

# Software licensing overtakes security and risk management as top IT management issue

Submitted by: Chemistry TM  
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Fear of fines and software over-spend drives organisations to auditing

15th November 2004: Research published today by FAST Corporate Services and asset discovery vendor, Centennial Software, identifies software licensing as the number one issue for organisations in 2005. This indicates a move away from security as the traditional top priority in recent years.

Twenty-nine per cent of respondents cited software licensing as the most important IT issue faced by their organisation, compared with 27 per cent for risk management/business continuity and 18 per cent for IT security.

Centennial Software chief executive, Andy Burton, wasn't surprised by the results: "The need to take control of software assets is more compelling than ever," he said. "Whether it's fines for non-compliance, over-spending on unnecessary applications or badly-negotiated support deals, the financial and business risks of not having 100 per cent visibility of your software can have a dramatic impact on the bottom line."

Fifty-three per cent of respondents said they believed that a proactive IT Asset Management strategy delivered 'improved business performance', with 50 per cent citing the number one financial benefit as being the reduction in spend on new licences and support renewals.

The research highlighted a need for a greater focus on bottom-line savings among IT managers. Eighty-seven per cent of those questioned were confident that taking stock of their IT assets had reduced costs, but only 20 per cent were able to quantify this saving. Fifteen per cent of these respondents made a saving of up to 20 per cent, with five per cent making a saving of up to 35 per cent.

"UK corporates are finally getting the message and taking action to control their software assets. The feedback we have always received is that businesses were concerned about the legal and cost implications of not being software compliant. However, until now there been a void between awareness and action!" said Geoff Webster, CEO, FAST Corporate Services. "We know that this is increasingly becoming a boardroom issue to the point where it would now appear that companies are at last doing something about not only saving money but also their reputation by avoiding prosecution."

Respondents also recognised that improved IT asset management generated a number of less quantifiable but equally important business benefits such as improved peace of mind (50 per cent) and greater staff productivity (30 per cent).

## Survey Methodology

This survey, conducted jointly by Centennial Software and FAST Corporate Services was completed by delegates to the FAST 2004 Annual Conferences held in Birmingham, Reading and Manchester. Respondents included a wide range of IT professionals from 'C'-level executives to network, security and audit managers.

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#### About FAST Corporate Services

FAST Corporate Services (FCS) provides an education programme to the corporate end-user on how to achieve excellence in software management. It assists organisations to identify and eliminate risks relating to software management, helping them to get the most from IT assets, set up purchasing and installation procedures, and educate staff. FCS' Standard for Software Compliance is widely recognised as the 'mark of excellence' in the software management arena and it currently has 3,000 members. For more information visit [www.fastcorporateservices.com](http://www.fastcorporateservices.com).

#### About Centennial Software

With over four million licenses sold, Centennial is a leading supplier of network discovery solutions to global organizations. Centennial products proactively identify and monitor all hardware and software deployed throughout an organization, creating a clear and accurate global view of corporate IT resources and usage. Information provided by Centennial solutions is crucial to supporting informed IT management decisions in business-critical areas such as license compliance, network planning and usage tracking. Centennial also offers seamless integration with complementary business applications such as helpdesk and software distribution systems.

Headquartered in the UK with offices and resellers in all major regional markets, Centennial was founded in 1997 and secured significant investment from venture capitalists, b-business partners, in 2004. For more information, visit [www.centennial-software.com](http://www.centennial-software.com)

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