



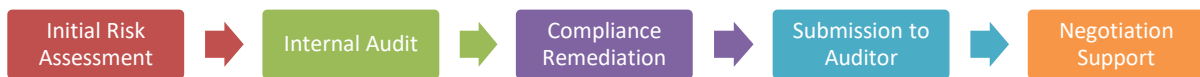
The IBM License Audit Defense service provided by License Hawk addresses the scenario where your organization has received notice of a license review from an IBM Business Partner (soft audit) or a full compliance audit from a IBM Audit partner such as KPMG, Deloitte or EY.

The IBM License Audit Defense service can start at any stage in the lifecycle of an audit. The earlier we are engaged the more time there is to remediate any problems found and the lower the final cost to an organization.

IBM License Audit Defense activities include:

- Quickly establishing the size of the financial risk.
- Helping you understand your effective license position (ELP) before the auditor has received any evidence.
- Assisting your team in collecting all the information that will be required to defend the audit.
- Helping you team mitigate compliance risks.
- Reviewing and sanitizing all information to be submitted to auditor.
- Advising your team through the audit process until audit closure.

Our service is divided into the following stages:



Please see Service Description for more detail on what is covered in each stage.

Deliverables

The overall deliverable from the IBM License Audit Defence is agree license compliance at a minimum commercial settlement with IBM. The deliverables from our service are:

- Initial Risk Assessment including estimate of commercial risk.
- Entitlement Position.
- Deployment Position.
- Effective License Position (ELP) and Compliance Report.
- Financial impact report.
- Remediation strategies to reduce license demand or minimize compliance risk.
- Expert coaching through the audit negotiation with auditor.
- Procurement and negotiation support with IBM.
- Final contract review and official close out of audit with IBM

For more information on this and other IBM license management service please email us at Sales@LicenseHawk.com