

A low-angle, black and white photograph of several modern skyscrapers with glass facades, reaching towards a cloudy sky. The buildings are slightly out of focus, creating a sense of depth and scale.

# AUDIT DEFENSE SERVICES

## Who's it for?

Clients who are currently being audited by a software company, or clients conducting their own proactive software audit.

## When would I need this service?

At the outset of the audit or proactively as required to mitigate audit risk.

## Why?

Software companies are auditing their clients with increasing frequency to ensure that they are compliant with licensing agreements. These audits result in significant unplanned expense risk. Deal IQ's expert knowledge assists clients through this process through defense and negotiation.

## How does it work?

Deal IQ participates throughout the audit process, assisting in finding the necessary data to prove the facts of the licensing usage. Once the client has a factual representation of current usage, Deal IQ assists in negotiating with the software vendor to achieve a reduction on the "true up" that follows the audit. Deal IQ receives a fee for service for the initial analysis and a contingency-based fee on the negotiation.

## What's the strategy?

While being the subject of an unexpected audit can be daunting, software companies commonly use licensing audits as a "Trojan Horse" for new sales. Amounts determined as owing through the

audit will often be used as leverage by the vendor to cause clients to purchase more licenses by offering to set aside some of the non-compliance amounts owing if the client agrees to buy more software.

Deal IQ communicates expectations with the vendor, presenting a fair price for what the client is willing to pay; ultimately resulting in a more favourable outcome for the client.

## How long does it take?

Conducting the analysis and optimization generally takes 2 to 4 weeks, and the negotiation between 1 and 2 weeks.



### LEARN MORE:

If your organization has been hit with a software audit, Deal IQ's Audit Defense services can assist you in recovering costs. Contact us today at **1 (877) 272-8240** or visit us online at [www.dealiqinc.com](http://www.dealiqinc.com)