Insight

SMARTSPLA powered by Octopus

How SPLA control can improve your business

The SPLA challenge

In discussions with partners we found that for almost **70%** it is a serious challenge to collect and consolidate all relevant data under the SPLA contract month after month. Nearly **50%** say they do not have a dedicated internal licensing team, in which case SPLA reporting is a monthly side task of one of the employees. During this process, mistakes are easily made and repeated month after month on the basis of previous assumptions, irrespective of the size of the company or the expertise of the team.

Strange? Not really. Licensing is complex – SPLA is no exception – and requires fully up-to-date knowledge. How can Insight help you to be in control of your IT environment and be compliant at all times?

SPLA – Business benefits

How does SMARTSPLA benefit your business?	• **Removes** administrative burden. • Helps you **avoid or lower expensive settlements** after software audits. • **Earns money** because your customers are correctly billed for what they use. • **Boosts** your existing IT department with direct access to licensing support and specialist skills. • **Frees up your IT department** to focus on business growth through innovation.

The Pains
Monthly reporting

Every month you must collect and consolidate all data and report usage under your SPLA license. For most service providers it is a big challenge to track the use of licenses by customers, large and small, and spread all over the country or even abroad and to manage the appropriate user rights. Even if they have a tool, it is quite a burden to keep the administration up-to-date and to have all relevant documents available at the right time. And there is the risk that you will have to pay extra fees if you miss the reporting deadline.

Top 10 mistakes on licensing usage reporting

1	Internal use not declared/mixed environment
2	Active Directory management
3	Windows OS desktop
4	Customer Mobility declaration
5	CORE calculation
6	Active Directory management
7	End users reporting more than $1,000
8	License Mobility
9	Test & Development environment
10	Shadow IT installations

Lack of knowledge or experience

Depending on size of the company, service providers often feel they lack knowledge or experience. Large companies may have licensing teams, but they also often have many different vendors, all of them with their specific licensing regulations and procedures to bear in mind. Medium to small-sized businesses usually have an employee who is responsible, but who can hardly be expected to maintain the extent of knowledge on his or her own needed to be on top of all the compliance and regulations rules.

Money drain

Discussions with partners showed that more than 50% of them expressed concern that they do not have complete control over their IT environment and Shadow IT installations. It is a complicated world out there and bringing in new customers very quickly can put you in an uncomfortable position with unnecessary risks. You may not even know that your customers have added/imported software that go beyond the licensing rules. Your company is losing money month after month, unintentionally, simply because of under-billing.

An unpleasant surprise: the software audit

Sooner or later, Microsoft comes to the door for a software audit. If you have already been audited, you may have been confronted with additional settlements to the vendor – often large sums of money – due to, for example, errors in software usage. Additional software may have been added to your environment without your knowledge. Who wants to lose money due to the lack of control?

The gains

Be compliant, lower your TCO and stay in full control of your business.

SMARTSPLA powered by Octopus relieves you from all concerns regarding compliance and Shadow IT installations, software audits and unexpected, expensive post-audit settlements. Helping you optimise your IT process and increase control, entirely to your demands. From providing you with a smart SPLA management tool and additional training to guide you further with your SPLA obligations. Under-billing your customers, over-paying for software that you do not really use or running a significant audit risk for installations that are beyond your control, are things of the past. You are in control of your business again. You are sure that you will comply with all applicable licensing rules and regulations every month, billing your customers correctly, while at the same time reducing your total cost of ownership (TCO).

SMARTSPLA

Insight offers a tooling Soluiton and also a range of services from onetime projects like HealthCheck, Baselines, Audit Defence Support, SPLA in-house training, Cloud Assesments to BusinessCare: a service highly customised to your specific needs.

Tool to ease your monthly reporting activities

We provide you with the toolset to ease your monthly activities both towards Microsoft and towards your customers (such as individual billing, etc.). We can further assist your in-house team with licensing support and risk expertise as add-on services.

Tool combined with a yearly risk assessment or BusinessCare

We provide you with the toolset and also perform a yearly baseline to identify potential areas of risks or 'black spots' of possible missing billing towards your customers. We can further assist you with further services such as BusinessCare as add-on service

Insight - five reasons

Insight has a team of highly qualified licensing experts who aim at helping their service providers by converting data into meaningful values, by optimising and reducing the number of applications and systems with the best possible licensing models, customised to the business.

Choose Insight if you want to remove the administrative burden of monthly SPLA reporting, if you want to be sure to be compliant, without under-billing your customers or overpaying for unused software, and if you want to avoid expensive post-audit settlements.

1	Specialist knowledge and a full century of industry experience, hardly achieved by any individual business.
2	More than 20 years of experience as a reseller and licensing solutions partner.
3	Worldwide coverage: we work in any location where your customers are.
4	Customised services to suit the needs relevant to your business.
5	SMARTSPLA to be in control of your IT environment.

According to the expert…

"Based on my years of experience, I know the importance of managing IT risks and compliance. Insight has a team of highly qualified licensing experts who to help service providers with the best possible licensing models, customised to the business and regardless of company size or internal licensing expertise. We are very proud that we can help our partners to lower their TCO and stay in full control of their business and that we are able to relieve them from any worries about compliance and shadow installations, software audits or unexpected, costly postaudit settlements but also we can support them in the transformation into the Cloud, finding new ways forward"

Elisa Ghizdavcich
EMEA Product Manager Cloud Acceleration

Contact your dedicated account manager for more information.

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