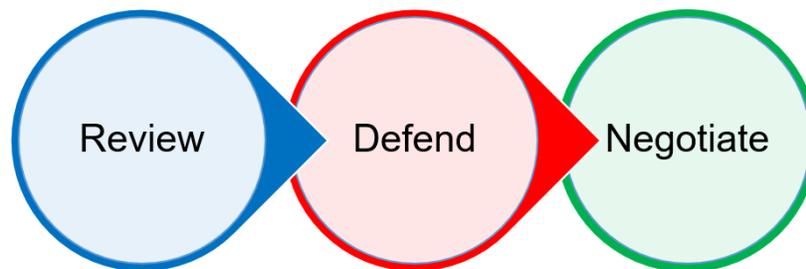


## Software Licence Audit Defence – Service Description

Cortex Consulting is an independent software licence consultancy, specialising in tier 1, data centre and cloud software vendors. As a truly independent consultancy, our clients' needs are always our priority; not those of the software industry. Because of our collaborative approach, our services are matched to your needs and we put you in the driving seat when it comes to audit negotiations with vendors.

### How Does it Work?

Software vendor audits are becoming increasingly common, as many vendors seek to generate increased revenue from traditional on-premise software deployments. Over the years, our consultants have supported our UK clients, across a range of industries, to realise hundreds of millions of pounds in cost savings and avoidance. We have extensive experience of defending audit positions against many major vendors – including Microsoft, IBM and Oracle – and can support you with achieving the best outcome for your organisation. This is achieved by ensuring we fully understand your software deployment and entitlements data and applying our knowledge of vendor audit practices.



#### Baseline Review

With the unique skillsets and insights of our consultants, we will map your current estate, put together a full licence position – showing what software you are using, where you are using it, highlighting risk and inefficiency – to support your IT strategy and enable you to take the right decisions.

#### Audit Defence

We can help you understand where you can optimise your data centre licensing to reduce any unnecessary costs as the result of a software vendor audit. Our industry-leading expertise in software licensing and vendor negotiation will support you in any audit situation to leave you in a good place to transition to the cloud.

#### Negotiation

Software vendors will frequently be angling for a particular outcome from audit negotiations, often pressuring an organisation into buying cloud services. With us in your corner, you can be sure to negotiate from a position of strength, ensuring that you achieve the outcome your organisation wants.

### Further Information

Contact us at [enquiries@cortexconsulting.uk](mailto:enquiries@cortexconsulting.uk) to find out more about what we can do to support you with vendor audits of all shapes and sizes.