

Licence & Commercial

CATEGORY: COMPLIANCE

Know what you own.
Know what you owe.



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Software spend no longer sits in one contract. Enterprise and mid-market SaaS, Microsoft 365 and Google Workspace seats, AI subscriptions and pay-per-use cloud services each carry their own licence metrics, renewal dates and true-up rules. Most organisations are over-licensed, under-licensed, or both, and rarely know which until a vendor tells them.

SAASiQ provides independent licence and commercial advisory across the whole estate. That includes Oracle and SAP, mid-market platforms such as NetSuite and Zoho, Microsoft 365, Google Workspace and AI tools. We review entitlements against actual usage, assess scope and coverage, and deliver a clear position statement with prioritised recommendations. Our methodology has delivered six-figure savings to multiple organisations.

Subscription and consumption models drift in different ways. Seat-based licences drift as people join, move and leave. Pay-per-use AI and cloud services drift with demand and with how freely teams can switch them on. We set the measures and review points that keep both in line with real use, so renewals start from evidence.

Beyond licence review, we support the wider commercial cycle: tender and scope reviews for new programmes, RFP evaluation, renewal strategy, negotiation positioning, and client-side advice through procurement and contract changes. We sit on your side of the table.



CONTACT US

Email: contact@saasiq.ai

TELL US ABOUT YOUR REQUIREMENTS

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