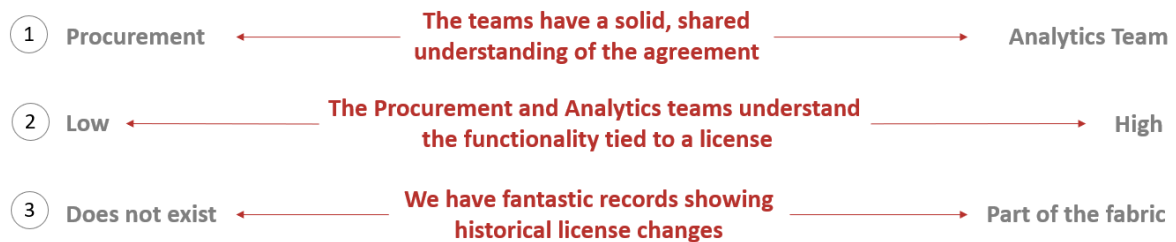## License compliance is serious business

License non-compliance is a risk for most organizations. If you have not been audited, the risk simply hasn't become an issue for you *yet*. Most audits end up with the customer paying IBM and represent a large financial risk. Settlements can easily be six to seven figures.

Take this simple survey

In a 2022 survey of 50+ conference attendees, 75% scored low enough to indicate that license compliance was an issue for their organization. Attendees were asked to rate their organizations on the following three factors on a scale of 1 (worst) to 10 (best), with a thirty (30) point maximum:

1	Procurement	**The teams have a solid, shared understanding of the agreement**	Analytics Team
2	Low	**The Procurement and Analytics teams understand the functionality tied to a license**	High
3	Does not exist	**We have fantastic records showing historical license changes**	Part of the fabric

Scores below twenty-five (25) indicate that the organization is at risk. What is your score?

Change Events Impact Licensing

Three factors contribute greatly to a company's license status:

1. Role Changes - Each time a person changes roles (i.e., onboard, offboard, or change of position), licensing may be impacted. Industry statistics indicated that about 30% of your workforce changes each year.

2. New Versions – The IBM Cognos license matrix changes regularly. New features and capabilities change with each release. It is complex.

3. Annual Agreement Changes – Your agreement with IBM may have annual changes that the Procurement and Analytics Teams need to pay attention to.

Two Methods for Addressing Compliance

Build It – Do It Yourself (DIY)

Many customers follow a process like this to address license compliance:

- Recognizes compliance risk and allocates resources to address the issue
- Attempt to build an internal license tracking system
- Ultimately system is too difficult to administer and is bypassed
- Customer is audited and found to be non-compliant

Total Cost = Internal Resources + Settlement

Buy It – Do It for Me (DIFM)

Attain Insight has built a License Compliance software and reporting solution (**S4X**) that addresses:

- Changes in IBM licensing that occur from version to version
- Establishing a licensing baseline and collecting control records each time a person changes roles
- Consistent use of license controls in real-time, eliminating the need for tracking in multiple places
- Making provable audit a reality through comprehensive audit reporting and controls

Total Cost = Software + Training

In conclusion, being passive about license compliance can be costly. Check out S4X because it is the *only solution in the world* that holistically addresses IBM Cognos License Compliance.

If you would like to know more about S4X, please visit us at www.attaininsight.com or contact:

Paul Gundersen
paul.gundersen@attaininsight.com
Mobile #: 610-308-5450