Jubilant Vitality Brief: Avoiding Costly Audits of Terminal Emulation Software

Situation

Gartner Research has recently highlighted a "dramatic rise in software vendor compliance activity" and warn that 68% of organizations can expect at least one software audit request in the next 12 months.

The majority of organizations can be audited by their software vendors. This is done to ensure that the organization has no discrepancies between their licensed software usage and actual usage. Using too many seats or the wrong type of software may result in a paid settlement to the software company.

Obstacle

Breaches of licensing can be especially problematic when it comes to Terminal Emulation software. Most emulation software is paper license based: lacking centralized administration to monitor usage and a licensing manager to automatically limit usage. This is compounded by a number of issues:

- Software installations may be carried out by different business arms and the software may be installed as standard on company machines. Confusion may occur as to whether licenses can be reassigned to different users or whether they are "used and burnt".
- The TE market is notorious for having multiple types, versions and updates of software, potentially leading to the wrong software being installed and used. This is exemplified by Rocket Bluezone vs Rocket Passport or Attachmate Reflections for Desktop vs Web.
- Emulators may be used by outside or third parties, meaning oversight and usage is difficult for administrators to keep track of.

Implication

Penalties for breach of contract can be a major burden on organizations. A study by KPMG found that "52% of companies felt that their losses through unlicensed use of software amounted to more than 10% of their revenue."

Within the Terminal Emulation market, Micro Focus, and specifically Attachmate, has a high propensity for frequently auditing customers. Illustrated by a recent $7 Million claim against a company using Microfocus Extra, with Micro Focus arguing that every computer in the organization required an Extra license in order to ensure compliance.

As well as the monetary costs of settlements, other consequences organizations can face are:

- Disruption of potentially critical software usage and partnerships.
- Forced switching to a different version or type of software, if the wrong one is being used.
- Increased media scrutiny, loss of market standing and reputational damage.
- Reduced productivity, as employees have to pivot to engaging with the auditing process.

Solution

Jubilant Terminal Emulator ensures organizations are using the correct number of licenses through the use of a licensing manager. This makes organizations unable to consume more sessions than they have purchased. Meaning consistent, valid usage, as well as ensuring the right version and type of product.

Furthermore, Jubilant Terminal Emulator has a fully centralized administration system, which enables administrators to keep track of how many employees are accessing the system, as well as which software version they are using.

Conclusion

With the Coronovirus forcing many software vendors to search for alternative methods of revenue, audits have become a major concern for all organizations.

Jubilant Terminal Emulator's centralized system dramatically reduces the need for, and consequences of, audits.

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