

## LICENSING OF IBM SOFTWARE

Experience how you can correctly license the IBM software you are using according to the requirements of the contract.

The Deloitte SAM Academy provides a comprehensive training program for all key activities relating to Software Asset and License Management (SAM). The content of the SAM Academy has evolved from Deloitte's long-term SAM experience in diverse customer projects and covers the entire software lifecycle. We offer impartial guidance and training independent of any software vendor or tool provider.

The IBM software licensing is a challenge for customers due to its complex license metrics, the variety of license conditions and the large number of contract conditions. To ensure a proper IBM software licensing within the company it is necessary to have experiences with the contractual basis as well as the license models and terms of use for server and client software. Besides the IT strategy, this knowledge is an important basis for contract negotiations and contract design with IBM.

### I. Business basics

- IBM contract fundamentals (International Program License Agreement, Passport Advantage, Subcapacity Agreement)
- IBM license models (PVU, Authorized User Value Unit, Resource Value Unit, etc.)
- Licensing of selected IBM software (Spectrum Protect, WAS, Lotus Domino, DB2, MQ)
- Recording and preparation of contract and license data

### II. Technical basics

- Requirements definitions regarding the technical recording of IBM software
- Elaboration of models for technical data provisioning

### III. Creation of an IBM license balance

- Challenges while creating an IBM software license balance
- Balancing procedures
- Learn how to interpret balancing results

The training addresses all software contract and license managers, heads and employees of procurement departments as well as IT decision-makers who contribute fundamentally to the negotiations with IBM and to the licensing of IBM products.

Two days

1.980 € per person  
All charges excluding VAT

Pauline Schäfer | +49 151 14880963 | [info@samacademy.eu](mailto:info@samacademy.eu) | [www.samacademy.eu](http://www.samacademy.eu)

