies, updates, and product offerings, as well as engaging with IBM representatives to address any licensing-related issues or inquiries. Building a positive vendor relationship can facilitate smoother license management processes and ensure timely support and assistance when needed.

Discussion 3: IBM License Tracking and Inventory

IBM License Tracking and Inventory involves the systematic management of IBM software licenses within an organization. Here's a breakdown of the process:

1. **Inventory Establishment:** The first step is to establish an inventory of all IBM software licenses owned by the organization. This includes compiling a comprehensive list of all IBM products deployed across the IT infrastructure, along with details such as license types, versions, quantities, and entitlements.
2. **Centralized Repository:** Organizations typically maintain a centralized repository or database to store and manage license-related information. This repository serves as a single source of truth for all IBM software licenses and associated data, providing easy access for license administrators and stakeholders.
3. **License Documentation:** Each IBM software license should be accompanied by proper documentation, including license agreements, purchase records, invoices, entitlement certificates, and any relevant correspondence with IBM. These documents serve as legal proof of ownership and entitlements and should be organized and stored securely.
4. **License Tracking Tools:** License tracking tools and software asset management (SAM) systems are often used to automate the process of tracking IBM software licenses. These tools can scan the IT environment to discover installed software, gather usage data, and reconcile it with license entitlements to ensure compliance. They can also provide alerts and notifications for upcoming license renewals, expirations, or compliance issues. This is discussed in *Discussion 4* of this section.
5. **Regular Audits:** Regular audits of the license inventory are essential to ensure accuracy and compliance. Organizations should periodically reconcile their license records with actual usage data to identify discrepancies or potential compliance issues. This may involve conducting internal audits using manual methods or engaging external auditors for independent assessments.



Discussion 3: IBM License Tracking and Inventory (cont.)

- 6. License Reconciliation:** License reconciliation involves comparing the number of licenses owned by the organization (purchased or allocated) with the actual usage of IBM software products. This helps identify instances of over-deployment (where more licenses are in use than permitted) or under-deployment (where licenses are underutilized), allowing organizations to take corrective actions to align usage with entitlements.
- 7. Renewals and Maintenance:** Managing license renewals and maintenance is a critical aspect of license tracking and inventory. Organizations need to track renewal dates, maintenance agreements, and support contracts associated with IBM software licenses to ensure uninterrupted access to software updates, patches, and technical support services.
- 8. Documentation and Reporting:** Accurate documentation and reporting are essential for maintaining transparency and accountability in license management. Organizations should document all license-related activities, including purchases, deployments, transfers, and retirements, and generate regular reports for stakeholders, management, and compliance purposes.

Discussion 4: IBM License Tracking Tools

IBM offers several license tracking tools, with one of the most prominent being the IBM License Metric Tool (ILMT). Here's an overview of IBM License Tracking Tools, including ILMT:

1. IBM License Metric Tool (ILMT)

- ILMT is a software tool provided by IBM to help organizations track and report on their usage of IBM software products for the purpose of IBM license compliance.
- It is primarily designed to monitor the usage of IBM software products that are licensed under the IBM International Program License Agreement (IPLA) and the IBM Passport Advantage Agreement (IPPA).
- ILMT collects and reports usage data on IBM software products installed on physical and virtual servers in the organization's IT environment.
- The tool helps organizations determine their PVU (Processor Value Unit) licensing requirements for IBM software products, which are based on the processing power of the servers where the software is installed.
- ILMT assists organizations in maintaining compliance with IBM's licensing terms and conditions by providing accurate usage reports that can be used for internal audits and IBM compliance reviews.



Discussion 4: IBM License Tracking Tools (cont.)

- It is typically required for organizations that have certain types of IBM software licenses, such as sub-capacity licensing, where the licensing costs are based on the actual processing capacity utilized by the software.
- ILMT has specific system requirements and installation procedures, and organizations need to ensure that it is properly configured and deployed in their IT environment to accurately capture usage data.

