



How to cut costs but retain value in IBM maintenance renewals

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Hosts



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ITAM
REVIEW

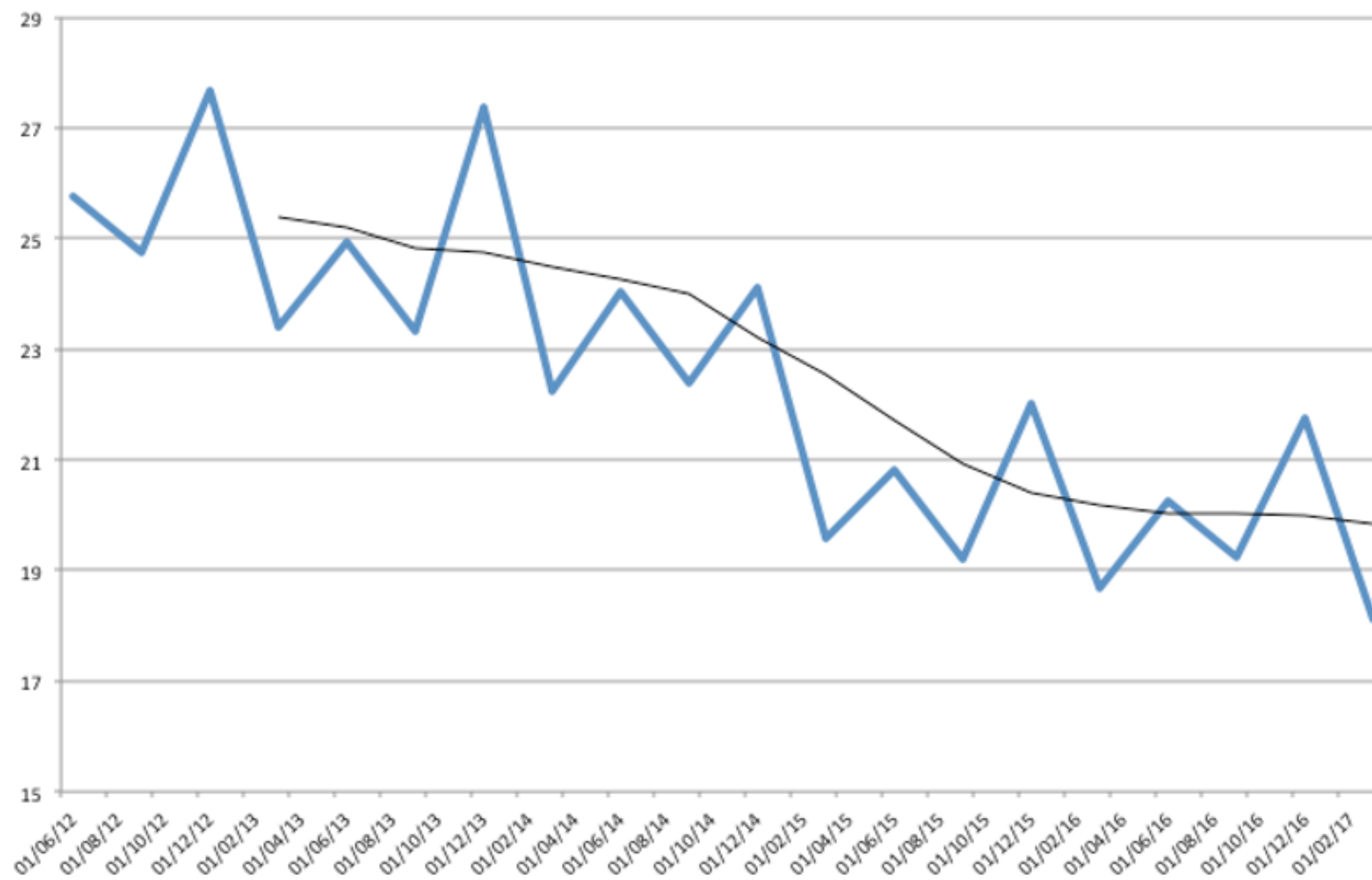
ITAM in the Cloud Era

How to Cut Costs but Retain
Value in IBM Maintenance Renewals

WEBINAR

How to cut costs but retain value in IBM maintenance renewals

IBM Quarterly Revenue 2012-2017



Agenda

- IBM Renewal Decision Tree
- Case Study
- Q&A



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Status Quo

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Team

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**Cost / Benefit
Analysis**

<https://www.itassetmanagement.net/event/webinar-everything-need-know-save-money-next-maintenance-renewal/>

Poll

Q. What is your biggest challenge during an IBM renewal?

1. Gathering license history
2. Gathering data
3. Product use rights / understanding entitlement
4. Understanding business requirements
5. Something else