

Virtunet Managed Annuity is the only renewal management service that allows you to:

- Track all your licenses in one place including box products
- See estimated cost of renewals sorted by date for budgeting
- Request all your licensing & maintenance details included into your customer portal



AUSTRALIA'S FIRST FULLY MANAGED ANNUITY SERVICE FOR LICENSING RENEWALS AND HARDWARE MAINTENANCE

SITUATION

- IT Departments are overworked & understaffed to manage licenses properly
- New versions of software are constantly released
- Software vendors are being more stringent on licensing audits
- IT managers are held accountable for license compliance
- Management of IT licenses is de-centralised across different departments in the organisations
- Recent trend on subscription/cloud-based software applications brings more renewals in play

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CHALLENGES

- Licensing is accessed through multi-vendor licensing portals
- Vendor portals do not consider other than volume licenses (OEM, retail)
- Unmonitored licenses leading to scattered license details and renewal dates
- Ad-hoc license purchases leading to multiple license agreements with different end-dates
- License renewals seen as a gridlock which reduces IT staff productivity



OBJECTIVE

- One location for all your licensing & renewal information
- Co-terming of license renewals into one expiration date, where applicable
- Avoidance from expenses occurred from reinstatement fees and audits
- Simplifying license planning, budgeting & procurement for IT managers
- Making Software Asset Management Easy!

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STEP 1 - REQUIREMENT ANALYSIS

Virtunet Licensing Team will contact you to analyse your current license portfolio. This portfolio analysis will help you identify your current licenses and potential within your current software asset. These guidelines will assist in your future license deployment and management unique to your business environment, and recognise any rooms for improvements within.



STEP 2 - INSTANT PORTAL POPULATION

Once your portal access is granted, your account will be populated with a collation of all your current licenses. Our Licensing Team will work closely with the vendor(s) to include all your past purchases and box products as well.

Ultimately, you will have total visibility across all your licence details: license transactions, license types, license quantities, license vendor(s), expiration dates, start-end dates, and estimated costs of renewals.



STEP 3 - SOFTWARE ASSET EVALUATION

Virtunet's licensing portal is presented as a user-friendly dashboard. This will be your platform for effective licensing of your business environment.

Our Licensing Team will then leverage on your accumulated licenses on the portal to evaluate the current state of your licensing portfolio. This will ensure the most effective way to license your organisation while staying compliant. The Licensing Team can also knowledgeably recommend any suitable alternatives to your current licensing solution.



STEP 4 - LICENSE MANAGEMENT

Virtunet Licensing Team will organise all your licensing by merging them or co-termining them into one expiration date (where applicable). This includes merging of licenses due to change of ownership. Being able to co-term your licenses also means that you can avoid irregular renewal bills and incurring late/reinstatement fees.

Our Licensing Team will also continuously monitor licenses due for renewals and provide you with timely reminders and quotes to ensure that your licenses are up-to-date.

NOW YOU CAN ...



Renewals > Licensing & Renewals >

- 1. [Your Basket](#) > [View Basket](#)
- 2. [Back Orders](#)
- 3. [Renewals](#)
- 4. [IT Asset](#)
- 5. [Catalogue](#)

1. Browse your licensing portfolio easily as your licenses are collated in one streamlined portal

2. Sort your licenses by costs, dates, vendors and categories

3. Monitor your license renewals LIVE and ongoing.

4. Finance your licensing requirements less sporadically as you can now predict your license procurement budget

Certificates may be requested through licensing@virtunet.com.au

Renewal ID	Category	Vendor	Product	User ID / Contract #	Qty	Lic Type	Start Date	End Date	Est. Cost
REN00001	Backup & Recovery	StorageCraft	StorageCraft ShadowProtect & ImageManager Enterprise	VR01265	8	Users	1/3/2013	1/3/2014	5,000.00
REN00002	Cloud Services	MS Partner	MS Partner ID: 2578786	VR0011	250	Users	26/7/2012	26/7/2013	4,500.00
REN00003	App/Tools	Symantec	Symantec Cloud (Anti-Virus & Malware)	VR0011	50	Users	30/2/2013	30/2/2014	3,500.00
REN00015	Virtualization	VMware	VMware vSphere Essentials 5	Virtunet	3	Devices	2/1/2013	2/1/2014	2,500.00
REN00020	Security	RSA Security Australia Pty Ltd	RSA Authentication Manager Maintenance & Tokens	Account ID/Renewal Ref #: 99501213	250	Users	6/8/2012	6/8/2015	2,500.00