Enterprise
Entitlements
Management

Eliminating the Roadblock to
Successful Software Asset Management

"I have good relationships with software vendors, software business processes that are working and discovery data with more information than I can handle. Why must I pay consultants to figure out our license compliance and to satisfy the auditor?"

You don't!

Eracent's EnterpriseEM™ is the unique entitlements management tool that takes on the hard job of creating that license compliance information without the consultant. EnterpriseEM analyzes your license position utilizing any source of automated procurement data and any automated software inventory data. Eracent's industry leading software signature knowledgebase is applied to both the purchasing and inventory data creating an automated, reconciled inventory. EnterpriseEM is the only product on the market to successfully automate the unique twists and turns in software licensing, ensuring an accurate assessment of your license position. With powerful mapping and integration capabilities, EnterpriseEM is the missing piece that makes software asset management affordable to manage and a source of savings, not risk.

ENTITLEMENTS MANAGEMENT OVERVIEW

Leadership concerns	EnterpriseEM provides answers to:
Security and control	>> What software is being used? >> Where is it being used? >> How is the software being used? >> What is the impact of uncontrolled software installations on the effectiveness of security measures?
IT governance	>> Is software available to the correct people, the right way at the right time? >> Are reports available tying purchasing to consumption? >> How is the variance between entitlements and consumption analyzed? >> Is there adequate documentation of software needs for disaster planning and other corporate initiatives?
Compliance	>> Are license counts and usage in compliance with contracts? >> Are licenses deployed according to the appropriate agreement? >> Are bundled software packages properly inventoried and reconciled?
Accountability	>> How can the risk of unnecessary software purchases be reduced? >> Can software expenditures be justified against deployed? >> Are tactical and strategic documents provided to all levels of management? >> What is the exact financial cost or risk of over or under licensed packages?
Financial planning	>> Is the current license commitment available to leverage in negotiations with vendors? >> Can the scope of software license management be expanded without an increase in personnel? >> Is there a less expensive upgrade path that can be used to acquire more licenses? >> Would a site license be more cost effective? >> What is the financial impact of changing operating systems?

ROI BEYOND COMPLIANCE

Entitlements management offers even more ROI by enabling the organization to identify over-purchased software. By highlighting specific excess applications and upgrades, the IT department has the right information to share with Procurement to direct acquisitions and negotiations. The company can effectively avoid new purchases, redistribute the existing software inventory or adjust maintenance costs to better reflect actual software utilization. To calculate ROI for over-purchasing, take a sample of a major title and estimate the number of licenses not in use. Add up the costs, including initial purchase costs, the yearly maintenance costs and the expense for additional upgrades along with the administrative costs to manage the software. Multiply that savings by even half of the software titles in your organization to truly appreciate the value of EnterpriseEM*.*

Eracent's EnterpriseEM product addresses the fundamental issues of all software asset management programs and helps IT leadership achieve their goals.

Managing software as license entitlements begins with tracking purchases of software and comparing that data to the installed software. Purchase data is the only true source for tracking what the organization has acquired. EnterpriseEM coordinates and consolidates purchasing data from multiple sources with the built-in ability to map multiple software product nomenclatures into a single common naming convention. EnterpriseEM rules-based functionality is critical to translating purchases into data that is meaningful to the organization, using the same naming conventions and groupings developed by the Eracent signature team for inventory data.

Without extensive scrubbing, inventory data that is reported by discovery tools other than Eracent's EnterpriseAM is hard to use for license analysis. EnterpriseAM, the Eracent inventory and discovery tool, has a built-in software knowledge engine that turns software data into easily reportable licensed titles and versions.

However, if your organization has invested in another discovery tool and prefers to utilize that tool, EnterpriseEM accepts input from any discovery tool. With the Universal Translator Module option, the software knowledge engine is applied to your inventory data, transforming the data into titles that are easy to analyze against purchase records.

With EnterpriseEM, applying the ever-changing rules of software licensing to data is automated and provides the relational glue between purchasing and inventory data. Rules for suites, bundles, platforms, versions, maintenance upgrade paths and downgrade choices in every possible combination are automated and applied by EnterpriseEM to yield an accurate compliance report.

