

# software licensing

**Effective licensing can save organisations thousands by driving down unnecessary costs, improving productivity and reducing both legal and security risks.**

Industry analysts report that the average UK company is over-licensed on around 30 percent of its inventory and typically at least 30 percent under-licensed in other areas. While this may sound a fair balance and perfectly acceptable, the record number of fines issued in 2007 for non-compliance highlights the fact that software vendors and licensing watchdogs do not agree.

## software asset management

Every year businesses waste millions of pounds purchasing additional licenses that are not needed. Failure to deploy existing applications and not taking advantage of enterprise licenses are key factors in this.

One of the most effective solutions being used to address this is the implementation of a Software Asset Management (SAM) project. In addition to safeguarding against prosecution by ensuring compliance with the ITIL framework and ISO19770-1 standard, introducing SAM into your business can help to reduce costs and simplify procedures.

To help customers realise these savings, **acs** has partnered SAM specialist, Centennial. Following the running of a program over a network, a report is created to highlight all installed software.

As well as serving as a fully managed audit trail, this also acts as an effective tool for managers responsible for licensing. Using the report, you are able to view software installations on every server & PC to ensure they are fully licensed.

Working this way helps over licensed businesses save money and safeguards against any fines and negative publicity.

With a dedicated licensing desk, **acs** is able to offer expert, impartial advice. Our specialist consultants will review your requirements and, utilising our partnerships with industry leaders, find the most cost-effective solution that best suits your organisation's needs.



### the bottom line

**Cut technology costs with volume discounts**  
Licensing agreements can save you money and protect your business.

### 1ST MONTH FREE

To learn how SAM can reduce your costs, call **acs** today on 01604 704000. Quote SOL0708C and we'll give you your first month FREE.

## Microsoft Q&A

*I'm interested in seeing how new software can help my business, but I never get a chance to see it in action. Is there somewhere I can go to have a demonstration of the latest products?*

The latest business software, including;

- Exchange 2007
- Windows Server 2008
- SharePoint 2007
- Office 2007
- Windows Vista
- Live Communications
- Unified Communications

is available for demonstration at **acs's** head office in Northampton. Call me on 01604 704000 to arrange a visit.

### *When is the right time to migrate to Windows Vista?*

It's understandable to be wary of any new software, however with the release of SP1 for Vista, Microsoft's created a stable OS which delivers many benefits over XP. We've been helping people migrate since launch and many more businesses are now choosing to join them.

### *We're happy running Office 2003 with Exchange 2003, why should we move to the 2007 versions?*

Well, it's different for every business, but many people I speak to want to upgrade to Office 2007 for better recovery of lost files, smaller documents and the ability to handle PDF files within Word. Many businesses also comment on how easy it is to use and the new document templates.

Exchange 2007 gives our customers better remote access to email, more comprehensive compliance tools and removes many of the size limits which plagued 2003.

**To discuss licensing or everything Microsoft, call me on 01604 704000**

**Lucy Keen**  
Licensing Specialist

**acs office solutions**