Connection
we solve IT

LICENSING OPTIMIZATION SERVICES
Powered by Remend

ORACLE

IBM

SAP

Navigating the complexity of Oracle, SAP, and IBM licensing can be challenging due to the changes that frequently occur in the licensing programs, how quickly technology evolves, and how often your business strategy changes. Adding to these challenges, on average, companies use only 49% of their SaaS licenses.[1] Meanwhile, 76% of companies over-license their software to avoid penalties from audits.[2]

Connection's Licensing Optimization Services are designed to address these challenges and more by analyzing your entire licensing estate, all while identifying gaps, providing sound recommendations, and optimizing your technology stack to align with business goals.

Remove Uncertainty

Based on decades of experience, Remend uses a multi-phased process to assess, analyze, and build the optimization and action plan. We provide data-driven insights and visibility, enabling informed decision making. Our consultative approach helps customers understand and optimize their IT environments and right-size their licensing estates. One valuable outcome is negotiation and audit preparation for renewal and true-up decisions.

DISCOVER

Data Gathering
Proprietary scripts and process—no third-party tools required to acquire install base

Financial Analysis Workshop

Gathering of Information

- Current and future needs
- Contracts, entitlements, installations, usage, spend, and capacity
- Business Intent
- Understand changes, rollouts, and consumption needs

ANALYZE

Oracle
- Java License Advisory
- Cloud Migration Planning
- Protected shared savings program
- Update and patch archival planning
- Oracle ULA Certification

IBM License Advisory

Baseline, BOM review

SAP
- SAP license advisory
- SAP third-party support advisory
- SAP cloud migration advisory
- RISE with SAP and SAP S/4HANA validation

Benchmarking
- Document recommendations for workload, architecture, contract, licensing, and usage
- Identify audit risks

OPTIMIZE

- Mitigation strategies
- Savings opportunities
- Guide purchases of the software and services
- Audit defense and support
- Assist with third-party contract negotiation
- Services to optimize workload, architecture, and adoption
- Support for contract negotiations
- Vendor and contract consolidation

MANAGE

- Continuous discovery, analysis, and optimization
- License, asset, and relationship management
- Third-party support
- Outsourced software management service

ORACLE®

IBM®

SAP®

Key Outcomes

Data analysis to support important decisions

Roadmap and deliverables aligned to the business strategy

Optimization of the technology and workloads for complete efficiency

Understand options for vendor support needs

Compliance validation and risk mitigation

Change Happens. EXPERTISE WINS.™

As a leading services and solutions partner, Connection provides a range of products, services, and solutions—along with technical expertise—to help your business navigate the constantly evolving technology landscape. We fuel innovation by focusing on effective delivery and deployment. Our deep knowledge ensures that you maximize your investments.

Connection®
we solve IT®

Please contact your Connection Account Team to learn more.

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