



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

Things that you can do To Reduce The Costs of Software Compliance

Why Bother?

After 20 years of the Business Software Alliance (BSA) offering everything but a solution to the issues you face with software compliance due to software piracy, we feel that it is vital that CEO's across the world stand up and make their voice heard together.

Why? To make the software vendors simplify software licenses and also to generate a solution that allows you minimize your costs of ownership of systems in a manner that also allows you to easily, and for minimum cost and effort, demonstrate software compliance.

Can you afford to operate in an environment whereby you run the risk of reward schemes promoted by industry bodies such as the BSA that leave it open for employees or ex-employees to set themselves up to claim a reward (or be very disruptive at the least) by doing things to your systems in a manner that you cannot easily detect, monitor and control?

We know that your business has much better things to spend your scarce resources on and PCProfile is of the view that you are shouldering unfairly the burden of the failure of the software industry to deliver robust software to your systems in a manner that protects your interests.

The BSA's Education and Enforcement approach is NOT an acceptable answer for your organization as it does not provide any management solution to the issues faced or any tangible benefit to organizations in terms of trying to meet and comply with impossible and unrealistic ever changing license conditions to satisfy software compliance.

10 Steps to Reduce the Cost of Software Compliance.

1. Drive an Acceptable Use Policy for SAM and ITAM across your organization
2. When conducting software audits ensure that all software is checked and not just the Microsoft licenses
3. Resist the urge of IT staff to use tools that use software identification libraries that generate false positives
4. Resist the development of in-house audit tools that use only the registry and/or add/remove programs as these do not give a complete picture
5. Use the existing software audit tools that may already exist within your business
6. Stop the repeat buying of software licenses for many different types of audit tools
7. Insist that software audits are conducted in a fast and efficient manner
8. Insist that software inventory results are reconciled to both proof of purchase records (original invoices) and to software licenses and to media in terms of upgrades etc
9. Insist that software license conditions are changed to make them simpler and easier to comply with
10. Keep senior management current on the state of software installations and currency of licensing

Read The Ts and Cs!

People never read the shrink wrap licensing in the 90's, and they also don't read the click (Accept Here) version today.

Make sure you are aware of the terms and conditions of all software licenses and if you aren't happy with them tell the software vendors that you want them explained in plain English, with any ambiguous or unenforceable elements amended or withdrawn.

If they can't or won't tell you and demonstrate what the various aspects mean then maybe it's time to look at Open Source software! Yes, we know that doesn't come for free, despite all the guru's trying to tell you otherwise, but the costs of compliance are likely to be lower than for commercial off the shelf software for some sites!

Prophetic Words from Microsoft?

The following quotes from a recent blog post by Ray Ozzie, Chief Software architect at Microsoft on future directions for Microsoft and computing in general take on a different context when applied to software licensing issues-

“Organizations worldwide, in every industry, are now stepping back and re-thinking the basics; questioning their most fundamental structural tenets. Doing so is necessary for their long-term growth and survival.”

“Those on the outside can strongly influence, particularly with their wallets.”

Source: http://ozzie.net/docs/dawn-of-a-new-day/?goback=%2Egde_858217_member_33192453%2Egde_858217_member_33340626

As a CEO you are experienced at “stepping back and re-thinking the basics”.

We know that you constantly “challenge fundamental structural tenets”.

And we know that you are in a position “on the outside” to the software vendors and can “strongly influence, particularly with their wallets.”

We believe that if we all joined up and sang from the same hymn sheet we could bring about changes that have a lasting impact on software licensing that will reduce your cost burden.

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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