2. IBM BigFix Inventory

- BigFix Inventory is another software asset management tool offered by IBM that provides comprehensive inventory and usage tracking capabilities for IBM and non-IBM software products.
- It can discover and inventory software installations across physical, virtual, and cloud environments, providing visibility into software usage and entitlements.
- BigFix Inventory helps organizations optimize software license usage, identify potential compliance risks, and reduce software spending by ensuring efficient license allocation and utilization.
- The tool integrates with ILMT and other IBM software management solutions to provide a unified approach to software asset management and compliance.

3. Third-Party SAM Tools

- In addition to IBM's own license tracking tools, organizations may also use third-party Software Asset Management (SAM) tools from vendors such as Flexera, Snow Software, or ServiceNow for comprehensive license tracking and management.
- These SAM tools offer features such as software discovery, inventory management, usage tracking, license optimization, compliance reporting, and vendor-specific license management, including support for IBM software products.

In summary, IBM License Management encompasses activities such as license acquisition, tracking and inventory management, compliance monitoring, license optimization, cost control, and vendor relationship management. By effectively managing their IBM software licenses, organizations can ensure compliance with licensing agreements, optimize license usage, control costs, and maximize the value of their software investments.



Compliance Audits

IBM compliance audits are conducted by IBM to ensure that customers are using IBM software products in accordance with the terms and conditions of their license agreements. These audits are part of IBM's efforts to protect its intellectual property rights and ensure fair and legal use of its software offerings. Non-compliance with licensing terms can result in penalties or additional fees. Here's an overview of IBM compliance audits:

Quick Overview of IBM Compliance Audits

- a. **Purpose** – The primary purpose of IBM compliance audits is to verify that customers are compliant with the terms of their IBM software licenses. This includes ensuring that customers have the appropriate licenses for the IBM software products they are using, that they are not exceeding the licensed usage limits, and that they are adhering to any other licensing terms and conditions specified in their agreements.
- b. **Audit Triggers** – IBM audit triggers are events or circumstances that may prompt IBM to initiate a compliance audit of a customer's usage of IBM software products. These triggers can vary, and IBM may initiate audits for various reasons to ensure that customers are using IBM software in compliance with their license agreements. This is discussed further in *Discussion 5* in this section.
- c. **Audit Process** – The IBM audit process involves several stages designed to assess a customer's compliance with the terms and conditions of their IBM software licenses. This is discussed further in *Discussion 6* in this section.
- d. **Consequences of Non-Compliance** – Non-compliance with IBM software licensing agreements can have various consequences for organizations. This is discussed further in *Discussion 7* in this section.



Discussion 5: Common IBM Audit Triggers

- 1. Routine Audit Cycles:** IBM may conduct periodic audits as part of its ongoing compliance monitoring efforts. These audits are often conducted on a regular basis to verify compliance with licensing terms and to deter unauthorized use of IBM software.
- 2. License Renewals or New Agreements:** When customers renew their IBM software licenses or enter into new licensing agreements, IBM may initiate an audit to verify that the customer's software usage aligns with the terms of the new or renewed agreements.
- 3. Customer Self-Reporting:** Customers may voluntarily report their software usage to IBM, either as part of a license renewal process or proactively to ensure compliance. Self-reporting may trigger an audit if IBM identifies discrepancies or areas of concern in the reported usage data.
- 4. Anonymous Tips or Reports of Non-Compliance:** IBM may receive reports of potential non-compliance from anonymous sources or through other channels, such as whistleblowers, competitors, or industry watchdogs. If IBM receives credible information indicating possible non-compliance, it may initiate an audit to investigate further.
- 5. Usage Patterns or Anomalies:** IBM may analyze usage patterns or anomalies in customer data to identify potential instances of non-compliance. For example, significant increases in software usage or unusual deployment configurations may raise red flags and prompt IBM to investigate further through an audit.
- 6. Software Asset Management (SAM) Reviews:** IBM may conduct SAM reviews or assessments as part of its customer engagement process. During these reviews, IBM may analyze customer data related to software usage, deployments, and entitlements to assess compliance and identify opportunities for optimization. If discrepancies or areas of concern are identified, IBM may escalate the review to a formal compliance audit.
- 7. Market Intelligence and Industry Trends:** IBM may monitor market intelligence and industry trends to identify potential areas of non-compliance or emerging risks. Changes in licensing policies, industry regulations, or software usage patterns may prompt IBM to initiate audits to address compliance issues proactively.



