CLEANSLATE **TECHNOLOGY GROUP**

IBM Software Asset Management Services

CleanSlate

IBM **SOFTWARE PRACTICE**

CleanSlate has experts at navigating clients through all the complexities of IBM licensing of products to help them maximize the value of their contracts and reveal new opportunities for cost savings.

FOCUS AREAS

- Security
- Data/AI
- Automation
- Cloud
- Sustainability
- ILMT

OUR **CREDENTIALS**

IBM RESELL EXPERIENCE

23 YEARS

ILMT/SAM CONSULTING

12 YEARS

SALES & TECHNICAL CERTIFICATIONS

64+ BADGES

PRACTICE **AREAS**

IBM License Metric Tool

We have decades of experience helping clients reduce their risk of an audit and only pay for the licenses used.

Software Asset Management

We'll assess your current SAM practices, then implement a strong SAM program with the proper processes, policies, and procedures needed to establish your effective licensing position and ensure you do not deviate from it.

Licensing

We are experts at navigating clients through all the complexities of IBM licensing of products to help them maximize the value of their contracts and reveal new opportunities for cost efficiencies.
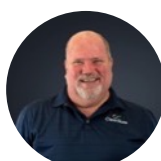
VISIT OUR IBM PARTNER PAGE

OUR IBM SALES TEAM

BRANDEN VOEGERL

BRAD SHERIDAN

STEVE PAVELKA

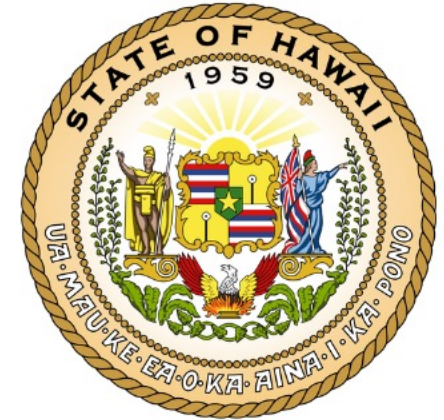**ANGELICA CASTRO-AVILA**

TIM HARDER

Platinum Business Partner

IBM

CURRENT **ILMT CLIENTS**

WHAT IS ILMT **AND WHY DO IBM REPS CARE?**

Clients are <u>required</u> to run ILMT to take advantage of the IBM Sub Capacity Licensing Model

- Note: Mandated since 2008

Collaboration with your client

- Become a collaborator with your customer on the beginning of a software asset management and software license management program

ILMT will provide better, more accurate knowledge in what your customer is using

- Accurate information allows for better focus on identifying shelf-ware and what is available for new customer projects

Assist with ELA/Contract Reporting and Renewal Preparation

- Helps accelerate the rate and pace of software deployment

- Accurate information provides for easier and healthy ELA renewal process

- Software discovery and usage analysis of all deployed IBM software

- Usage and reconciliation reporting on all PVU products (usage vs. entitlements)

IBM PASSPORT **ILMT REQUIREMENTS**

"

Pursuant to the Passport Advantage Agreement Section 1.14 "Client's Reporting Responsibilities", all Processor Value Unit (PVU) quantities must be in compliance with IBM Sub-capacity Licensing requirements and the IBM License Metric Tool (ILMT) must be deployed where applicable.

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IBM AND **INDUSTRY TERMINOLOGY**

THE IBM LICENSE METRIC TOOL (ILMT)

ILMT is a system created by IBM to help companies measure and monitor software usage. This is a critical tool for companies using IBM software in a complex environment.

ILMT allows them to get the most out of their IBM investment and gain greater control over IT asset management.

IBM LICENSE SERVICE:

An IBM tool used to measure consumption of certain IBM licensing metrics in containerized environments.

Use of IBM License Service is a prerequisite to take advantage of IBM's Container Licensing policy.

SOFTWARE BASELINE:

An Effective License Position comparing actual deployments of IBM programs with the available entitlements.

EFFECTIVE LICENSE POSITION (ELP):

A reconciliation of license entitlement to consumption.

SOFTWARE ASSET MANAGEMENT (SAM):

The practice of recording, tracking, managing and reporting use of licenses and reconciling these to entitled quantities to ensure compliance with license limits and other licensing terms.

VALUE PROP **FOR YOUR CLIENTS**

- Cost Optimization – reduce the spend for unused software

- Provide visibility and predictability in budgets, forecast, resources, etc.

- Build a better practice to manage your software assets to have strong and sustainable governance to manage the lifecycle of software assets

- Ensure software compliancy to reduce audit risk and unplanned over deployment penalties

- Transformation information into insight

- Guarantees peace of mind

SAM **MANAGED SERVICE OVERVIEW**

ILMT SPECIFIC SERVICES:

ILMT BASELINE:

- Health Check of the BigFix Platform
- BigFix and ILMT Configuration
- Entitlement Review
- Product Mapping and Bundling
- Initial ILMT Report
- Report Validation with Product Owners
- Final ILMT Report

DELIVERABLES:

- Monthly Agent Health Checks
- License Optimization Report
- Quarterly Review of the following:
- Entitlement Purchases or Reduction of S&S
- Product Mapping and Bundling of New Deployments
- Product Usage Trends
- Quarterly Sub-Capacity Reports

IBM BASELINE:

- Entitlement Review
- Product Mapping and Bundling
- Customized Data Request for Non-PVU Products
- Data Analysis on Manually Collected Products
- Report Validation with Product Owners
- ELP on ALL IBM Products in customers environment
- Final IBM Baseline report

DELIVERABLES:

- Annual Effective Licensing Position for ALL IBM Products within the customers environment

ADDITIONAL SERVICES:

