LICENSEWARE

Modern companies can't exist without software.

Our vision is to make software asset management a commodity for organisations, by reducing complexity and lowering investment cost

LICENSEWARE

Obtain licensing insights in minutes, not days

LICENSEWARE

Licenseware is the first open app ecosystem for IT asset management

> On-demand, modular **apps**

> Pay **only** for what you need, when you need it

> **Service provider** subscriptions available

> **Zero** deployment SaaS based analysis

> Upload and analyze **different** data sources

> Drag and drop, **simple** to use

> **Like AWS, for IT asset management**

LICENSEWARE

Partner values

> Market advantage

Automating manual analysis significantly increases speed to deliver and lowers overhead, that paired with the lower barrier to entry provided by data agnostic tooling grants a significant and competitive advantage in the market.

> Consistent accuracy

Removing human error with highly detailed and accurate analysis via automation ensures high quality customer deliverables on a consistent yet fast and scalable basis.

> Fast return

Automating tasks commonly performed by expensive resource on a global scale combined with the commercial advantage and customer values that this automation brings, profit increases considerably in comparison to manual processing.
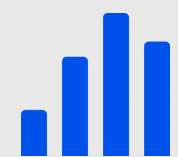
Upload raw data

Code analyzes

Get the results

LICENSEWARE

Supported Sources, integrate with your favorite tool

Virtualisation

RVTools

VMWare PowerCLI

Microsoft

Microsoft SCCM
Microsoft MAP Toolkit
Microsoft Office365 Admin Portal

Lansweeper

Snow License Manager

Oracle

Oracle CPU Queries
Oracle Review Lite
Oracle LMS DB Collection
Oracle FMW Collection Scripts
Oracle Options Pack Usage Statistics

ServiceNow Infrastructure
ServiceNow Oracle GLAS Report

Flexera Oracle Options
Flexera Oracle Infrastructure

IBM Hardware Management Console

Licenseware Collector

LICENSEWARE

Get the results

example >

Per Oracle Database

> 1.8 seconds   Avg. Time to analyze*

> $ 7,400 USD   Avg. Potential cost savings**

*Mean avg. when benchmarking 1000 Review Lite files with ODBM

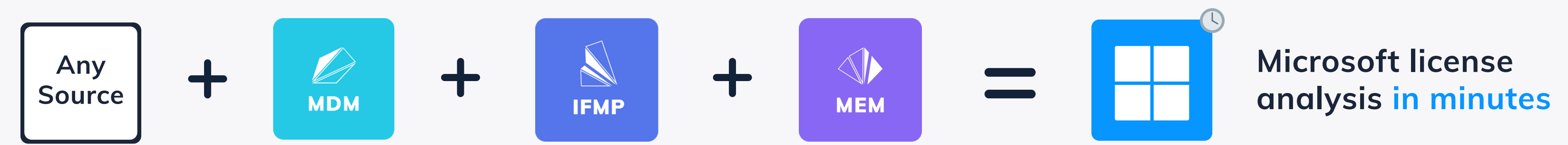**Rounded down mean avg. of historical and cloned usage costs per DB over a period of 6 months

Oracle Database - Automated ELP

The apps can be combined together for a full ELP or use only specific apps for deployment analysis only

Any Source **+** ODBM **+** IFMP **+** OEM **=** Oracle DB license analysis **in minutes**

Data Collection **+** Options & Packs Analysis **+** Infrastructure Analysis **+** Entitlement Analysis **=** Identify Risks Fix Issues Optimize Usage

LICENSEWARE

Microsoft - Automated ELP

The apps can be combined together for a full ELP or use only specific apps for deployment analysis only

Any Source **+** MDM **+** IFMP **+** MEM **=** Microsoft license analysis in minutes

Data Collection **+** Options & Packs Analysis **+** Infrastructure Analysis **+** Entitlement Analysis **=** Identify Risks Fix Issues Optimize Usage

LICENSEWARE

Apps Roadmap 2023

Available now

ODBM — Oracle DB Manager

OMWM — Oracle MW Manager

OJDM — Oracle Java Deployment Manager

OEM — Oracle Entitlements Manager

OCM — Oracle Contracts Manager

MDM — Microsoft Deployment Manager

MEM — Microsoft Entitlements Manager

CMM — Cloud Migration Manager

RDM — Red Hat Deployment Manager

IFMP — Infrastructure Mapper

SSC — Supported Software Catalog

LC — Collector

LE — Encryptor

UUP — Universal Uploader

Available in Q3

OEBM — Oracle EBS Manager

ADM — Adobe Deployment Manager

VDM — VMware Deployment Manager

SIM — Software Inventory Manager

Create your own

FACTORY — App Factory

SDK — Licenseware SDK

accenture

"We're now saving up to **50%** of the time required to finish a large project."

Sell our technology

Bring the new wave of modular ITAM applications to your customer base to ensure their needs are met from a technology perspective whenever required.

Create new services

All our apps can create a multitude of services from quick ELPs to bespoke managed services, or integrate to provide external self-service customer usage.

Use our technology

Automate the analysis and determination of vendor license requirements from a myriad of data sources to deliver customer projects faster and with a higher profit.

Develop together

We are a technology firm driven by community and partner input, we actively work in collaboration with parties to deliver custom applications to solve problems.

LICENSEWARE

🏪 Sell our technology

Licenseware Apps add new revenue streams, they don't replace existing.
Applications address a wider demographic whilst complimenting existing revenue lines.