Discussion 6: IBM Audit Process

- 1. Notification:** The audit process usually begins with a formal notification from IBM to the customer informing them of the audit. This notification outlines the scope and objectives of the audit, including the software products and environments that will be assessed, as well as the timeline and expectations for cooperation.
- 2. Data Collection Request:** IBM requests information and documentation from the customer to support the audit. This may include:
 - **License agreements:** Copies of IBM software license agreements, including purchase records, entitlement certificates, and any other contractual documents related to the use of IBM software products.
 - **Deployment records:** Details of the IBM software products installed and in use across the organization's IT infrastructure, including information on versions, editions, quantities, and deployment configurations.
 - **Usage data:** Data on the actual usage of IBM software products, such as user counts, server counts, processor counts, and other metrics used to determine license requirements.
- 3. Data Analysis:** IBM analyzes the data provided by the customer to assess compliance with IBM's licensing terms and conditions. This may involve comparing the customer's software deployments and usage data with their entitlements under the applicable license agreements.
- 4. Findings Presentation:** Once the data analysis is complete, IBM presents its findings to the customer. This includes identifying any areas of non-compliance or discrepancies between the customer's software usage and their entitlements under the license agreements.
- 5. Resolution Discussions:** IBM and the customer engage in discussions to address any identified issues or areas of non-compliance. This may involve:
 - Clarifying misunderstandings or discrepancies in the data.
 - Resolving licensing gaps or deficiencies through the purchase of additional licenses or the adjustment of licensing configurations.
 - Implementing corrective actions to bring the customer into compliance with IBM's licensing terms.
- 6. Resolution Agreement:** IBM and the customer may enter into a formal resolution agreement outlining the steps taken to address any compliance issues identified during the audit. This agreement may include commitments from both parties regarding the resolution of outstanding issues and ongoing compliance monitoring.
- 7. Closure:** Once the compliance issues have been addressed to IBM's satisfaction and any required actions have been completed, the audit process is considered closed. IBM may issue a formal confirmation of compliance to the customer, acknowledging their efforts to rectify the identified issues.



Discussion 7: Consequences of Non-Compliance for IBM

- 1. Financial Penalties:** IBM may impose financial penalties on organizations found to be in non-compliance with their software licensing agreements. These penalties can vary depending on the extent of the non-compliance, the severity of the violation, and other factors. Penalties may include fines, fees, or additional charges for unauthorized software usage.
- 2. License Fees and Back Payments:** Non-compliant organizations may be required to pay additional license fees or back payments for unauthorized usage of IBM software products. This can include retroactive charges for past usage that was not properly licensed or accounted for.
- 3. Loss of Support and Maintenance:** Non-compliant organizations may lose access to IBM support services, software updates, and maintenance benefits until they achieve compliance with their licensing agreements. This can impact the organization's ability to receive technical assistance, patches, and updates for IBM software products, potentially leading to security and performance issues.
- 4. Reputational Damage:** Non-compliance with software licensing agreements can damage the organization's reputation and credibility, both within the industry and among customers, partners, and stakeholders. Public disclosure of non-compliance incidents can tarnish the organization's image and erode trust with customers and business partners.
- 5. Legal Action:** In cases of serious or repeated non-compliance, IBM may take legal action against the organization to enforce its intellectual property rights and seek remedies for damages. Legal action can include lawsuits, injunctions, or other legal remedies to address copyright infringement or breach of contract.
- 6. Audit Costs:** Non-compliant organizations may incur additional costs associated with IBM compliance audits, including fees for external auditors, legal counsel, and other resources needed to address compliance issues and negotiate resolution agreements with IBM.
- 7. Contract Termination:** In extreme cases of non-compliance or persistent violations of licensing agreements, IBM may terminate the organization's software licenses or other contractual relationships. Contract termination can result in the loss of access to IBM software products and services, as well as potential legal consequences for breach of contract.

Overall, IBM compliance audits are an important aspect of IBM's software licensing enforcement efforts, aimed at ensuring fair and legal use of IBM software products by customers. It's essential for organizations to maintain accurate records of their IBM software licenses and usage to facilitate compliance with IBM's licensing terms and to minimize the risk of audits and associated consequences.



