

Capabilities Statement

How much do you spend on your Information Technology (IT) needs? Are you **overspending**? Are you **fully utilizing** what you buy? Is your IT spend aligned with your IT strategy? Are you ready for a vendor audit? Is cloud spend eating into your budget? How much unused software do you pay support fees for?

Redwood Compliance delivers IT cost reduction and spend optimization consulting services across the spectrum of IT spend.

This includes software license & support spend, hardware procurement, cloud contract and deployment optimization, SaaS cost management, infrastructure & hosting, and IT consulting spend. We accomplish this using our methodical consultative process combined with our proprietary software tools.

We enable our clients to:

- Reduce IT cost.
- Optimize spend.
- Get the most out of existing IT investments.
- Align IT spend with the overall strategy.

We cover all major areas of IT spend:

- Software license & support (unused software and support).
- Hardware, infrastructure and hosting spend.
- Cloud infrastructure (AWS, Azure, Oracle Cloud, others), and cloud contracts.
- SaaS services.
- IT vendor selection & contract negotiation.
- Vendor audits.
- IT consulting services expenditures.

Company Snapshot

Established: 2016

EIN: 81-2251148

CAGE: 8FUN5

DUNS: 114578133

PSC: R704 - SUPPORT- MANAGEMENT: AUDITING
R425 - SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL

Pertinent Codes

NAICS:

511210 – Software Publishers
541512 – Computer Systems Design Services
541513 – Computer Facilities Management Services
541519 – Other Computer Related Services

UNSPSC:

43231512/516 - License software /Audit Software
80101507- Info Tech. consultation services
81112501- Computer Software Licensing service
81160000 - Info tech Service Delivery

Small/Minority Owned Business

California SB Certification ID: 2018335

Contact

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CORE COMPETENCIES

Software Cost Reduction & Optimization.

We help clients reduce their software license & support costs, while maintaining license compliance and optimizing the current license base.

Our related expertise includes license audit defense, cloud migration planning, contract negotiation, ILMT

Reporting (IBM), and procurement advisory. Our expertise covers the major software vendors, including:

Oracle, Microsoft, IBM, Adobe, Quest, others.

Cloud Migration Planning, Utilization and Contract Management.

Whether planning a new cloud contract or optimizing an existing one, we can perform detailed technical assessment of current usage and optimized mapping to cloud destinations with detailed pricing calculations for precise forecasting and cloud contract negotiation. We provide key support in cloud pricing, planning and on-going optimization and cloud cost control.

Hardware and Infrastructure cost management and optimization.

We support our clients with optimal, cost-reducing decision-making around servers, desktops, virtualization technologies, and other key infrastructure decisions. We also advise on optimal technology selection and hardware procurement.

Technology Vendor Selection Advisory.

Selecting the best IT vendor can be challenging. Our experience and expertise allow us to bridge the crucial gaps between strategic IT needs, vendor capability assessment, short-term and long-term cost implications, and methodical decision making when selecting the best IT vendors.

General Contract Advisory.

For any IT contract, including software, hardware, external consultants, hosting, IT service providers, etc., we can advise on key contractual considerations to reduce cost, maintain contractual flexibility, and ensure alignment with the overall IT strategy.

DIFFERENTIATORS

Our team consists of former license auditors from Deloitte, KPMG, Oracle and IBM, with extensive experience in software licensing, IT asset management, license audits and procurement planning.

Redwood Compliance is independent of major vendors - it is neither a partner nor reseller. This means we deliver independent and unbiased services in the best interests of our clients.

Our proprietary tools and methodology are designed to meet the same levels of quality and rigor as those of formal vendor audits, while emphasizing cost reduction and optimization at every step.

KEY CLIENTS

United States Department of Interior, major cities and county in the San Francisco Bay Area, Chevron, Torani.

PAST PERFORMANCE (ANONYMIZED CASES)

Case Summary #1

We engaged with a major public-sector to assist with cloud procurement planning and software license compliance.

- We scanned their existing on-prem environment and modeled migration options with target pricing for major cloud vendors. **We reduced the initial quote of \$800k+ to a final procurement of below \$250k, saving our client over \$550k in 1 years' worth of cloud services.**
- **We identified over \$175k of unused annual software support spend** that client could unilaterally drop in the next round of renewals.
- Advised on key cloud contract terms and negotiation.
- Performed a rapid self-audit and identified over \$650k in license compliance gaps. Subsequently, we assisted our client with the license remediation.

Case Summary #2

The VP of IT at a major retail chain requested assistance with workload consolidation, license usage assessment, and net-new software license procurement for Oracle and Microsoft products. We rapidly engaged and assisted with the following:

- Performed a rapid deployment and utilization scan of the client's IT landscape, including deployments in AIX/LPARs, VMware, physical on-premise, and cloud.
- We analyzed and advised on VMware workload consolidation, and repurposing of existing unused hardware to balance additional compute needs with unused hardware, while reducing software license requirements.
- We also analyzed non-VMware workloads and advised on cost saving consolidations that helped reduce required software procurement, while better leveraging existing hardware resources (like AIX CPU pool resources).
- **We reduced the overall net-new procurement in hardware down to \$0, and reduced Oracle and Microsoft procurement needs by a total of \$1.1M.**
- **We identified license compliance gaps of over \$1.7M and then assisted with remediation and validation.**

Case Summary #3

A Fortune 500 client approached us for support during a software vendor audit support. We engaged rapidly and directly with the vendor auditors to manage the audit and minimize the total resolution cost. Our support included:

- Performing a rapid self-audit and **identified over \$13.5M in compliance gaps. Subsequently, we assisted with validation to ensure that the residual procurement was minimized. We worked with the auditors towards audit closure that was acceptable to all parties.**
- Worked with several different technical teams to present a coordinated response to the auditors.
- Assessed software deployments in AWS and the corresponding licensing impact, in light of the vendor's contracts and cloud licensing policy.
- Advised client on go-forward compliance management.

KEY CONTACT BIO

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Mohammad handles client service delivery and serves as the key point of contact. Mohammad is a former license auditor from Oracle's License Management Services (LMS) at Oracle's HQ in California for 4.5 years. He previously did IT asset management and license compliance for Microsoft, IBM, HP and others, during his time at Deloitte & Touche in San Francisco. He has also written numerous journal articles on IT asset management, software licensing, and delivered several expert sessions on Oracle licensing at software asset management (SAM) conferences.