

Strategic Technology Vendor Governance, Licensing & Compliance Excellence Program

Duration: 56 Hours

Course Overview

This program focuses on building capabilities in software licensing, compliance, strategic vendor governance, and financial optimization. It is designed to address critical skill gaps in license lifecycle management, audits, vendor strategy, and governance, enabling professionals to effectively manage technology vendors, ensure compliance, and optimize costs.

Target Audience

IT professionals, vendor managers, procurement specialists, and technology governance professionals transitioning into licensing, compliance, vendor governance, and strategic supplier management responsibilities.

Modules

Module 1: Strategic Technology Vendor Governance & Advisory Foundations

- Understanding the New Strategic Responsibilities and Expectations**
- From Operational Vendor Management to Strategic Advisory**
- Technology Vendor Lifecycle**

Module 2: Fundamentals of Software Licensing

- License Types and Models**
- Perpetual vs Subscription vs SaaS**
- User, Device, and Core-Based Licensing**

Module 3: Enterprise Licensing Models

- **Microsoft Licensing Basics**
- **Oracle, SAP, and Adobe Licensing Overview**
- **Cloud and Hybrid Licensing Models**

Module 4: Software Asset Management (SAM)

- **SAM Lifecycle**
- **SAM Maturity Framework**
- **ITAM vs SAM**

Module 5: Unified Vendor & License Lifecycle Management

- **Procurement to Retirement**
- **Entitlement Management**
- **Renewal and True-Up Handling**

Module 6: License Compliance & Governance

- **Compliance Frameworks**
- **Governance Policies**
- **Usage Control Mechanisms**

Module 7: Audit Readiness & Vendor Audits (Detailed)

- **Internal Audits**
- **Vendor-Driven Audits**
- **Audit Response Planning**

Audit Gap Coverage Modules

Module 8: Vendor Inventory Governance (Detailed)

- **Creating Centralized Vendor Inventories**
- **Vendor Master Data Management**

- **Vendor Ownership and Accountability Structures**

Module 9: Vendor Classification Framework (Detailed)

- **Critical vs Non-Critical Vendor Classification**
- **Risk-Based Supplier Segmentation**
- **Tiering Models and Governance Requirements**

Module 10: Risk-Control Mapping (Detailed)

- **Mapping Operational Risks to Controls**
- **Preventive vs Detective Controls**
- **Control Monitoring Mechanisms**

Module 11: SLA Validation & Performance Assurance (Detailed)

- **SLA Measurement Methodologies**
- **KPI Validation Techniques**
- **Service Performance Review Processes**

Module 12: Operational Contract Enforcement (Detailed)

- **Contract Obligation Tracking**
- **Operational Compliance Monitoring**
- **Escalation and Remediation Management**

Module 13: Independent Assurance Models

- **First, Second, and Third-Line Assurance Concepts**
- **Internal Assurance Reviews**
- **Governance and Compliance Reporting Structures**

Strategic Governance & Licensing Modules

Module 14: Financial Optimization & Cost Control

- **License Optimization**

- **Cost Reduction Strategies**
- **Budgeting and Forecasting**

Module 15: Technology Supplier Contracts & Contract Register Management (Detailed)

- **Contract Structures**
- **Licensing Clauses**
- **Renewal and Pricing Considerations**
- **Contract Register Governance and Maintenance**

Module 16: Strategic Negotiation Techniques

- **Negotiation Frameworks**
- **SLA Negotiation**
- **Commercial Benchmarking**

Module 17: Strategic Technology Vendor Management

- **Vendor Relationship Maturity**
- **Executive Stakeholder Management**
- **Building Strategic Vendor Alliances**

Module 18: Vendor Ecosystem & Market Intelligence

- **Technology Market Analysis**
- **Supplier Evaluation Models**
- **Emerging Vendor Trends**

Module 19: Risk, Legal & Regulatory Management

- **Contractual Risk**
- **Compliance Obligations**
- **Data Privacy Considerations**

Module 20: Governance Dashboards & KPI Reporting

- **Licensing KPIs**

- **Executive Dashboards**
- **Data-Driven Reporting**

Module 21: Digital Tools & Automation in SAM

- **SAM Tools Overview**
- **Automation and AI in License Management**
- **Integration with Enterprise Platforms**

Module 22: Collaboration with Procurement, Finance & Legal

- **Cross-Functional Coordination**
- **Procurement Integration**
- **Stakeholder Governance**

Module 23: Supplier Performance & Continuous Improvement (Detailed)

- **Vendor Performance Reviews**
- **Escalation Frameworks**
- **Improvement Planning**

Module 24: Executive Communication & Advisory Skills

- **Presenting Recommendations**
- **Executive Reporting**
- **Advisory Communication Skills**

Module 25: Real-World Case Studies & Simulations

- **Audit Simulation Exercises**
- **License Optimization Workshop**
- **Vendor Negotiation Scenarios**
- **Governance and Assurance Case Studies**