License Agreements

IBM License Agreements are legal contracts between IBM and its customers that govern the use of IBM software products. These agreements outline the terms, conditions, and restrictions under which customers are permitted to use IBM software. They may include provisions related to usage rights, restrictions, support services, warranties, and liabilities. Here are some key aspects of IBM License Agreements:

Important Considerations of IBM License Agreements

a. Types of Agreements - IBM offers various types of agreements to cater to different customer needs and preferences. This is discussed further in *Discussion 8* in this section.

b. License Grants

- IBM License Agreements grant customers the right to use IBM software products in accordance with the terms specified in the agreement.
- The license grants may include rights such as the installation, execution, and use of the software on specified hardware platforms or operating systems.
- The scope of the license grants may vary depending on factors such as the type of license (e.g., perpetual, subscription), the edition or version of the software, and any additional terms or restrictions specified in the agreement.

c. Usage Restrictions

- IBM License Agreements typically include usage restrictions that govern how customers may use IBM software products.
- Common usage restrictions may include limitations on the number of authorized users, installations, or copies of the software, as well as restrictions on the use of the software for specific purposes or in certain environments.
- Customers are generally prohibited from reverse-engineering, decompiling, or modifying IBM software products without authorization from IBM.

d. Support and Maintenance

- IBM License Agreements may include provisions for technical support, maintenance, and updates for IBM software products.
- Customers may have access to IBM support services, including telephone support, online support, and software updates, depending on the level of support specified in the agreement and any associated support fees.
- The terms and conditions for support and maintenance are typically outlined in the agreement, including the duration of support coverage, response times, and service level agreements.



Important Considerations of IBM License Agreements (cont.)

e. Termination and Renewal

- IBM License Agreements specify the duration of the license term, which may be perpetual or for a fixed period (e.g., annual subscription).
- The agreement may include provisions for automatic renewal, termination, or expiration of the license, as well as any requirements or obligations upon termination, such as the cessation of use and return of software media.
- Customers may have the option to renew their licenses at the end of the term, subject to the terms and conditions of the agreement and any applicable fees.

f. Compliance and Audit Rights

- IBM License Agreements typically include provisions for compliance verification and audit rights, allowing IBM to audit customers' usage of IBM software products to ensure compliance with the terms of the agreement.
- Customers are required to maintain accurate records of their IBM software licenses and usage and to cooperate with IBM's audit requests as specified in the agreement.

Discussion 8: Types of IBM Agreements

1. IBM International Program License Agreement (IPLA)

- The IPLA is a standardized agreement that governs the licensing of most IBM software products.
- It provides customers with a comprehensive set of terms and conditions for acquiring, using, and supporting IBM software.
- The IPLA is designed to be flexible and scalable, accommodating a wide range of licensing scenarios and deployment options.

2. IBM Passport Advantage Agreement (IPPA)

- The IPPA is a comprehensive agreement that offers customers access to a broad portfolio of IBM software products through a single, flexible agreement structure.
- It provides various licensing options, including perpetual licenses, subscription licenses, and cloud-based licenses, allowing customers to choose the licensing model that best suits their needs.
- The IPPA also includes provisions for support, maintenance, and software updates, as well as additional benefits such as volume discounts and license pooling.



Discussion 8: Types of IBM Agreements (cont.)

3. IBM Cloud Agreements

- IBM offers a range of cloud agreements for customers who wish to access IBM software products and services through cloud-based deployment models.
- These agreements may include terms and conditions specific to cloud services, such as service-level agreements (SLAs), data security and privacy provisions, and pricing structures based on usage or consumption.

4. Custom Agreements

- IBM may negotiate custom agreements with large enterprise customers to accommodate their specific needs and requirements.
- Custom agreements may include tailored terms and conditions, pricing structures, and service levels to address unique business challenges and objectives.
- These agreements are typically negotiated directly between IBM and the customer and may involve legal, procurement, and business stakeholders from both parties.

