

## Licensing & Renewals

At Kelros, we believe there are as many reasons to renew your IBM software subscription and support as there are reasons to invest in the software in the first place. It is one of the most cost-effective ways to protect and maximise your software investment, saving you time and money and ensuring uninterrupted access to vital technical support and product upgrades – features that can make a real difference to your business every day.

The advanced capabilities from current and supported IBM software drive efficiency, increase productivity, streamline workflows, enhance security, safeguard data, deliver insight and enable faster and more reliable solutions to meet the unique challenges your business confronts.

### Renewing your software subscription and support with Kelros

At Kelros, we recommend and use Passport Advantage – IBM's worldwide volume licensing program for distributed software, including the Notes, DB2, Websphere, Tivoli and Rational brands. Passport Advantage is the easy way for your organisation to lower software acquisition and administrative costs, to ease migration between platforms, boost productivity, and increase profits.

Licenses through Passport Advantage are available under a single perpetual agreement, with no expiration date, but we strongly recommend renewing Passport Advantage licences each year to continue to receive valuable software updates.

Customer locations or sites anywhere in the world can enrol under the same agreement, so organisations can leverage their combined acquisition power. Kelros can assist with this enrolment process.

All software purchased through Passport Advantage and Passport Advantage Express includes software maintenance, to enable you to keep up-to-date with the latest software updates and access 24/7 IBM technical support for all authorised callers in your organisation.

### The benefits of Passport - client examples

**An Oxfordshire-based plastics company had 20 IBM Domino Server licences deployed over several sites, with 150 IBM Notes clients.**

With renewal costs increasing and new servers being deployed with a higher number of Processor Value Units (PVU), our client commissioned Kelros in a bid to reduce costs and administration time.

We successfully reduced year-on-year costs for our client, as well as allowing for unlimited PVU licences to be deployed across all sites. The savings achieved by changes to the licensing arrangements were approximately £4000 per annum.

**A well-known car manufacturer found themselves under-licensed and in the middle of a licensing audit.**

Kelros took on the project, attending various meetings with both the customer and audit teams to ensure that all required licences were reviewed. We then worked with the customer to establish the most cost effective option for them, taking into account their user numbers and product usage.

A CEO bundle consisting of both Communications and Enhanced Collaboration licences was suggested and we worked with IBM to get the best pricing available. After many weeks' work, the resulting agreement ensured significant savings for our client.

### **A UK-based engineering company found itself running Notes and Domino unlicensed.**

Kelros was appointed by the company and worked closely with IBM to agree the best possible deal for our client. The new agreement included both new licence and software maintenance reinstatement.

### **[Vispring case study](#)**

For a number of years, we had simply been going through the annual licence renewal process for our IBM solutions—but when Kelros told us about the benefits of the dual entitlement model, we immediately recognised its potential to transform our approach to collaboration,” recalls Howard. “In addition to offering our employees the latest enterprise-class collaboration tools—including activities, communities, video conferencing, wikis, and more—moving to the cloud promised rock-solid reliability and availability without any increase to our operational costs.”

[Contact us](#) to find out more. Alternatively, please use the [Demo Request Form](#) to request a demo and to have a Kelros consultant contact you today.

## **Dual Entitlement with IBM Collaboration Solutions**

### **Increase your ROI and discover the power of cloud technology with Cloud Collaboration and IBM Dual Entitlement Licensing**

Did you know that IBM Notes and Domino customers can now choose to have access to a dual entitlement license - giving you both **cloud-based** and **on-premises** versions for all or most of your users?

[MORE](#)