

Ensure that all facets of licensing are considered for compliance

With the introduction of more mobile devices in to the enterprise, and with more users working remotely or from home, it is important to not forget about your company's licensing requirements in relation to them. Often times, folks think that if they simply attach a mobile device to the company's e-mail server that this is all there is to it.

Unfortunately, there is more to it, depending upon who that email service provider is. For example, if you use Microsoft® Exchange Server, under some of Microsoft's guidelines, a company must hold one license for each DEVICE that accesses it. So, if your company has a user with one desktop PC and one iPhone, two device licenses would be

TECH STRATEGIES



PATRICK TAMBURRINO

Let's say that your company provides an Intranet system that houses data based on SQL. Under some of Microsoft's licensing agreements, a license is required for the device itself to access the information, and also a license is required for the database system.

At this time of year, when many companies are working on their budgets for the next fiscal year, it is important to consider what types

of data a company's users are accessing, how many and of what type of devices that data is being accessed from.

Some simple steps can be taken in order to determine a company's licensing needs and anticipate their costs. For example:

- Determine the number of users the organization has for each of the following types of systems. There could be more, but this is a good start:

1. Number of PCs
2. Number of email users
3. Number of database/web service users
4. Number of mobile devices

- Consult the product documentation or software manufacturer to determine what type(s) of licenses are required for each system identified. Often, software manufacturers have representatives or brokers who are well-versed in the rules of licensing. It is always a good idea to work with one of these partners, especially when working on Microsoft licensing - as Microsoft's licensing rules frequently change - sometimes

out of cycle with software releases, and these partners keep up with the rules.

- Determine the cost of the licensing required, and make adjustments where needed. For example, ask:

1. Does every user require mobile email access? If not, determine the number that IS required.
2. Should users be allowed to access data from personal computers or mobile devices that are not owned by the company?

- Ask the software vendor whether or not payment plans are available. Software manufacturers sometimes offer the ability for a company to spread its licensing obligations over the course of a few years, depending upon the amount of licenses purchased, and whether or not a "software assurance" plan is required. Software assurance plans simply mean that a company can pay a bit more per license and be assured that upgrades to the newest versions of the software can be acquired "free of charge" so long as that license is currently in force of an active agreement.

- Plan your budget appropriately.

This budget season, take the time to consider these licensing questions carefully, and then let answers drive your company's decision on the types of licenses needed and duration of software assurance agreements. This will help to ensure that your company is in compliance for licensing, and that it gets the most from the amount of money spent.

PATRICK TAMBURRINO is CEO and technostrategist of Tamburrino, Inc., a technology strategy and management company. Contact him at (901) 489-8408, patrick@tamburrino.com or via the web at www.tamburrino.com.

**This budget season, take
the time to consider
these licensing questions
carefully, and then
let answers drive
your company's decision
on the types of
licenses needed.**

required for that user. Other systems such as Google Apps for Business do not require these multiple licenses for email.

Along with email, there are licensing rules regarding access to database servers, such as Microsoft® SQL server.

Memphis
Business
Journal

