

## Things that you should NO LONGER DO when it comes to Software Compliance!

### 1<sup>st</sup> – Realise you might be wasting money!

Based on our observations at many organizations over the last 20 years, we believe that you could be wasting significant amounts of money on Software Asset Management (SAM) and IT Asset Management (ITAM) programs.

In many instances SAM and ITAM programs do not address the issue of software license compliance to the extent that is needed to reduce your risk of being trapped with unlicensed copies of software.

We have seen many instances where your money could be far better utilised and expended, for reduced cost, if only the software licenses were made easier and simpler to administer!

### Then, Consider these 7 Steps!

Due to the way that software licenses are constructed and the manner that software is deployed, your organization should NO LONGER;

1. act as the gatekeeper for software license management whilst the structure and legal intent of software licenses keeps altering under your noses.
2. act as the gatekeeper for software licenses that contain conditions that are impossible to comply with, by any reasonable stretch of the imagination!
3. bear the brunt of costs that may be escalating out of control based on pressures and demands to remain compliant to software installations that are very difficult, if not impossible to manage in the manner that software packages are licensed to end users and organizations.
4. shoulder unfairly the burden of software compliance due to the failure of the software industry to deliver and deploy robust software to your systems in a manner that protects your interests.
5. keep installing different and new versions of SAM and ITAM tools based on personal preferences of IT personnel.
6. pay annual maintenance for software identification libraries that result in false positives.
7. tolerate operating in an environment where industry bodies such as the Business Software Alliance promote reward schemes 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.

# You Are A Victim!

As an organization we are aware that you do not set out to pirate software, but we know that you do find it difficult to manage software compliance especially when the priority for IT tasking ranks software auditing and compliance very low in the overall scheme of daily operating requirements.

PCProfile believes that organizations world-wide, are shouldering unfairly the burden of software compliance, inefficiently and at great expense, due to the failure of the software industry to deliver robust software to systems in a manner that protects your interests.

## Your Core Business is NOT Software Compliance!

We know that your core business is NOT software compliance audit and monitoring of software. This is NOT the reason you operate and run a business. Your senior management and stakeholders have other objectives that need to be met.

***You have much better things to spend your scarce resources on.***

## 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](mailto: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](http://www.pcprofile.com/resume.htm)**

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