



"PCProfile offers practical technology tips aimed at helping you use your PC business systems more efficiently."

Software Compliance

In today's fast paced and tough economic climate we know that CEO's face a significant number of challenges across a broad spectrum of topics.

One of those challenges – Software Compliance, is often not well understood and yet there are significant issues and risks you need to be aware of for your organization.

We know that Software compliance is not high on your agenda, but here is a key question – do you know what you are expected to comply with, when the term Software Compliance is used?

In simple terms, it means complying with the “terms and conditions” of the software licenses that are supplied when you install software on the systems.

So, What Are You Complying With?

Compliance with what? - the EULA/PUR/VLA - you have to be kidding!

Based on what we know about End User Licensing Agreements (EULA) it is almost impossible to comply with any EULA, and in many instances, Product Use Rights (PUR) and Volume Licensing Agreements (VLA) are no easier to comply with!

The problem is exacerbated further as the original EULA/PUR/VLA that you agreed to as "accepted" (and probably didn't read!), has altered many times during the course of patches, fixes and upgrades.

When you multiply this by the hundreds of software packages installed on your systems, all with varying license conditions, we can easily demonstrate that your organization is faced with an impossible task when it comes to software compliance.

It's Time To Take A Stand!

We firmly believe that is time for CEOs to stand up and tell the software vendors that they need to change their licensing practises, irrespective of whether they call them EULAS, PUR's/VLA's. Why?

We know that your core business is NOT software compliance auditing and monitoring of software. This is NOT the reason you operate and run a business. Your senior management and stakeholders have other goals and objectives!

The issue of software licensing is very complex and it's about to become a whole lot more complicated with Cloud Computing and Virtual machine environments, so we believe that it's time to act now to force some changes that will bring you long term benefits.

Licenses are full of “mumbo jumbo”

The real issue with software licenses for most organisations is that they are full of legal mumbo jumbo, often written by legal personnel who have no real world appreciation of what it takes in the end user community in terms of complying with the terms and conditions.

If these legal personnel had to come and work in your business for a week and conduct software compliance audits under the terms that you face as the licensee, then we are certain they would collapse in a blubbing mess, realizing, for themselves, that these licenses are VERY DIFFICULT, IF NOT IMPOSSIBLE to comply with!

How to Fix the Problems You Face!

It is high time that the software industry was confronted with issues that you face as an organization.

To fix the problems you face, CEOs worldwide need to bring pressure to bear by insisting that the software industry start by simplifying and coming up with, as a bare minimum, a common structure for software licenses.

Given the Business Software alliance claims to represent 80% of the largest software vendors, “i.e. the ones who will come after your organization if you are caught infringing license conditions”, then we have drafted a letter from the CEO to the BSA requesting they bring about changes to the software license structure and simplify it so that your cost of compliance and risks are reduced.

To make the vital changes needed we urge you to download a copy of the letter listed below and add your organization logo/letterhead (you can amend the text if you see fit) and send it via fax to the Business Software Alliance as soon as you can to raise up the groundswell needed.

- Letter from the CEO to the Business Software Alliance to bring about change! Email us if you wish to use an RTF version to tailor to suit your style/logo at pcprofile@pcprofile.com

See Through the Haze

If you wish to dive deeper into Software Compliance Issues here is a number of feature articles as “guides to help you and your staff see through the haze”:

- Why Software Licenses could be deemed Defective
- Things that you should NO LONGER do when it comes to Software Compliance

Not Sure What is On Your Systems?

Failing to recognize and act on what you discover during an audit places you at risk!

If you wish to Discover what is actually on your systems contact us at pcprofile@pcprofile.com today.

We will send you a FREE 1 page Acceptable Use Policy and Discovery Snapshot Audit which runs from USB, no installation, no training required and the User Manual is 1 page. Did we mention it was free?

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About the Author - PCProfile is an Adelaide based company with over 30 years practical computing experience in small, medium and large enterprises and offers managers and business owners in SMEs, and SOHO businesses practical tips and advice on how to get the best out of the technology used by your SME/SOHO business.

Rob Harmer is the owner of PCProfile and specialises in providing practical and relevant advice on Technology issues that are relevant for managing your business. For the last 19 years he has been a champion for anti-piracy advice and activities assisting businesses with keeping their systems compliant in the face of piracy of software. During the 1998 to 2000 years he played an active role with pragmatic advice for Year 2000 issues worldwide for PCs and managed the successful transition for a major high profile Year 2000 activity (covering 2 million lines of code and substantial legacy assets) at a defence site in Australia.

He has been running his small business PCProfile continuously since 1991 and has won prestigious IT awards in SA in 1994 and 1999 for IT excellence. Rob has published numerous articles on overseas audit community web sites and has been a contributor to the National Accountant IT section as well as other publications overseas. He has occupied various roles as a Senior Executive Manager with almost 40 years experience in computing at various levels, with significant achievements in all aspects of business management, finance accounting and commercial agreements, process mapping, risk management, staff development, coaching and training managers, organisational and cultural change, and business process improvements.

Presenter Bio can be seen at www.pcprofile.com/resume.htm

PCProfile also runs seminars on technology topics for SME and SOHO business owners.

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