iQuate

CASE STUDY: ASPERA

MARKET FORCES

As next-generation technologies encourage enterprises to launch more services and applications, they need to know how it might a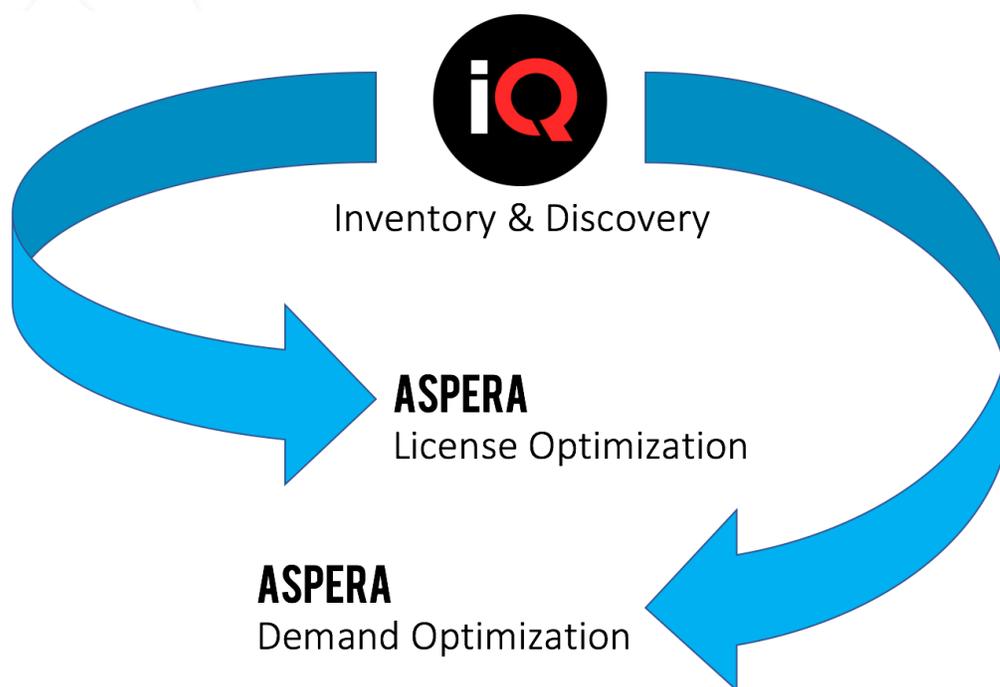ffect their license position and software compliance. Vendors have responded to the changing IT landscape with more complicated licensing terms that cover multi-core and virtualization technologies. Staying compliant and optimizing software becomes much more of a challenge.

Operations, asset managers, and procurement need to be mindful, not just about covering the licenses they need but also avoiding an overspend on the ones that they don't. Rather than wait for a vendor audit that exposes costly holes, smart enterprises should look to be proactive and tackle licensing issues before they become a problem.

ADDRESSING THE DATA CENTER CHALLENGE

As next-generation technologies encourage enterprises to launch more services and applications, they need to know how it might affect their license position and software compliance. Vendors have responded to the changing IT landscape with more complicated licensing terms that cover multi-core and virtualization technologies. Staying compliant and optimizing software becomes much more of a challenge.

SAM tools that solely focus on the desktop are ill equipped for virtualization and clustering technologies that populate the modern data center; optimizing investments becomes much harder with web-scale architecture where dependencies are hard to map across tens of thousands of servers, physical and and virtual.

iQ
Inventory & Discovery

ASPERA
License Optimization

ASPERA
Demand Optimization

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The enterprise needs visibility of these complex estates. To be sure of their licensing position and to have any chance of optimizing the environment, they need to be able to understand and map the dependencies between the infrastructure and applications in highly virtualized data centers

BEST-OF-BREED PARTNERS

iQSonar from iQuate was built to excel in these new environments. An agentless, best-of-breed discovery and dependency solution for large-scale data centers, it automates the process of collecting in-depth data about hardware and software relationships across a complex pool of compute, storage and network resources. SmartTrack from Aspera is a leading SAM solution, a license management platform that automates inventory analysis and consolidates all publisher, supplier, licensing and entitlement data into a single system record that covers software normalization, installation, and usage.

Together, they deliver an end-to-end solution that is effective in the most complex data centers.

HOW IT WORKS

The combination of iQuate and Aspera exposes then analyzes data center dependencies to give the enterprise the information it needs for license compliance and software optimization. Both are built to work with the leading technology stacks and virtualization platforms found in the modern data center – Microsoft, Oracle, Linux, IBM, VMware.
The two solutions work together in a seamless three-phase process:

COLLECT
iQSonar carries out the in-depth discovery process, mapping dependencies and compiling an inventory across dynamic and complex data centers.

INTEGRATE
Using connectors, the collated data in iQSonar data hub is integrated seamlessly with SmartTrack, where toolkits present the data for different license management processes.

OPTIMIZE
Using its metric engine, SmartTrack compares the software licenses you own to the software that you actually use, revealing the most cost-effective license spend needed to cover the demand as well providing information that pre-empts a costly vendor audit.

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REALIZING THE BENEFITS

iQuate partners with Aspera to deliver a unique solution that has already proved indispensable to many of our customers (see Case Study). As software vendors pursue increasingly aggressive licensing strategies, deploying iQSonar and Smart-Track tips the balance in favor of the enterprise.

A simple and seamless process puts our customers on the front foot, providing them with the information they need to achieve significant savings – not just by avoiding costly vendor audits but through better license management and procurement decisionmaking.

SAM and software optimization makes our customers proactive rather than reactive. While many organizations first use our solutions to prepare for a short-term audit and renegotiate licensing costs, it's the long-term benefits that keep customers using our tools.

With datacenters reconfiguring as much as 15-20 per cent of their infrastructure on a monthly basis, there is a need to continuously scan and measure the estate. We enable the continuous and systematic reduction of license costs. We help turn complex data centers into dynamic enevironments where infrastructure is always optimized.

IQUATE/ASPERA: THE PARTNERSHIP PLEDGE

No other solution will match our depth of discovery and the speed at which the uncovered inventory can be used to drive real cost-savings.

We guarantee results within 90 days.

Put our pledge to the test with a proof-of-concept trial.

CASE STUDY

When a multinational company was given three weeks notice of a license review by Microsoft, there was real cause for concern. No deployment monitoring had been carried out for 2.5 years and the only reconciliations that had been attempted were on a mass of error-ridden spreadsheets.

iQuate and Aspera came in and turned around a detailed report, having scanned over 3,000 servers in 14 days. Recognized by Microsoft as being complete and accurate, the customer was able to get its estate in order prior to an audit that would otherwise have proved expensive.

A return of investment was achieved in less than 21 days. The company is now using the iQuate/Aspera solution to implement a proactive strategy for optimizing Microsoft, Oracle and IBM datacenter assets.

About iQuate: iQuate provides a digital management platform to allow enterprises to seamlessly automate application dependency mapping and asset discovery to enable digital transformation in cloud and on premise environments without the use of disruptive agents or hardware. We help you manage what you cannot see within hours of deployment.