- Audit Support

Service:	ILMT BASELINE WITH BIGFIX INSTALLATION	ILMT MANAGED SERVICES	IBM BASELINE	IBM SAM MANAGED SERVICE	AUDIT SUPPORT
	[OPTION 1]	[OPTION 2]	[OPTION 3]	[OPTION 4]	[OPTION 5]
Duration:	3 month	Annual	---	Annual	---
Included:	Install\Health Check of the BigFix Platform BigFix and ILMT Configuration Entitlement Review Product Mapping and Bundling Initial ILMT Report Report Validation with Product Owners Final ILMT Baseline ELP Report (1 time)	**OPTION 1 PLUS** Monthly Agent Health Checks License Optimization Report Quarterly Review of: • Entitlement Purchases or Reduction of S&S • Product Mapping and Bundling of New Deployments • Product Usage Trends • Quarterly ILMT Baseline ELP Reports	**OPTION 1 PLUS** Entitlement Review Product Mapping and Bundling Customized Data Request for Non-PVU Products Data Analysis on Manually Collected Products Report Validation with Product Owners Effective Licensing Position on ALL IBM Products within the customers environment Final IBM Baseline Report (1 time)	**OPTION 3 PLUS** Customized Data Request for Non-PVU Products Data Analysis on Manually Collected Products Annual Effective Licensing Position on ALL IBM Products within your environment	Support includes, but is not limited to: Review of license and use information provided by IBM Assistance with communication support and guidance to IBM Document/data submissions Helping defining auditor requests and understanding potential findings and liabilities

PRICING

COMPANY SIZE Price varies by company size	ILMT BASELINE WITH BIGFIX INSTALLATION [OPTION 1]	ILMT MANAGED SERVICES [OPTION 2]	IBM BASELINE [OPTION 3]	IBM SAM MANAGED SERVICE [OPTION 4]	AUDIT SUPPORT [OPTION 5]
SMALL 1-200 servers & 1-5 Products	$15,000	$30,000	$30,000	FIXED FEE	HOURLY CHARGE
MEDIUM 200-3,000 servers & 5-10 Products	$30,000	$60,000	$60,000	FIXED FEE	HOURLY CHARGE
LARGE 3,000-20,000 servers & 10-50 Products	$60,000	$120,000	$120,000	FIXED FEE	HOURLY CHARGE

OPTIMIZED
Licensing
Spend

10% SAVINGS
In Licensing
and IT Assets

REDUCED RISK
Ensured Compliance
with Licensing Position

CHALLENGES

Our client needed assistance with the set up and configuration of ILMT to maintain IBM License compliance across several state agencies with varying technical difficulties. They found that ILMT was complicated to install and configure and needed assistance with IBM PVU Sub-capacity reporting. Each agency needed to know their exact PVU License usage.

- Varying technical difficulties across state agencies
- Complicated installation and configuration of IBM PVU Sub-capacity reporting
- Disorganized tracking of PVU License usage

SOLUTIONS

- Installed and configured ILMT to the latest version (v9.2)
- Followed IBM's best practices and documentation to ensure accurate PVU Sub-capacity reporting
- Worked with network admins to ensure proper communications between agencies
- Performed software classification in ILMT to generate accurate PVU Sub-capacity reports

RESULTS

- Enabled successful ILMT Scans and reporting for approximately 40 servers residing in different agencies, each within isolated networks.
- Successfully produced Sub-capacity reports for 9 IBM products across 5 state agencies
- Helped ensure that our client was within their entitled software limitations

APPENDIX

Service:	**ILMT Baseline with ILMT/BigFix Installation**	**ILMT Managed Services**	**IBM Baseline**	**IBM SAM Managed Service**
Duration:	1-3 Months	1- or 3-Year Agreement	4-6 Months	1- or 3-Year Agreement
	[OPTION 1]	[OPTION 2]	[OPTION 3]	[OPTION 4]

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<td valign="top">Included:</td>
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• Deployment Architecture and Requirement Validation
• Installation of IBM BigFix and ILMT
• Installation of latest fix pack to ILMT
• Load software catalogue, PVU table, IBM Part-Numbers & configure VM Managers
• Assist with installation of endpoints
• Document a repeatable process with standard installation packages.
• Health Check of the BigFix Platform
• BigFix and ILMT Configuration
• Entitlement Review
• Product Mapping and Bundling
• Initial ILMT Report
• Report Validation with Product Owners
• Final ILMT ELP Report (1 Time)
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OPTION 1 PLUS

• Monthly Agent Health Checks
• License Optimization Report
• Quarterly Review of the following:
• Entitlement Purchases or Reduction of S&S
• Product Mapping and Bundling of New Deployments
• Product Usage Trends
• Quarterly ILMT ELP Reports
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ILMT Baseline:

• Health Check of the BigFix Platform
• BigFix and ILMT Configuration
• Entitlement Review
• Product Mapping and Bundling
• Initial ILMT Report
• Report Validation with Product Owners
• Final ILMT ELP Report (1 Time)

IBM Baseline:

• Entitlement Review
• Product Mapping and Bundling
• Customized Data Request for Non-PVU Data Analysis
• Report Validation with Product Owners
• ELP on ALL IBM Products within env.
• Final IBM Baseline ELP Report
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OPTION 3 PLUS

ILMT:

• Monthly Agent Health Checks
• License Optimization Report
• Quarterly Review of the following:
 • Entitlement Purchases or Reduction of S&S
 • Product Mapping and Bundling of New Deployments
 • Product Usage Trends
 • Quarterly ILMT ELP Reports

IBM Baseline:

• Annual Effective Licensing Position for ALL IBM Products within the customers environment
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