No other solution has the capacity and flexibility to comprehensively address multiple licensing models all within a single easy to use intuitive solution. EnterpriseEM is already configured to handle the most demanding licensing models, such as:
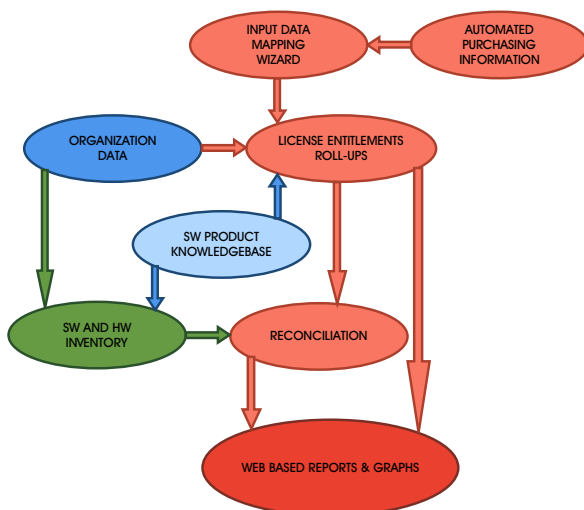
>> *Enterprise*
>> *Site licenses*
>> *Server/Device based licenses*
>> *Processor based licenses*
>> *UPU based licenses*
>> *Named User licenses*

Capable of handling any licensing type, regardless of complexity, EnterpriseEM offers a unique business intelligence view of licensing instead of the license counting approach offered by the competition. With the web-based reporting capabilities, EnterpriseEM provides easy access to this valuable and accurate information to support business decisions such as refining the standard image, reducing over purchasing and taking advantage of upgrade options and permissible use of prior versions. EnterpriseEM expands the scope and value of your software asset management program without an increase in staff.

THE EnterpriseEM ADVANTAGE

Simplicity - The arduous task of reconciling software license ownership and software use is simplified and becomes repeatable and sustainable. Before software licenses can be analyzed against the installed or 'deployed' software, the difficult task of coalescing purchasing data into an inventory of entitlements with their associated privileges must be completed. With EnterpriseEM, the task is aided by easy to use mapping tools, excellent integration capabilities and built-in functionality to host the myriad of special circumstances that accompany software use.

Efficient – EnterpriseEM software license reconciliation can reduce the time it takes to perform this reconciliation up to 80%-90%. If the time and resources saved is used to expand the number of vendors and licenses managed, the organization can increase the benefits accrued from software asset management even further. Licensing managers, given the opportunity to retire their spreadsheets or home-grown databases, can leverage their understanding of the structure and the role that each software title has to support the goals of the organization instead of continuing to scramble to end the chaotic record keeping that accompanies a dynamic environment. Efficiency is further enhanced by the extensive report capabilities of the web-based user interface and supported by a powerful SQL server database.

OUT OF THE BOX

With EnterpriseEM, software license management is accurate, repeatable and sustainable. Highlights of key features that EnterpriseEM offers are:

>> Accepts data from disparate purchasing systems
>> Provides a common naming convention
>> Reconciles license types, bundled software, suites of software
>> Manages volume licensing programs
>> Monitors upgrades, downgrades and allowances for old versions
>> Uses inventory data from any inventory tool including Microsoft SMS™
>> Applies the Eracent software knowledgebase to any data source
>> Identifies over and under-licensed products in a single report
>> Provides reports structured by any selection criteria
>> Enables full license management with a small staff size in efficient timeframes
>> Provides hot links for drill down reports to view details of software installations
>> Provides multi-level security controls

Strategic Advantage - A centralized view of the software position is a critical component to maintaining a controlled and accountable software asset management program. Typically, purchasing is being performed by many different authorities, each one attempting to make correct decisions. Unless the consequences of these decisions are viewed centrally, the answer to how well the processes are working is impossible to answer. With EnterpriseEM, a standard template aggregates diverse sources of procurement data, creating an organizational view for strategic analysis.

With the reporting available in EnterpriseEM, management has the fundamental information necessary to manage software as a portfolio asset, as a service to their internal customers and to maximize ROI through improved budget and risk decisions making.

Contact Us At:

Phone: +1.908.537.6520
Email: sales@eracent.com
EMEA Sales & Product Information:
London , UK
+44 (0) 1702 340565
Email: sales.emea@eracent.com
Corporate Headquarters:
Eracent, Inc.
8133 Easton Road
Ottsville, PA 18942
Email: info@eracent.com
www.eracent.com