



# Achieving Audit Success

A GUIDE TO ISAM'S AUDIT DEFENSE SERVICE



## Why Do Vendors Audit Your Licenses?

Software vendors have the right to review and audit the use of your software licenses to ensure that their licensing terms are being followed and to protect their intellectual property. Vendors conduct audits to check that the software is being used in accordance with the terms and conditions of the licensing agreement, such as the number of users, locations, or devices covered by the license. Non-compliance can result in financial penalties, legal action, and reputation damage. ISAM's audit defense services provide expert support to help organizations navigate the audit process and ensure a successful outcome.

## Navigating Vendor Audits

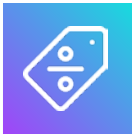
Software audits can be a stressful and resource-intensive process, and non-compliance with licensing agreements can have severe consequences. ISAM's audit defense services provide expert support to help organizations navigate audits, protect their reputation, and avoid penalties and costly fines. Our experience with major software vendors and third-party auditors ensures a successful outcome for our clients, giving them confidence and peace of mind during the audit process. With ISAM's support, organizations can effectively respond and defend against vendor audits, minimizing negative outcomes.

## Isam's Audit Defense Process

| REVIEW   | AGREE   | DEFEND   | CLOSE   |
|--|---|--|---|
| ISAM reviews audit risks and potential compliance issues, vendor audit notification, and vendor software contracts to ensure the audit is allowed. They encourage the negotiation of an audit scope agreement and the use of a non-disclosure agreement. | ISAM leads negotiations on non-disclosure agreements and audit scope documents to ensure fair audit treatment and that vendors don't pursue findings outside of their legal bounds. | ISAM attends all vendor and auditor meetings, reviews auditor requests and software deployment, recommends changes to ELPs, reviews software entitlements, and ensures the most favorable outcome. They also review draft effective license positions. | ISAM reviews Final ELPs, audit close letters, and documentation, and supports the negotiation of audit findings if any, to ensure findings are contractually correct. |



## Outcomes



Delivered a 90% average reduction in findings during the audit process.



Reduced time to complete the audit by 25%.



Achieved more favorable audit clauses in subsequent vendor contracts, providing long-term benefits for the organization.

## Proactive Audit Defense

Audits can be daunting, but they also offer a chance for companies to enhance their software asset management practices and performance. Proactive audit defense helps organizations maintain continuous compliance with licensing agreements while improving their SAM practices. ISAM provides extensive support to ensure that clients are always prepared for potential software audits, minimizing stress and negative impacts on their business.



See how ISAM can help solve your Software Asset Management puzzle  
866-530-ISAM / [www.isamgroup.com](http://www.isamgroup.com)