5. Specialized Agreements

- IBM may offer specialized agreements for specific products, services, or industries, such as software-as-a-service (SaaS) agreements, managed services agreements, or industry-specific licensing programs.
- These agreements may include terms and conditions tailored to the unique characteristics and requirements of the product, service, or industry in question.

6. Partner Agreements

- IBM may enter into agreements with channel partners, resellers, distributors, and other business partners to facilitate the distribution, sale, and support of IBM software products.
- Partner agreements may include terms and conditions governing the relationship between IBM and its partners, such as licensing terms, revenue-sharing arrangements, and marketing support.

Overall, IBM License Agreements are legally binding contracts that govern the use of IBM software products and establish the rights and obligations of both IBM and its customers. It's essential for customers to review and understand the terms and conditions of their license agreements to ensure compliance and maximize the value of their IBM software investments.



Provisions of License Agreements

IBM License Agreements typically include a variety of provisions that govern the rights, responsibilities, and obligations of both IBM and its customers regarding the use of IBM software products. Here's an overview of the common provisions found in IBM License Agreements, including those related to usage rights, restrictions, support services, warranties, and liabilities:

Common IBM License Agreement Provisions

a. License Grants

- Usage rights provisions outline the rights granted to the customer to use IBM software products in accordance with the terms of the license agreement.
- These provisions specify the scope of permitted usage, including the number of authorized users, installations, copies, and permitted environments.
- Usage rights may vary depending on factors such as the type of license (e.g., perpetual, subscription), edition or version of the software, and any additional terms or restrictions specified in the agreement.

b. Usage Restrictions

- Usage restrictions provisions outline limitations and restrictions on the customer's use of IBM software products.
- Common usage restrictions may include prohibitions on reverse-engineering, decompiling, or modifying the software without authorization from IBM.
- Other restrictions may include limitations on the transfer, sublicensing, or redistribution of the software, as well as restrictions on the use of the software for specific purposes or in certain industries or environments.

c. Support Services

- Support services provisions define the scope and terms of the support services provided by IBM to the customer for IBM software products.
- These provisions may include details such as the types of support available (e.g., telephone support, online support), response times, service levels, and support hours.
- Support services provisions may also specify any associated fees or charges for support services and the duration of support coverage provided under the agreement.

d. Warranties

- Warranties provisions define the warranties provided by IBM to the customer for IBM software products.



Common IBM License Agreement Provisions (cont.)

- These provisions typically include warranties of title, non-infringement, and conformity to specifications, ensuring that IBM has the right to license the software and that it will perform substantially in accordance with its documentation.
- Warranties may be subject to certain limitations and exclusions, and customers should review the specific warranty provisions in their license agreements carefully.

e. Liabilities

- Liabilities provisions outline the parties' respective liabilities and obligations under the license agreement.
- These provisions typically limit IBM's liability for damages arising from the customer's use of IBM software products, excluding indirect, incidental, or consequential damages.
- Customers may also be subject to certain liabilities for breach of the license agreement, such as payment obligations for unauthorized usage or indemnification obligations for third-party claims of infringement.

f. Term and Termination

- Term and termination provisions specify the duration of the license term and the circumstances under which the agreement may be terminated.
- These provisions may include provisions for automatic renewal, termination for cause (e.g., breach of contract), and termination without cause (e.g., at the end of the license term).
- Customers may also be required to cease using the software and return any copies of the software upon termination of the agreement.

g. Audit and Compliance

- Audit and compliance provisions outline the procedures and requirements for verifying the customer's compliance with the terms of the license agreement.
- These provisions may grant IBM the right to audit the customer's usage of IBM software products to ensure compliance with licensing terms and conditions.
- Customers are typically required to maintain accurate records of their IBM software licenses and usage and to cooperate with IBM's audit requests as specified in the agreement.

h. Miscellaneous Provisions

- Miscellaneous provisions may include various other terms and conditions relevant to the license agreement, such as governing law, dispute resolution, assignment, and severability.
- These provisions may address legal and procedural matters not covered by the other provisions of the agreement and are intended to clarify the rights and obligations of the parties and ensure the enforceability of the agreement.



Overall, these provisions in IBM License Agreements are designed to define the rights, responsibilities, and obligations of both IBM and its customers regarding the use of IBM software products. Customers should review these provisions carefully to ensure that they understand their rights and obligations under the agreement and to mitigate any risks associated with non-compliance or breach of contract.



