



IBM BASELINE SERVICE

TRANSPARENCY IN YOUR IBM DEPLOYMENT & ENTITLEMENT POSITION




ANALYSING AND OPTIMISING YOUR IBM SOFTWARE LICENSES



The IBM's Passport Advantage (PA) software portfolio is extensive. It consists of many different brands and products and uses a large variety of different license metrics. When your company wants to be in control regarding all IBM software assets, and wants to be compliant adhering to business governance practices, the IBM Baseline Service may be highly beneficial to your organisation.

With this service Softline Solutions will provide you with transparency in the IBM effective license position of your organisation. Softline Solutions is not a IBM Software reseller and therefore has no conflict of interest in the outcome of the IBM Baseline Service.

In three steps the transparency you need to save on IBM license fee!

-  **Step 1:** Analysing the deployment position
-  **Step 2:** Analysing the entitlement position
-  **Step 3:** Presentation of final report & Effective License Position (ELP)

All IBM products can be included, such as:

- | | |
|-------------------|------------|
| ✓ Cognos | ✓ Rational |
| ✓ Tivoli | ✓ Maximo |
| ✓ WebSphere | ✓ SPSS |
| ✓ Lotus | ✓ Unica |
| ✓ Content Manager | ✓ TM1 |
| ✓ DB2 | |

WHY SHOULD YOU CONSIDER DOING AN IBM BASELINE SERVICE?

- Becoming compliant regarding IBM software licenses
- Optimise your (yearly) cost on IBM Subscription and Support (S&S)
- Be prepared in case an IBM audit should occur
- Adequate focus on IBM license management within your organisation

STEP BY STEP APPROACH TO IBM LICENSE OPTIMISATION:

Step 1: Analysing the deployment position

- Server based (PVU) deployments
- User based deployments

Softline Solutions will work together with you to analyse the current IBM software deployment position.

On top of your current tooling (ILMT, etc.) for **server based** (PVU) deployments Softline Solutions can make use of other tooling to analyse current deployments. The tooling will run temporarily on your infrastructure via scripting. For **user based** deployments defined Active Directories will be analysed to determine user based (authorized user, named user, concurrent user etc.) deployments. IBM software Products (included in the scope) with other specific metrics will also be investigated.

Step 2: Analysing the entitlement position

- Analysing current IBM software entitlement position
- Analysing PA with latest renewal quote

Softline Solutions will analyse your current IBM software entitlement position. Your Passport Advantage (PA) overview (agreements and sites numbers) in combination with your latest renewal quote of IBM will be analysed. Products still in Flexible Contract Type (FCT) will be included in the current entitlement position.

Step 3: Presentation of final report & Effective License Position (ELP)

- Explanation actual deployment & entitlement position per product
- Advice on metric changes & conditions

Softline Solutions will provide a **final report** with a description and explanation of the actual deployment and entitlement position per IBM product and applicable metric. Further advice on metric changes, re-instatements, Subscription and Support (S&S), sub-capacity conditions, correct housekeeping, temporarily used, Backup Use Defined etc. will be given as well.

An ELP (**Effective License Position**) will be provided to give a compliance position overview (over and under deployed) per scoped individual IBM product.

Onsite **presentation** for stakeholders.

EXAMPLE OF THE BUSINESS CASE FOR THE BASELINE SERVICE:

Profile organisation X:

- 3000 employees
- 10 different IBM products
- 200 servers
- 3 countries with IBM software deployment
- 3 PA agreements
- Yes, FCT products are being used
- Yes, the environment is virtualised
- Yes, there are user & PVU based products

Needed resources & costs:

Internal organisation resources needed:

- Technical personel (2 days)
- Project manager (2 days)
- License manager (2 days)

Baseline Service fee for organisation X:
12.000 EURO

Duration & outcome:

Duration of the Baseline Service is:

- Approximately 4–6 weeks

Expected outcome:

- Becoming compliant regarding IBM
- Well prepared when an audit occurs
- Optimising costs

ABOUT SOFTLINE SOLUTIONS

Softline Solutions is Europe's leading international & independent Software Asset Management expert. Creating transparency in software assets and defining the long-term SAM strategy with corresponding short-term actions, will help organisations to achieve **Compliance**, **Control** and **Cost savings** for their IT. The years of experience and expertise in the field of Software Asset Management offers customers a unique step-by-step approach fully based on best practises and the ISO/IEC standard for SAM. The Northern Europe organisation is part of the Softline Group with subsidiaries in the Netherlands, Belgium, United Kingdom, Germany and France. The Softline Group is specialised in Software Asset Management, Information- and IT-Security, Digital Workplace and Cloud & Future Datacenter and is a multiple award-winning organisation and certified implementation partner for numerous software publishers.

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