



BENTLEY MOORE EXECUTIVE



**Software Licence Compliance
Consulting Services**

Introduction

In the modern enterprise, software underpins almost every business function, from operations and customer service to analytics, finance, and governance.

As organisations grow, the number of software products, vendors, and associated licensing agreements expands exponentially. Each supplier brings its own pricing model, terms, and renewal cycles. Without centralised control, this leads to a fragmented and costly licensing landscape, characterised by duplication, inconsistent compliance, and minimal oversight.

At Bentley Moore Executive, we help organisations regain control of their software licensing environments, identifying inefficiencies, reducing unnecessary expenditure, improving compliance, and establishing structured governance frameworks that deliver long-term value and assurance.

The Challenge

For most organisations, software licence management evolves organically rather than strategically. Over time, this creates a complex web of contracts, vendors, and renewals, which becomes increasingly difficult to govern or optimise.

Key challenges include:

1. Third-Party Proliferation

- Multiple departments procure their own technology solutions independently.
- Licences for the same products are purchased at different prices, on different terms, and under separate agreements.
- Supplier relationships lack visibility and cohesion, increasing management overhead.

2. Lack of Central Governance

- Software and vendor management is decentralised, often managed by individual business units.
- There is no overarching governance framework to align procurement, legal, and IT functions.
- Renewal cycles and compliance obligations are frequently missed or overlooked.

3. Escalating Cost and Complexity

- Duplicated licences, unused software, and unmanaged renewals inflate operational costs.
- Contract variations and inconsistent terms reduce negotiation leverage.
- As the environment grows, so too does the administrative burden and risk exposure.

4. Achieving Critical Mass

Eventually, the unmanaged licensing landscape reaches a point where risk and inefficiency are no longer sustainable.

At this stage, organisations face the difficult and resource-intensive task of:

- Mapping and rationalising the entire software estate.
- Negotiating enterprise-level agreements.

- Establishing governance and controls to prevent re-fragmentation.

5. Resource Constraints

These activities require specialist expertise, combining governance, commercial, contract management, risk, and project delivery skills.

Given that most internal teams already have full-time operational responsibilities, external support becomes essential to restore control, visibility, and efficiency.

Our Software Licence Compliance Consulting Services

We provide **comprehensive consulting services** designed to help organisations analyse, rationalise, and manage their entire software licensing landscape.

Our approach combines structured analysis, governance design, and delivery expertise to establish lasting control and cost optimisation.

1. Current State (As-Is) Analysis

- Full capture and assessment of the existing software licensing landscape.
- Review of contracts, suppliers, renewal cycles, and cost structures.
- Mapping of interdependencies across people, processes, and technology.
- Identification of redundant, duplicate, or non-compliant licences.
- Development of a **licence compliance and renewal roadmap**.

2. Software Licence Compliance Governance Framework

- Design and implementation of a cross-organisation governance framework.
- Establishment of central oversight mechanisms for procurement and contract management.
- Definition of governance touchpoints across legal, finance, IT, and business functions.
- Development of reporting and assurance mechanisms.

3. Vendor Categorisation and Assessment

- Creation of a structured framework for vendor categorisation and evaluation.
- Standardisation of assessment criteria (compliance, risk, cost, performance).
- Ongoing monitoring and reporting of vendor licence obligations and performance.

4. Standardised Contractual Terms and Conditions

- Definition and application of **common contractual T&Cs** across all software suppliers.
- Alignment of licensing terms, renewal clauses, and cost structures.
- Creation of templates for future procurement to ensure consistency and control.

5. Enterprise Licensing Agreements (ELAs)

- Identification of opportunities for consolidation under enterprise-level agreements.
- Negotiation of ELAs to reduce cost and simplify management.

- Modelling of savings, efficiencies, and governance impacts.

6. Efficiencies and Cost Savings

- Quantification of costs arising from the absence of central control.
- Identification of financial and operational savings achievable through governance, oversight, and rationalisation.
- Implementation of a centralised cost reporting and control model.

7. Convergence and Transition Roadmap

- Definition of a structured **convergence roadmap** for integrating legacy and new supplier contracts.
- Planning of transition activities aligned to contract renewal timelines.
- Controlled transition management with defined governance and risk oversight.

8. Vendor Exit and Transition Management

- Development of vendor exit strategies and processes.
- Oversight of supplier disengagement and transition to new providers or in-house delivery.
- Assurance that licence obligations, assets, and data are fully transferred or retired.

Our Approach

Our consultants combine commercial acumen, governance discipline, and delivery assurance to achieve measurable results.

We work collaboratively with clients to:

- Deliver a **complete view of the current licensing landscape**.
- Design and embed governance structures that ensure **long-term control and compliance**.
- Achieve immediate and sustained **cost reduction through consolidation and rationalisation**.
- Align software licensing strategy with broader **IT, procurement, and business objectives**.

Each engagement can be delivered as a **discrete workstream** or as a **holistic end-to-end solution**, tailored to the organisation's maturity and needs.

Outcomes and Value

Our Software Licence Compliance Consulting Services deliver tangible organisational value:

- **Significant cost savings** through licence consolidation and vendor rationalisation.
- **Improved compliance** with software licensing and contractual obligations.
- **Reduced risk exposure** to legal or audit penalties.
- **Centralised visibility and control** across all software assets and suppliers.
- **Enhanced governance and accountability** across procurement and IT functions.

- **Sustainable efficiency**, preventing future fragmentation of the licensing landscape.

About Bentley Moore Executive

We are **Bentley Moore Executive**, a London-based consulting firm providing Software Licence Compliance, Vendor Governance, and Risk Management Consulting Services across both the public and private sectors.

Our consultants have extensive experience in large-scale licence compliance programmes for complex global organisations, including financial institutions, government departments, and technology-driven enterprises.

We combine analytical precision, governance design, and commercial expertise to deliver **clarity, compliance, and cost control** across your software landscape.

Contact Us

To discuss your software licence compliance needs or explore how Bentley Moore Executive can help your organisation regain control of its licensing environment:

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Software Licence Compliance Consulting Services

Our Services



Website Services



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