Volume Licensing

IBM offers volume licensing programs for customers who need to license multiple products or licenses. These programs often provide discounts or other benefits based on the volume of licenses purchased. They are designed to cater to the needs of businesses of all sizes, from small and medium-sized enterprises (SMEs) to large corporations, by offering flexible licensing options and cost-effective solutions. Here's an overview of IBM Volume Licensing:

Important Considerations of IBM Volume Licensing

a. Benefits

- **Cost Savings:** IBM Volume Licensing typically offers discounted pricing compared to purchasing individual licenses, allowing organizations to save money on software procurement.
- **Simplified Procurement:** Volume licensing streamlines the software procurement process by enabling organizations to purchase licenses in bulk quantities through a single agreement, reducing administrative overhead and paperwork.
- **Flexibility:** Volume licensing programs often provide flexible licensing options that allow organizations to scale their software deployments according to their needs and budget constraints.
- **Centralized Management:** With volume licensing, organizations can centrally manage their software licenses, track usage, and ensure compliance with licensing terms and conditions more efficiently.
- **Support and Maintenance:** Many volume licensing programs include support and maintenance services, providing organizations with access to technical assistance, software updates, and other benefits to ensure smooth operation of their software deployments.

b. Programs and Offerings

- IBM offers various volume licensing programs and offerings tailored to different customer segments and requirements.
- For example, the IBM Passport Advantage program provides a comprehensive licensing framework for organizations to acquire and manage IBM software licenses, including perpetual licenses, subscription licenses, and cloud-based licenses.
- Other volume licensing programs may target specific industries, product lines, or customer segments, offering customized licensing options and pricing structures to meet the unique needs of customers.

c. Licensing Models

- Volume licensing programs may support various licensing models, including perpetual licenses, subscription licenses, and cloud-based licenses.



Important Considerations of IBM Volume Licensing (cont.)

- Perpetual licenses grant organizations the right to use the software indefinitely, typically with an upfront payment and optional ongoing support and maintenance fees.
- Subscription licenses provide organizations with access to the software for a specified period, typically on a monthly or annual basis, with recurring subscription fees.
- Cloud-based licenses allow organizations to access the software hosted in the cloud on a pay-as-you-go or subscription basis, eliminating the need for on-premises installations and infrastructure.

d. Eligibility and Requirements

- Eligibility for IBM Volume Licensing programs may vary depending on factors such as the organization's size, industry, geographical location, and purchasing volume.
- Organizations typically need to meet certain eligibility criteria and requirements to qualify for volume licensing discounts and benefits, such as minimum purchase thresholds or compliance with licensing terms and conditions.

e. Partner Ecosystem

- IBM works with a network of authorized resellers, distributors, and partners to deliver volume licensing programs and support services to customers.
- Partners play a crucial role in helping organizations navigate the volume licensing process, select the right licensing options, and maximize the value of their software investments.

Overall, IBM Volume Licensing offers organizations a cost-effective and flexible approach to software procurement, enabling them to acquire, manage, and deploy IBM software licenses more efficiently while realizing cost savings and other benefits. Organizations interested in volume licensing should explore the available programs and offerings to find the best fit for their needs and requirements.



Cloud Services

IBM also offers various cloud-based services under licensing agreements. These agreements may include terms related to usage, data privacy, security, and service-level agreements (SLAs).

IBM Cloud Services encompass a wide range of cloud-based solutions and offerings provided by IBM to help organizations modernize their IT infrastructure, accelerate innovation, and drive business transformation. Here's an overview of IBM Cloud Services:

Important Considerations of IBM Cloud Services

a. Cloud Infrastructure

- IBM offers a comprehensive portfolio of cloud infrastructure services, including compute, storage, networking, and security solutions.
- **Infrastructure as a Service (IaaS):** IBM Cloud Infrastructure as a Service provides scalable and flexible infrastructure resources, such as virtual servers, storage, and networking, delivered on-demand via the cloud.
- **Bare Metal Servers:** IBM Cloud Bare Metal Servers offer high-performance, single-tenant servers with full access to underlying hardware resources, ideal for demanding workloads and applications.
- **Containers and Kubernetes:** IBM Cloud Container Services enable organizations to deploy, manage, and orchestrate containerized applications using Kubernetes, providing a scalable and portable platform for modern application development.

