

DIGITAL INNOVATION AND TRANSFORMATION | COURSE BROCHURE

Software Licence Compliance and Optimisation

5 days | Classroom training | English

SMART HORIZON

info@smart-horizon.eu
Amsterdam
The Netherlands

Explore current programmes

https://smart-horizon.eu



Course content

Why attend

Software licences are one of the largest and least understood IT costs, and vendor audits can lead to large unbudgeted bills. This course teaches how to build software asset management processes, understand common licensing models for desktop, server and cloud software, prepare for vendor audits and optimise licence spend through reharvesting and right-sizing.

Organisations commonly overspend on unused licences while remaining exposed to audit penalties. You will learn to control both risks and costs.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Licensing model exercises, entitlement reconciliation practice, audit simulation and case studies of savings programmes.

Course objectives

By the end of this course, participants will be able to:
• Explain software asset management principles
• Understand common licensing and subscription models
• Reconcile entitlements with deployments
• Prepare for and manage vendor audits
• Identify optimisation and savings opportunities
• Build SAM policies, tools and governance

Target audience

This course is suitable for:
• IT asset and software asset managers
• IT procurement professionals
• IT managers and service owners
• Finance managers controlling IT costs
• Internal auditors



Course content

Target competencies

Participants will develop competencies in:

- Licence management
- Contract analysis
- Audit defence
- Cost optimisation
- Process governance

Course outline

Day 1: Software Asset Management

09:00–10:08	SAM lifecycle
10:08–11:00	Risks and costs
11:00–11:30	**Coffee break**
11:30–11:45	Risks and costs (continued)
11:45–12:53	Roles and responsibilities
12:53–14:00	Exercise: SAM maturity check

Day 2: Licensing Models

09:00–10:08	Perpetual and subscription licences
10:08–11:00	User, device and core-based licensing
11:00–11:30	**Coffee break**
11:30–11:45	User, device and core-based licensing (continued)
11:45–12:53	Cloud and SaaS subscriptions
12:53–14:00	Workshop: licensing scenarios

Day 3: Compliance Position

09:00–10:08	Entitlement records
10:08–11:00	Discovery and inventory tools
11:00–11:30	**Coffee break**



Course content

11:30–11:45	Discovery and inventory tools (continued)
11:45–12:53	Effective licence position
12:53–14:00	Exercise: reconciliation

Day 4: Vendor Audits

09:00–10:08	Audit process and rights
10:08–11:00	Responding to findings
11:00–11:30	**Coffee break**
11:30–11:45	Responding to findings (continued)
11:45–12:53	Negotiating settlements
12:53–14:00	Simulation: vendor audit

Day 5: Optimisation

09:00–10:08	Reharvesting and right-sizing
10:08–11:00	Renewal negotiation
11:00–11:30	**Coffee break**
11:30–11:45	Renewal negotiation (continued)
11:45–12:53	SaaS management
12:53–14:00	Savings plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	16 Nov 2026	20 Nov 2026	**€2,450.–**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.–**
Kuala Lumpur Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,450.–**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.–**
Barcelona Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,840.–**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.–**
Vienna Confirmed dates	25 Jan 2027	29 Jan 2027	**€2,940.–**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,250.–**
Cape Town Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,890.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.–**
Rome Confirmed dates	8 Mar 2027	12 Mar 2027	**€2,450.–**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.–**
Dubai Confirmed dates	29 Mar 2027	2 Apr 2027	**€3,150.–**
Online Confirmed dates	29 Mar 2027	2 Apr 2027	**€1,250.–**
Frankfurt Confirmed dates	12 Apr 2027	16 Apr 2027	**€2,650.–**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**€1,250.–**
London Confirmed dates	3 May 2027	7 May 2027	**€2,450.–**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	24 May 2027	28 May 2027	**€3,150.–**
Online Confirmed dates	24 May 2027	28 May 2027	**€1,250.–**
Rome Confirmed dates	14 Jun 2027	18 Jun 2027	**€2,450.–**
Online Confirmed dates	14 Jun 2027	18 Jun 2027	**€1,250.–**
Paris Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,860.–**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.–**
Vienna Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,940.–**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.–**
Cape Town Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,890.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,250.-**
Dubai Confirmed dates	30 Aug 2027	3 Sept 2027	**€3,150.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**€1,250.-**
Cape Town Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,890.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Istanbul Confirmed dates	11 Oct 2027	15 Oct 2027	**€2,650.-**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.-**
Barcelona Confirmed dates	25 Oct 2027	29 Oct 2027	**€2,840.-**
Online Confirmed dates	25 Oct 2027	29 Oct 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Amsterdam Confirmed dates	15 Nov 2027	19 Nov 2027	**€2,540.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
London Confirmed dates	6 Dec 2027	10 Dec 2027	**€2,450.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

info@smart-horizon.eu
Amsterdam
The Netherlands

View the latest course details online