



# **G Cloud 15**

**SoftwareOne Tier One Audit Defence**

**Jan 2026**

## 1 Audit Defence

This service is designed to assist customers who are subject to a publisher-instigated audit. Audits are disruptive and rarely welcome, our consultants will help time, formulate and submit a response and craft a bespoke negotiation plan honed to deliver a favourable outcome, limiting financial and reputational harm.

### Features:

- Address key vendors such as Microsoft, IBM, Oracle, SAP, Broadcom, OpenText.
- Access to thousands of highly qualified ITAM consultants.
- Hundreds of audits settled annually

### Benefits:

- Reduce the unplanned effort required from your internal teams
- Secure sufficient time for an optimal response
- Define or limit the scope of the engagement
- Gather, cleanse and best present technical data.
- Document mitigating factors
- Capitalise on contractual / EULA ambiguity
- Negotiate a favourable settlement

## 2 Pricing Structure

SoftwareOne resources each engagement as appropriate to ensure the requisite level of expertise is applied in a cost-effective manner using the following day rates:

Principal Consultant - £1650

Senior Consultant - £1450

Consultant - £1250

Analyst - £800

Where circumstances arise necessitating unbudgeted services, SoftwareOne offers a 'Shared Success' gainshare model, allowing for the delivery of services with no upfront cost, with service fees being derived from recognised savings, ensuring no wasted expenditure.

### **Example Scenario:**

An organisation with 4,200 employees and 820 servers (on-prem and cloud) has been selected for audit by a software publisher. An initial review indicates that a misunderstanding regarding sub-capacity licensing rules has resulted in non-compliance of circa £1,600,000

SoftwareOne estimates that technical remediation, mitigation and negotiation can reduce the exposure to circa £400,000

### **Option 1 – Fixed Cost Engagement**

| Option 1 – Fixed Service Fee Model |            |
|------------------------------------|------------|
| Audit Defence Service              | £72,200.00 |

### Option 2 – Shared Success

| Starting Situation                  | 1 Year Costs |
|-------------------------------------|--------------|
| Defined Baseline                    | £1,600,000   |
| Realised Settlement (72% Avoidance) | £444,000     |
| Realised Settlement Savings         | £1,156,000   |

| Calculation of the Shared Success Fee        | Savings    | Shared Success |
|----------------------------------------------|------------|----------------|
| Realised Avoidance                           | £1,156,000 | -              |
| 30% Shared Success Fee                       | -          | £346,800       |
| Total Effective Savings for Example Customer | -          | £809,200       |

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# Thank you

**Contact us at:**

+001 123 45 678 99

[info@softwareone.com](mailto:info@softwareone.com)

7788 One City, One Country

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