# DAY 2 : Are you ready for the next audit from your major software vendors and how to save costs!

**What are the typical triggers that cause a software audit by the different vendors?**

- Mergers & Acquisitions
- Purchasing Behavior
- Knowledge from your internal organization?
- Others

**A so called "audit – notification" letter has been received. Whats next?**

- Audit Response letter – What should you say?
- Audit Defense team – Who should be engaged?
- Joint Audit & Project Plan – What are you going to do?

**For Microsoft, IBM, Oracle and SAP the following areas will be covered regarding audits.**

- What entitlement documents should be taken into account?
- Are there different types of audits? If so, what differentiates them?
- What are the different phases of a Microsoft audit?
- What methodologies/scripts are being used during a Microsoft audit?
- What are the most common compliance issues seen?
- Best practices

**Other Software vendors Audits:**

In this session it is up to the participants to bring up other software vendors to be discussed. Examples are Tibco, VMware, Quest, Veritas and Adobe.

**Software – How to save costs?**

The general assumptions are:

- If your software requirements remain the same, you continue to pay the same.

- If your software requirements increase, you will need to pay more.

- If your software requirements decrease, you will pay less.

A logical way of thinking, but most times in practice, it turns out to be incorrect. Often your recurring costs will increase, even if your software requirements remain the same or

decrease. Causing a headache for many CIOs and CFOs that typically all have the objective to deliver the appropriate service against lowest costs.

The objective of this session is to explain why support maintenance costs related to software programs in general continue to increase and what options can be considered to start saving costs.

We will encourage an ongoing dialogue during the training.