💎

Exclusive Partnership

Working with a limited number of partners based on synergy

⭐

Differentiate Yourself

Provide a new modular solution line to ITAM management needs

🌱

Land and Expand

Easily create cross/upsell opportunities for both software and services
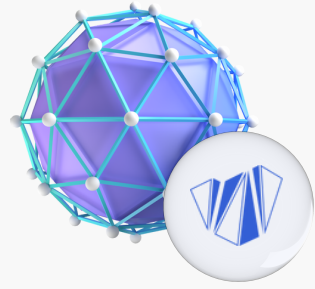
Use our technology

> Build or accelerate SAM services with little to no resources

> Automate existing manual licensing analysis

> Offer **value** add services/technology to customers

> Co-brand/white label technology for customer self service

> Improve accuracy and consistency of license project deliverables

> Drive software sales through our supported software app and more

> Fill the software licensing knowledge and resource gap

> Increase engagement profitability using automation

> Cater to varied customer data availability and sources

> Create a profitable SAM service with low a investment

Example Use Cases

Cost Take Out
Identify quick wins to save customers licensing costs.
e.g. cloned and historical usage

Audit Defence
Automate the analysis of Oracle datasets during an audit to focus on the defence itself

Tool Validation and Comparison
Upload multiple tool datasets and conduct comparisons to understand differences

Improve Quotation Speed and Accuracy
Provide tooling to sales/pre-sales to find the correct license requirements to quote against

One off/Recurring ELP Generation
Carry out recurring analysis with low effort

Tool Agnostic Services
Regardless of internal resource deliver high quality outcomes quickly irrespective of customers tooling

Cloud Migration Assessments
Apply cloud based licensing logic to understand licensing position if in a given cloud environment

Scenario Based Analysis
Alter the underlying infrastructure data to generate scenario based licensing requirements

Identify missing or questionable data
Analysis identifies missing or questionable data to be addressed for more accurate results

Deliver with accuracy and speed
Automation removes human error, improves consistency and delivers faster

LICENSEWARE

Demos

LICENSEWARE

LICENSEWARE

THE LICENSE MANAGEMENT APP ECOSYSTEM

http:// www.licenseware.io

An IT asset management toolbox, not a tool

Oracle License Management

Automate the analysis and determination of Oracle usage and license requirements

ODBM	OJDM	OMWM	OCM
Database	Java	Middleware	Contracts

Microsoft License Management

Automate license requirement analysis of Microsoft usage and entitlements data.

MDM	MEM	CMM	More coming soon ...
Deployment	ELP	Migrations	
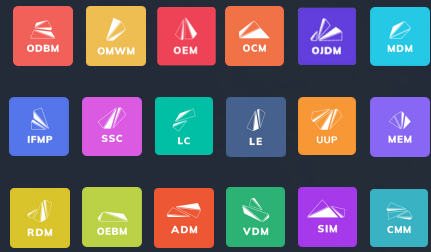
Other vendors

Specific apps focused on the vendor and process of your choice.

ADM	VDM	RDM	FACTORY
Adobe	VMware	Red Hat	Custom

ITAM review

AICPA SOC 2
aicpa.org/soc4so
SOC for Service Organizations

	<2 secs	Avg. analysis duration per DB
ODBM	$10 /db	Low cost subscription
IFMP	+200%	Output increase for users
OEM		

Get licensing insights in minutes .... not days

Upload raw data

Apps analyse data

Get the results

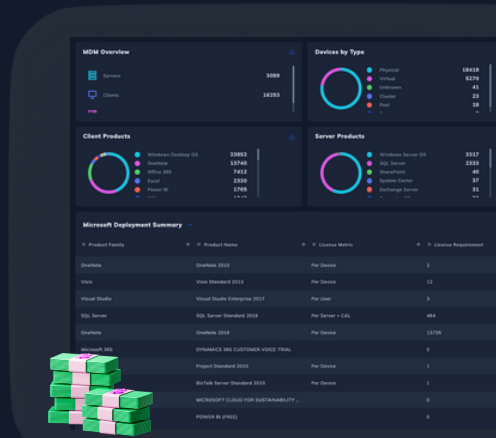LS + MDM = Microsoft license analysis services

Inventory + Analyse = Identify → Resolve → Optimize

Chris Allen
CSMO
chris@licenseware.io

Will Allmey
VP of Sales
will@licenseware.io

Data Agnostic

We plug into any existing tool or data source you have in your environment. Establish an API connection for continuous updates or use static uploads.

Whatever your project demands we change shape and colours to match your data.

Supported Data Sources

Licenseware Collector	JDowser
Microsoft SCCM	Oracle LMS
Microsoft MAP Toolkit	Oracle Review Lite
Lansweeper	IBM HMC
Proactivanet	BigFix
Flexera	RVTools
Snow	VMware PowerCLI
ServiceNow	RHEL Discovery

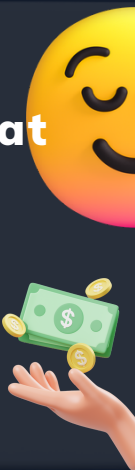LS + OJDM = Oracle Java license analysis services

Inventory + Analyse = Identify → Resolve → Optimize

Pay for what you use, when you use it

ITAM Accelerate

birlasoft

Lansweeper

Crayon

proactivanet

ums

LOGON

+34 6273 222 73

alex@licenseware.io

www.licenseware.io

Get in touch

LICENSEWARE