

When the Truth Is Hard to Discover ...

Under-licensed? You are urged to pay additional license fees to your software vendor?

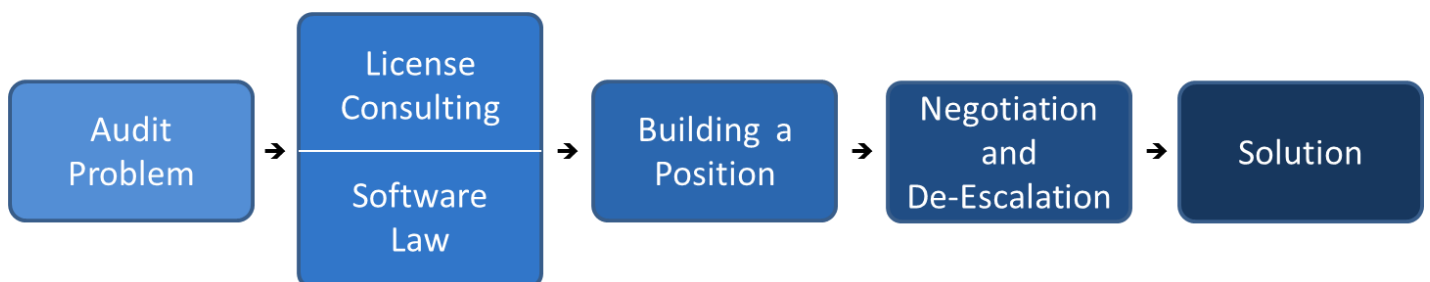
You have to deal with complex software license models, unclear metrics and in-transparent licensing agreements?

You are accountable and want to position your company interest against the threats of the vendor?

But you have spotted mistakes or grey areas in the audit reports and the associated enumerated gap?

You like to cut through the fog and plan to optimize your usage rights commercially?

We provide you with an instant backing via [auditprotect](#), our advisory bundle comprised of combined audit expertise, both from a license management and legal perspective. The offering supports user organizations of all industries that are using packaged software across vendors like Microsoft, Oracle or SAP. Our team play is focused on software license audits before and after, to deliver well integrated solutions for compliance issues from a single entity.



[auditprotect](#) consists of compliance-focused licensing advice plus specialized know-how in software-, commercial and IP law. This coherent approach allows for new options and effective ways to de-escalate crucial disputes, to lead them to a reasonable commercial resolution.

The Deliverables of **auditprotect – Quick Response** at a glance:

1. Communication with the Client in order to clarify the matter at hand, whether over the telephone, by email or in face-to-face conversations as needed
2. Reviewing the materials and documents provided by the Client in order to clarify the facts of the case (e.g. ongoing contracts, audit reports, correspondence, etc.)
3. Determining the legality and scope of audit clauses
4. Analyzing the factual correctness of audit results, including research of potential errors in the opposing party's justification of claims
5. Gathering the relevant facts and points of contention, analyzing the divergences between the parties' respective positions
6. Reviewing the opposing party's price calculation and its validity
7. SWOT-Analysis: Identifying and assessing the Client's current position, including potential weaknesses.
8. Attempting to find leeway and options for de-escalation
9. Taking into account recognizable consulting errors caused by the opposing party
10. Presenting different scenarios and their respective legal and commercial implications, as well as different courses of action and fallback positions („Plan B“)
11. Positioning towards the opposing party:
 - Preparing statements to the opposing party as needed and in cooperation with the Client
 - Providing argumentation guidelines for the Client to prepare for and structure the course of negotiations
 - Negotiating with the opposing party to the extent necessary, both in telephone conferences and in face-to-face meetings
12. Reviewing the ultimately agreed-upon solution model



Your Benefit:

With **Quick Response** you emphasize your professional interaction with the vendor. In a scenario of uncertainty you recover the initiative, show ownership of directions and prove expertise and descriptive authority for the solution process. Your enterprise gains attention, image and acceptance as a player on equal footing during the negotiations. Your target is a mutually acceptable commercial solution.

Ask for **auditprotect**. And your counterpart will get the proper answers.

www.auditprotect.de

Peter Wesche
License Advisor
wesche@doctor-license.com
+49 6205 3640 723

Powered by License12.com

Dr. Robert Fleuter
Software Law
fleuter@B-L-C.com
+49 6201 846 806