



# REVOLUTIONIZE YOUR HOSTING BUSINESS

Move your SPLA licensing  
from a black cloud in the  
managed Altaris Cloud.



Tools alone don't do the job.

# TAKE THE GUESS WORK OUT OF THE EQUATION AND RELY ON THE EXPERTS.

## LICENSE MANAGEMENT AS A SERVICE

There are so many advantages to consider. When you speak with our licensing management specialists you will feel a sense of relief, knowing we will:

- Optimize license use and save money
- Reduce the risk of audit
- Guarantee accurate customer monthly billing
- Know when to leverage SPLA, CSP or Volume licensing

Clear, real-time visibility into your licensing is critical for the success of your business. For many Service Providers, licensing their hosting environment and interpreting the complex SPLA licensing rules involve guess work. We are tool agnostic, and work with any tool vendor to provide a complete service.

## WHAT MAKES ALTARIS THE BEST CHOICE?

With its more than 30 years' of cumulative SPLA licensing and compliance experience at Microsoft, Big Four Accounting Firms, and the Microsoft SPLA Reseller Channel, Altaris provides a community of resources that guide SPLA Partners and other cloud enterprises through the ever changing landscape of Microsoft Cloud licensing.



**Asset Discovery:** We provide an automated, scheduled scanning of your Microsoft environment which alters the time spent from hours to minutes.



**Audit Trail:** Your audit trail will be available at your disposal. No more assumptions based on past usage, which means more accurate results.



**Compliance:** If you are facing a compliance engagement with Microsoft, we will make sure it takes 9 days and not 9 months.



**License Optimization:** We know how to reduce costs and increase margins by isolating waste and optimizing both licensing and infrastructure environments.



**Time and Resource Savings:** Your monthly SPLA usage report is created by our Altaris specialists. Submit the finished report and eliminate unnecessary time spend once and for all.

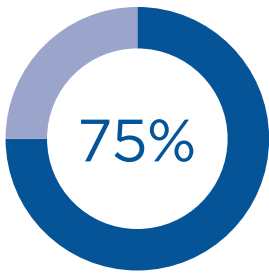


**License Desk:** Win new business! Our licensing desk experts are ready to provide guidance for both pre-sales and post-sales licensing. You can count on fully compliant, accurate and unbiased recommendations including when to leverage SPLA, CSP or Volume licensing.

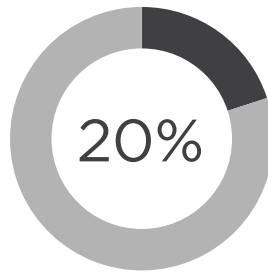
## WHY SETTLE FOR OVERPAYMENTS AND PENALTIES?

Imagine saving money on your SPLA management by outsourcing. An inventory tool alone isn't the answer. Although they can be beneficial; having experts alongside to optimize and report correctly is what makes the tools valuable.

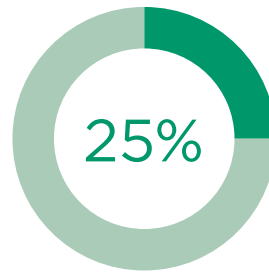
## DON'T BE A STATISTIC!



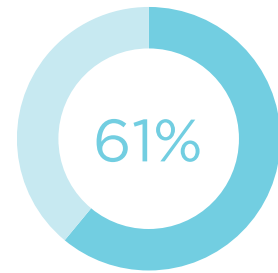
COMPANIES OUT OF COMPLIANCE WITH SOFTWARE LICENSES



COMPANIES THAT PAID OVER \$1M IN COMPLIANCE SETTLEMENTS



AVERAGE INCREASE FOR SOFTWARE LICENSE BUDGET IN 2016



COMPANIES THAT WENT THROUGH SOFTWARE AUDITS LAST YEAR

*Source: based on 800+ LCC audits conducted between 2012-2016*

## OUR CUSTOMERS CALL ALTARIS “THE LICENSING SOLUTION”

Here at Altaris Cloud, we provide the hosting industry's most unique and unparalleled SPLA licensing and compliance expertise to Microsoft Service Providers by managing their entire SPLA reporting lifecycle, optimizing software spend, and mitigating compliance risk.

Once we're able to dig in a little deeper into your environments' construction and get to know your service offerings, we'll be able to ensure you're maximizing profits and minimizing licensing costs.



## HERE IS WHAT OUR CLIENTS ARE SAYING:

“Altaris Cloud provides us with hands-on tools and the expertise to get a perfect overview of our SPLA environment. They possess a deep understand of SPLA licensing and how it fits with complex hosting environments like ours.”

—Executive Team, Zitcom A/S

“As a cloud service provider our primary focus have always been on high availability and security with our client data. With the massive growth we’ve seen over the years, sometimes the background processes associated with license inventory are overlooked. With Altaris’ help, we were able to pass our Microsoft Audit with flying colors!”

—Carrie Wheeler, Chief Operating Officer, Liquid Web

“The licensing experts at Altaris Cloud helped us navigate through the various ways to deploy and license our hosted environment. Being a leading healthcare ISV/SaaS provider, we always take the extra steps and leverage experts in their respective field to ensure we do things perfectly.”

—Ashvin Bodhale, Director of Cloud Operations and Infrastructure, Community Brands

## CONTACT US TODAY FOR A FREE CONSULTATION.

We’ll do a quick evaluation of your unique hosting environment to determine the scope of work, but we know the benefits of Altaris Cloud’s Licensing Management as a Service far outweigh the costs.



**Call:** 1-833-ALTARIS (1-833-258-2747)

**Email:** [info@altariscloud.com](mailto:info@altariscloud.com)

**Visit:** [www.altariscloud.com](http://www.altariscloud.com)

[Schedule your free consultation!](#)

The cost of savings you’ll realize is greater than the investment of hiring our Altaris Microsoft licensing experts.

# WHAT HAVE YOU GOT TO LOSE?