b. Cloud Platform

- IBM Cloud Platform offers a suite of platform services and tools to build, deploy, and manage cloud-native applications and workloads.
- **Platform as a Service (PaaS):** IBM Cloud Platform as a Service provides a managed environment for developing, deploying, and running applications without the complexity of managing underlying infrastructure.
- **AI and Data Services:** IBM Cloud offers a range of artificial intelligence (AI) and data services, including Watson AI services, data analytics, machine learning, and data warehousing, to help organizations extract insights and value from their data.
- **DevOps and Toolchains:** IBM Cloud DevOps services enable organizations to automate software delivery pipelines, accelerate development cycles, and improve collaboration among development and operations teams.

c. Cloud Software

- IBM Cloud Software encompasses a wide range of cloud-based software solutions and services designed to address various business needs and industry requirements.



Important Considerations of IBM Cloud Services (cont.)

- **Software as a Service (SaaS):** IBM offers cloud-based SaaS applications across multiple domains, including collaboration, customer engagement, marketing, human resources, and more.
- **Industry Solutions:** IBM Cloud provides industry-specific solutions tailored to the needs of specific industries, such as healthcare, finance, retail, telecommunications, and manufacturing, helping organizations address industry challenges and capitalize on emerging opportunities.
- **Integration and Middleware:** IBM Cloud Integration and Middleware services help organizations connect and integrate disparate systems, applications, and data sources, enabling seamless communication and data exchange across the enterprise.

d. Managed Services

- IBM Cloud Managed Services offers comprehensive managed services and support to help organizations optimize, monitor, and manage their cloud environments effectively.
- **Managed Hosting:** IBM Cloud Managed Hosting services provide fully managed infrastructure solutions, including servers, storage, networking, and security, with 24/7 support and monitoring.
- **Managed Security:** IBM Cloud Managed Security services help organizations enhance their security posture and protect against cyber threats, with services such as threat monitoring, incident response, and vulnerability management.

e. Hybrid and Multicloud Solutions

- IBM offers hybrid and multicloud solutions that enable organizations to seamlessly integrate and manage workloads across multiple cloud environments, including public clouds, private clouds, and on-premises infrastructure.
- **Hybrid Cloud:** IBM Hybrid Cloud solutions provide a unified platform for deploying and managing applications across hybrid cloud environments, offering consistency, security, and control across diverse infrastructure environments.
- **Multicloud Management:** IBM Multicloud Management solutions help organizations streamline management and governance of resources and workloads across multiple cloud platforms, providing visibility, automation, and control to optimize cloud usage and costs.

Overall, IBM Cloud Services offer organizations a comprehensive suite of cloud-based solutions and services to drive digital transformation, innovation, and growth. Whether organizations are looking to migrate existing workloads to the cloud, develop new cloud-native applications, or harness the power of AI and data analytics, IBM Cloud provides the tools, technologies, and expertise to help organizations succeed in today's rapidly evolving digital landscape.



Renewals and Upgrades

IBM licensing agreements typically have provisions for license renewals and upgrades. Customers may have the option to renew their licenses at the end of the license term or upgrade to newer versions of the software.

IBM Renewals and Upgrades are processes through which IBM customers can extend their existing software licenses, support agreements, or subscription services to ensure continued access to IBM products and services. Here's an overview of IBM Renewals and Upgrades:

Important Considerations of IBM Renewals and Upgrades

a. License Renewals

- License renewals involve extending the term of existing software licenses to maintain ongoing access to IBM software products.
- IBM typically offers customers the option to renew their software licenses on an annual or multi-year basis, depending on the terms of the original license agreement.
- Customers may receive notification from IBM when their software licenses are approaching their expiration date, prompting them to initiate the renewal process.

b. Support and Maintenance Renewals

- Support and maintenance renewals involve extending the coverage period for technical support, software updates, and maintenance services provided by IBM.
- IBM offers various support and maintenance options, including standard support, premium support, and enhanced support services, each with different levels of coverage and service levels.
- Customers may choose to renew their support and maintenance agreements to ensure continued access to IBM support services and software updates, helping to maintain the stability, security, and performance of their IBM software deployments.

c. Subscription Renewals

- Subscription renewals involve extending the term of subscription-based services provided by IBM, such as cloud services, SaaS applications, or managed services.
- IBM typically offers customers the option to renew their subscriptions on a monthly, annual, or multi-year basis, depending on the terms of the original subscription agreement.
- Subscription renewals ensure continued access to IBM cloud services and other subscription-based offerings, allowing customers to maintain their digital infrastructure and business operations without interruption.



Important Considerations of IBM Renewals and Upgrades (cont.)

d. Upgrade Options

- Upgrade options allow customers to transition to newer versions or editions of IBM software products to access enhanced features, capabilities, and performance improvements.
- IBM may release new versions or releases of its software products periodically, offering customers the opportunity to upgrade their existing installations to the latest version.
- Upgrade options may be included as part of software maintenance agreements or offered as separate upgrade licenses, depending on the terms and conditions specified in the original license agreement.

e. Renewal Process

- The renewal process typically involves contacting IBM sales or customer support representatives to request a renewal quote or proposal.
- IBM may provide customers with renewal notices, reminders, or proactive outreach to facilitate the renewal process and ensure timely renewal of licenses, support agreements, or subscriptions.
- Customers may need to provide information such as their contract or agreement numbers, license keys, or other identifying details to initiate the renewal process.

Overall, IBM Renewals and Upgrades provide customers with the flexibility to extend their existing software licenses, support agreements, or subscription services to meet their evolving business needs and maintain ongoing access to IBM products and services. By renewing their agreements and staying up-to-date with the latest software versions and support offerings, customers can optimize their IBM software investments and maximize the value of their technology infrastructure.



Conclusion

In conclusion, this guide provides valuable insights into navigating the complexities of IBM software licensing, offering a comprehensive overview of key concepts and best practices.

It explores the various types of IBM licenses, including perpetual, subscription, and cloud-based models, and delved into different licensing models such as named user, processor-based, and capacity-based licenses. Additionally, it addresses common challenges in license management, from procurement to compliance verification, and offered practical strategies for mitigating risks and maximizing value.

Managing software licenses is more than a compliance task—it's a strategic endeavor that directly influences your organization's ability to innovate and compete. By understanding IBM's licensing landscape and implementing best practices for license management, you can optimize your software investments while minimizing compliance risks.

Moving forward, it's essential to apply the knowledge gained from this guide to optimize your organization's licensing strategy. By leveraging industry best practices and engaging with trusted advisors, you can ensure that your licensing approach aligns with your business objectives and priorities, driving efficiency and minimizing compliance risks.

As you continue your licensing journey, remember that knowledge is power. Stay informed about industry trends, leverage available resources, and seek guidance from trusted advisors to ensure your licensing strategy aligns with your business objectives.

About Miro Consulting

Miro Consulting specializes in Oracle, Microsoft, IBM, Salesforce, AWS and Adobe audit defense, contract negotiation as well as license optimization and management. The depth and breadth of Miro's enterprise software licensing experience has served its clients through vendor audits, migrations, procurement, and contract negotiations as well as generated unprecedented value from existing software obligations. Since 2000, Miro has helped hundreds of organizations optimize their total cost of ownership by saving companies millions of dollars. Miro offers its expertise in the form of industry education through a variety of resources – from white papers to live webinars.

Performance Guarantee

Miro's no risk **Performance Guarantee** is that the amount of cost savings that we uncover will be more than our fees.

More Information

After reading this guide, if you feel that you need more information, please call or email us. The contact information is on this page. If you are not sure what makes sense for your business, we would be happy to send more information so you can make the best possible decision.

Contact Us

Miro Consulting

ONLINE:

MiroConsulting.com

PHONE:

(732) 738-8511

EMAIL:

contactus@miroconsulting.com

MEETING:

[Schedule a meeting with us](#)

ADDRESS:

167 Main St.

Woodbridge, NJ 07095